









# HARDWARE<sup>AND</sup> METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

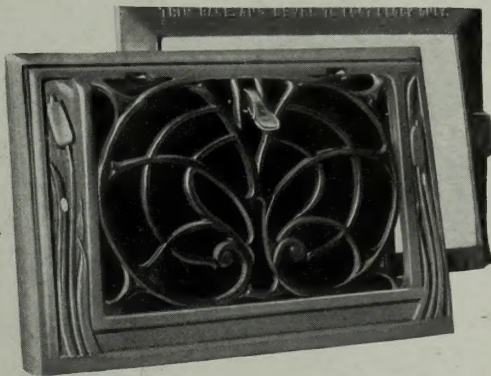
Vol. XXV.

Publication Office: Toronto, Canada

No. 16

April 19, 1913

## THE "GOOD CHEER"



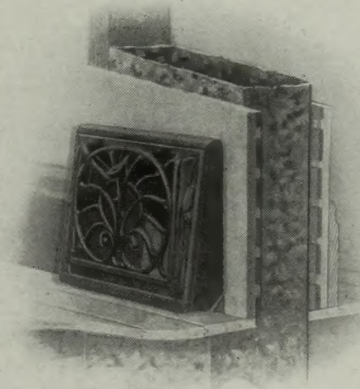
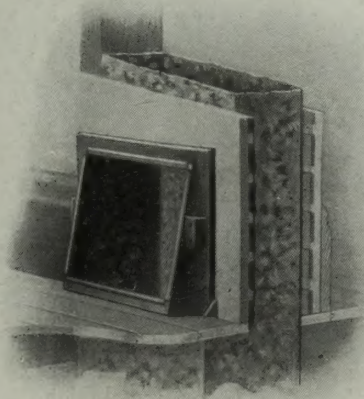
### SIDE WALL REGISTER

With Concealed  
Box Frame

(Patent pending Canada and U. S.)

No more registers disfigured by Plaster, Paint and Dirt

A register appreciated alike by Architect, Contractor, Furnaceman and Owner



Made in six sizes, black and copper, oxidized finish. Price list on application.

**The James Stewart Mfg. Company**  
WOODSTOCK, ONTARIO Limited

Western Warehouse: 156 Lombard Street, Winnipeg



# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*



## Particular People

Make Friends With

### The "HERCULES" Step Ladder

It is the most perfect ladder made

The wide top, sides and all stock entering into it is carefully selected from the finest material.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.

You can't go wrong by stocking this ladder now.

Write for full particulars.

We also manufacture Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.



**The Stratford Mfg. Co., Limited**  
STRATFORD, CANADA

Housewives Like The

## STAR Medicated Mop

(MADE IN CANADA)

Because it is a Great Labor Saver

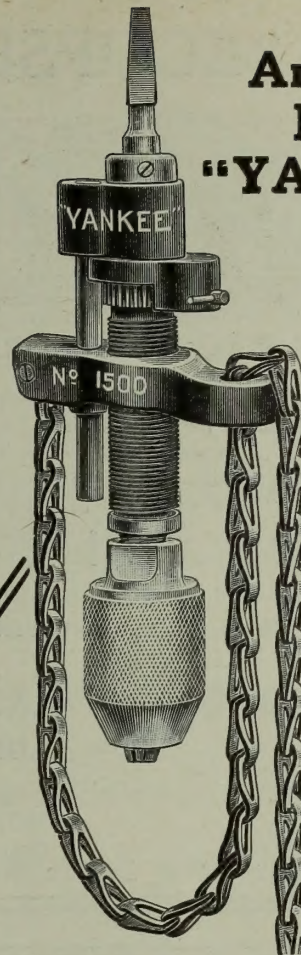
Just the thing for Dustless Dusting, Dry Cleaning and Polishing Hardwood, Varnished, Waxed, Painted, Linoleum, Oil Cloth, Tiled or Concrete Floors.



Send us your trial order now. The "Star" pays a good substantial profit and will soon create a large demand.

**KINGSVILLE SPECIALTY MFG. CO.**  
Kingsville, Ont.

## Another New "YANKEE"



No. 1500 with  
3 Jaw Chuck.

No. 500 with  
2 Jaw Chuck.

## "YANKEE" CHAIN DRILL

with Positive Automatic  
Friction and Ratchet Feeds

Adjusts itself automatically to the size of Drill Points used and feeds no faster than it can take, preventing breakage. The slack in the chain is taken up almost instantly by the automatic friction movement, and this is reversed for slackening the chain or taking the Drill from the work, making it the quickest operating and biggest time saving Chain Drill built. No hand feed to fool with and nothing to catch and pinch the fingers. Built substantially throughout. Get further particulars.

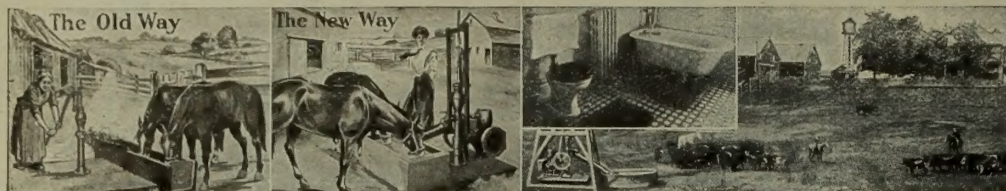
BETTER WRITE YOUR JOBBER

**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



## The "ECLIPSE" PUMPER

INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



### EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. **The Eclipse Pumper** has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped a head of over 80 feet on one **pint of gasoline**.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

Keep one in stock.

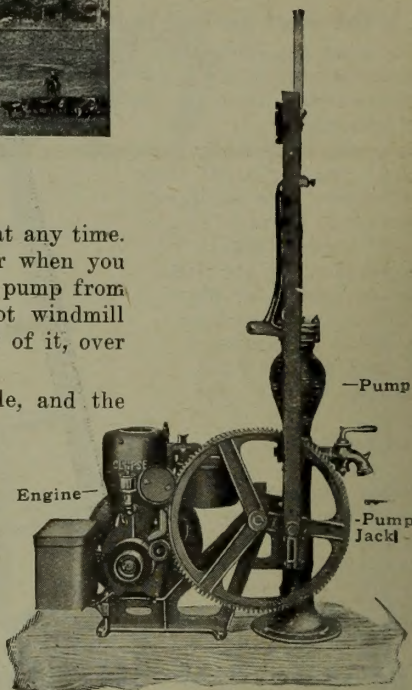
## The Canadian Fairbanks-Morse Co.

LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

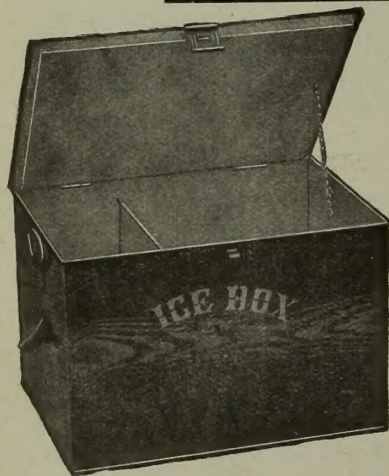
TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA



## The S.M.P. Galvanized Ice Boxes and Japanned Water Coolers

Just the articles needed for Summer Residences or Camps.



### Ice Boxes

#### SMALL

Dimensions  $20\frac{3}{4} \times 14\frac{3}{4} \times 14$ .

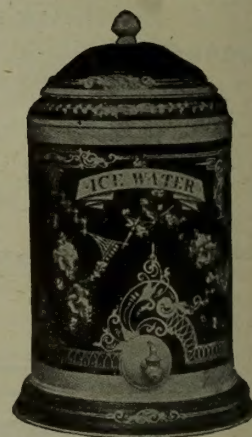
#### LARGE

$28\frac{1}{4} \times 16\frac{3}{4} \times 16\frac{1}{4}$

### Water Coolers

Gallons      2      3      4      6      10

PRICES ON APPLICATION



## THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

**Kemp Manufacturing Co**

Limited

Montreal

TORONTO

Winnipeg



Feeling



Fine

Easy to understand. He knows he can't miss his share of the business. He handled last fall and has his stock in for this season's demand for

# MILLER OIL HEATERS

*Smokeless and Ordorless.*



No. 452  
NICKEL PLATED TRIM

The people of your town would be quite willing to shut down their furnace or coal stove and save the bother, dirt and expense of keeping them going, when heat is only required in the early morning and evening, if you would call their attention to the

**Simpler, Quicker, Cleaner and Far Less Expensive Way**

of getting heat just at the time wanted and with no expense of fuel being consumed when not wanted.

**Who's Going to Sell Them Their Oil Heaters?**

Why, the merchant who has them on hand; has them displayed; has them advertised. It will be he of the happy smile who gets this business. Is that YOU?

**The Short Cut to Comfort and Economy**

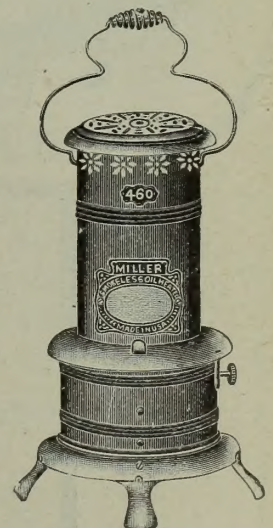
Heats Quickly and at Small Cost

Produces Intense Heat Without Smoke or Smell

Provided with Oil Indicator and Automatic Extinguisher:

Brass Fount.

**NOW** is the time to sell them.



No. 460  
NICKEL PLATED TRIM.  
This little stove is a marvel at giving off heat. Will warm up a room "in no time."

**LEWIS BROS., LIMITED, MONTREAL**

OTTAWA

TORONTO

VANCOUVER



# Quick Sales and Good Profits

Are Assured to all Dealers Who Boost

## The **ENTERPRISE**

### *—Cherry Stoner—*

Stock a few—display them in your window with a descriptive card, or show them to your customers.

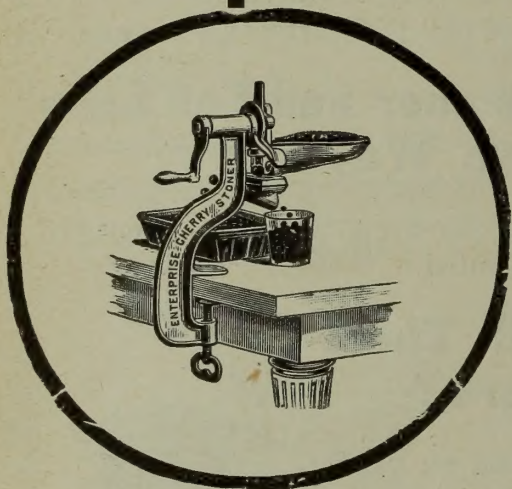
This machine eliminates all the unpleasantness that goes with stoning cherries by hand. **It does its work rapidly and effectively.**

It is far easier to adjust than other machines, and the jaws absolutely retain their position when set.

This machine is not only economical because it **saves time**—it will give many years of good service, as it is made of the highest grade materials, and correctly constructed.

The field for this cherry stoner is very large. **Send us a trial order now.** One sale will lead to many sales, because satisfied and enthusiastic customers are good advertisers.

Write to-day.



**THE**  
**ENTERPRISE MANUFACTURING CO. OF PA.**  
**PHILADELPHIA**

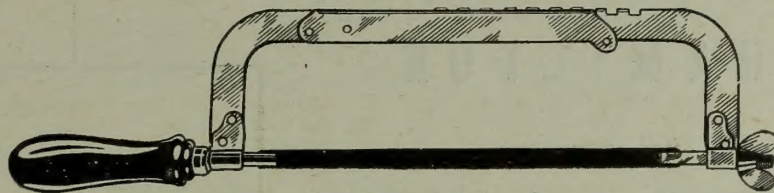
29 Murray St., New York City

530 Golden Gate Ave., San Francisco, Cal.

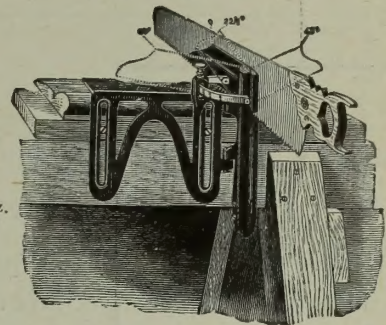
176 N. Dearborn St., Chicago, Ill.



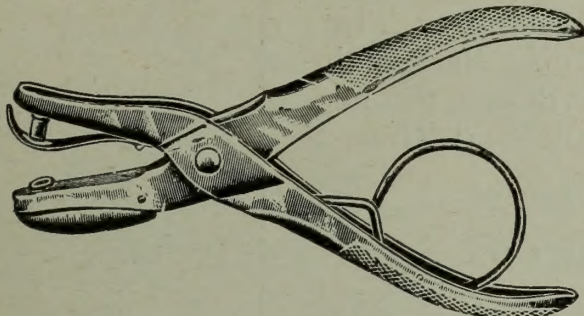
# RED DEVIL GOODS



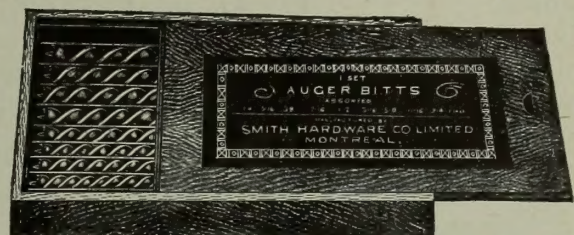
No. 092. 8 to 12-inch expansion. Nickel plated hack saw frame. Order with 1 doz. assorted length, assorted teeth with each frame. The mechanic wants them this way.



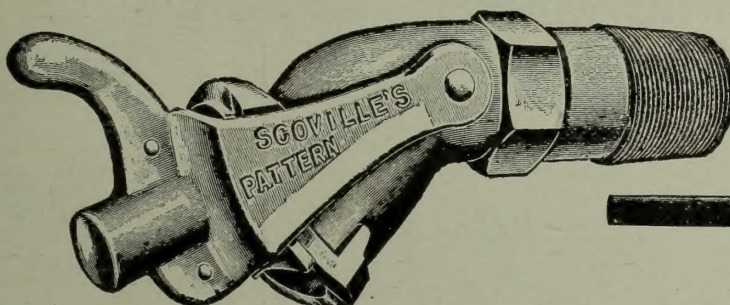
No. 159. Weight 2 lbs. Will cut any mitre and is absolutely guaranteed to be accurate.



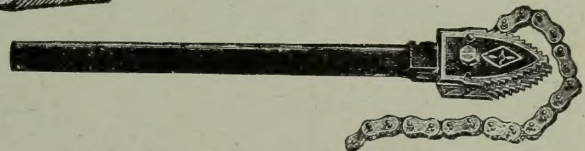
No. 38. Ticket punch, Reservoir for catching clippings. No. 41, without reservoir.



Made in 11¼, 14, 18, 20¼, 21, 24 and 32½ qrs. Made good. Sold at a price.



Why not order ours? Wood or pipe thread.



Pipe Wrench—all sizes.

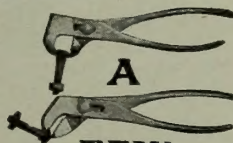
## EAGLE

Three Sizes

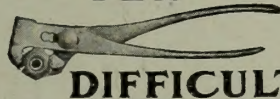
7-inch. up to ½-inch. pipe or any object up to 1-inch. square.

10-inch. up to 1-inch. pipe or any object up to 1½-inches. square.

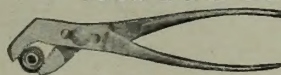
13-inch. up to 1¼-inch pipe or any object up to 2 inches. square.



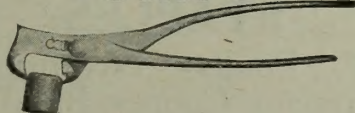
FEW



DIFFICULT



GRIPS



## WRENCH

The 45 deg. wrench is made on an angle of 45 degrees and does work in places where it is impossible to set with any other tool.

It will pay you to put in a stock of this line.

INSIST ON RED DEVIL GOODS---THEY ARE BEST

# SMITH HARDWARE COMPANY, LIMITED

## MONTREAL



# The Steel Company of Canada, Limited

## H A M I L T O N

### Screws.

Bright  
Brass  
Bronze  
Plated  
Dowel  
Felloe  
Headless  
Drive  
Rim  
Wing  
Machine  
Side Knob  
All Style Heads.

### Bolts and Nuts.

Stove  
Track  
Tire  
Carriage  
Elevator  
Machine  
Bridge  
Hook  
Track  
Plow.

### BRIGHT WIRE GOODS

### POLE STEPS

Pole Line Material.

White Lead

Putty

Shot.

## STEEL and IRON

Angle, Angle Bars, Band, Mild,  
Merchant Bars, Machinery, Tire,  
Concrete Reinforcing Bars, plain  
and twisted, Plow Beams, Refined  
Horseshoe, Channel and Rivet.

## PIG IRON

## WIRE NAILS

All kinds and lengths in standard  
and special gauges.

## HORSE SHOES

and

## HORSE SHOE NAILS

"BELL" and "M. R. M." Brands.

## TACKS

## FENCING and GATES

## STAPLES

Fence, Poultry Netting, Bed,  
Electricians' Cooper, Blind.

### Wire.

Bright  
Oiled and Annealed  
Brass  
Spring  
Bolt  
Coppered  
Liquor Bright  
Rivet  
Stove Pipe

### Tinned:—

Bottling  
Broom  
Bookbinders'  
Mattress  
Tagging  
Whisk  
Pin.

### Wire Hoops.

### Rivets and Burrs.

Boiler  
Bridge  
Belt  
Hame  
Chisel Point  
Tinned  
Coppered  
Copper  
Wheel  
All Style Heads.

### Cotter Pins

### Pipe

Carriage Top  
Material.

Stove Scrapers.

### SALES OFFICES.

Hamilton

Montreal

Toronto

Winnipeg

Vancouver

Victoria

Halifax

St. John.



HARDWARE AND METAL

# SAMSON FARM TOOLS



Hard service proves the quality of Samson  
Farm and Garden Tools.

**H. S. HOWLAND, SONS & CO.**  
LIMITED

WHOLESALE HARDWARE

**Toronto**

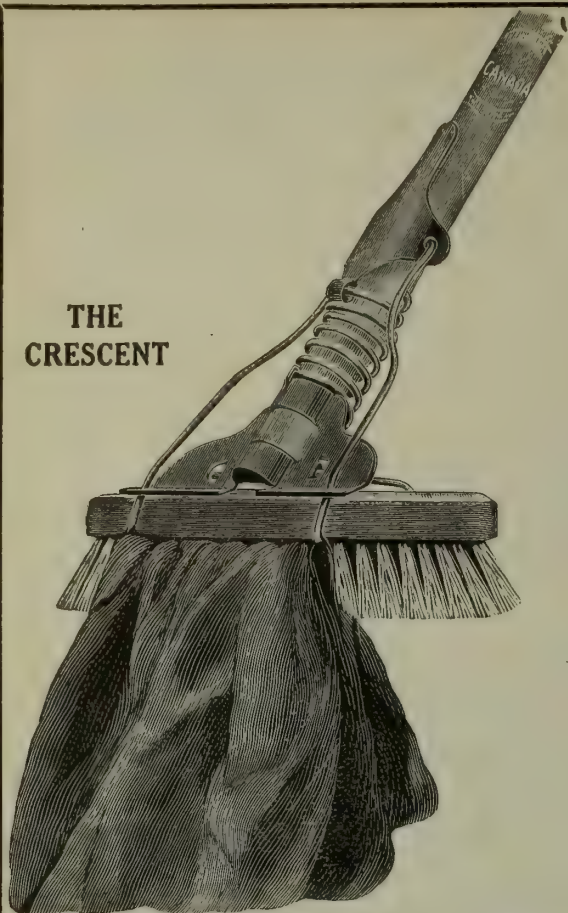
We Ship Promptly

Our Prices Are Right

Graham Nails are the Best



THE  
CRESCENT



## A SURE SELLER THE CRESCENT BRUSH MOP

This brush mop combines the mop and the brush, and for Spring House-cleaning does the work thoroughly, eliminating the back-breaking process of having to scrub while on your knees. The head of the mop is Japanned, and the spring coppered, which prevents rusting and insures lasting service. The spring is made of extra strong wire and does not weaken or stretch out.

Packed in dozens—weight 20 lbs. per dozen.

**Canada Steel Goods Co., Limited**  
HAMILTON - - - - - ONTARIO  
Makers of the Reliable Crescent Brand Butts and Hinges

## Most Up-to-date Hardware Stores Sell H. BOKER & CO.'S "TREE" BRAND CUTLERY



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

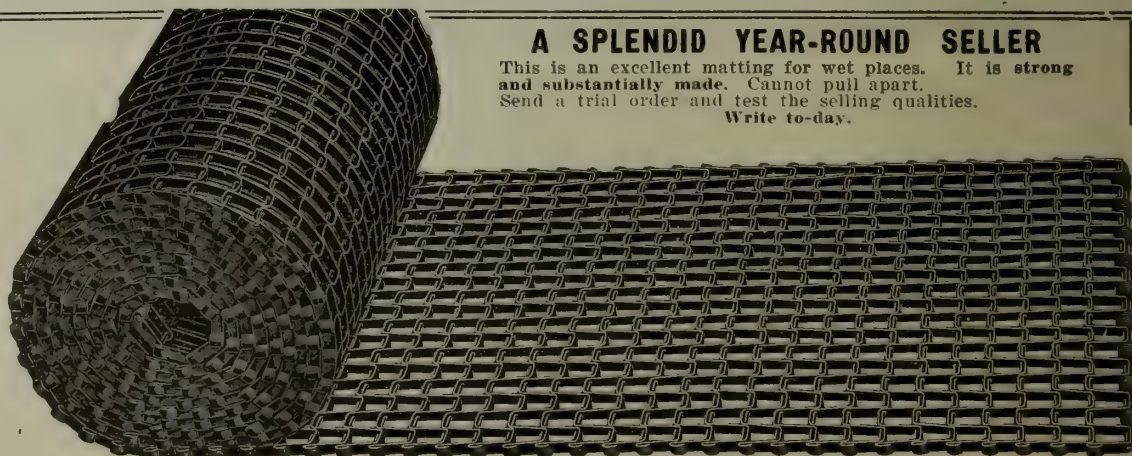
Ask Your Jobber to Show You The "Tree" Brand Lines

### "Keystone"

#### Flexible Steel MATTING

MADE IN ANY  
SIZE OR SHAPE.  
NON-RUSTABLE  
SELF-CLEANING  
LASTS A LIFE-TIME

**Kuhne - Anderton  
Mfg. Co.**  
PORT HOPE, ONT.

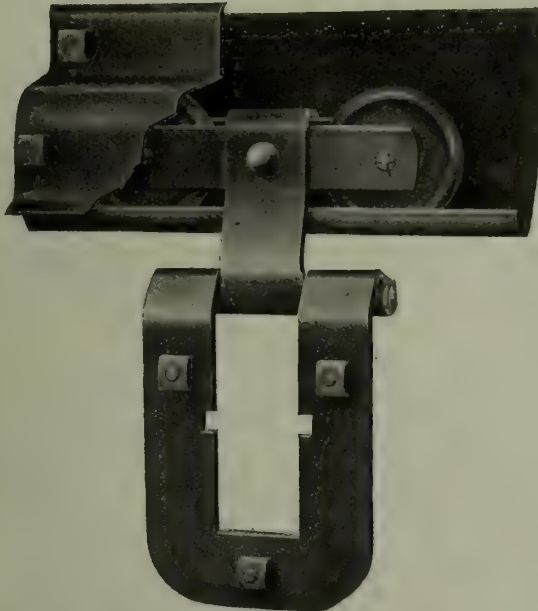


#### A SPLENDID YEAR-ROUND SELLER

This is an excellent matting for wet places. It is strong and substantially made. Cannot pull apart. Send a trial order and test the selling qualities. Write to-day.

"We Initiate—Never Imitate"

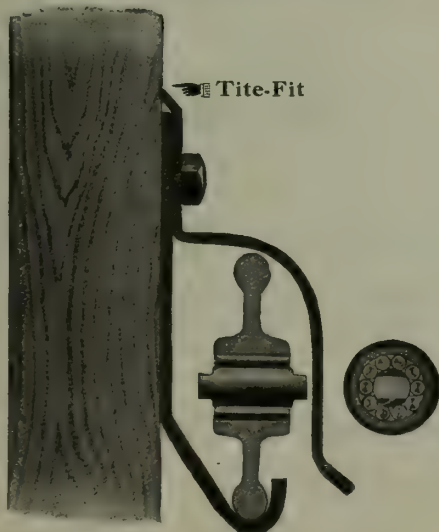
# Stormproof Hanger and Rail



No. 77 Flexible



Stormproof Rail



Tite-Fit

## Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

## Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

## "Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting. Write to-day.

## National Mfg. Company

STERLING, ILL.



# ROGERS'

## CEMENT AND CRUSHED STONE

### Municipal Bridges and Buildings

built of concrete made with Rogers' cement and crushed stone will last as long as the city itself, requiring the minimum of repairing. See that your contracts call for Rogers' materials.

Cement and crushed stone from our mills are always of uniform quality.

Mills at: Kirkfield, Owen Sound, Hanover, Orangeville, St. Mary's, Dundas and Vinemount.

Order from  
Head Office

**ALFRED ROGERS**  
LIMITED  
28 KING WEST TORONTO

We help you sell

# YALE

## PRODUCTS

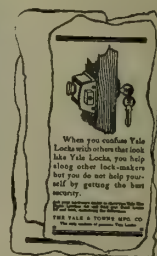
### 1<sup>ST</sup> Magazine Advertising

Month after month our advertising is teaching people to ask for Yale Locks and Hardware. And, while we are teaching them this, we furnish you with—



### 2<sup>ND</sup> Newspaper Advertisements

so that those who want Yale Products will know that you sell them. And, to strengthen your newspaper ads, we supply you with—



### 3<sup>RD</sup> Window Displays

so attractive that they reach out for trade that might otherwise pass by. And, having brought buyers into your store, we help you increase their purchasing power by giving you—



Booklets covering all Yale Products, for distribution over the counter and sending through the mails. This service is free to all who carry Yale Products in stock.

*Ask about our Dealers' Advertising Service*

**Canadian Yale & Towne Ltd.**

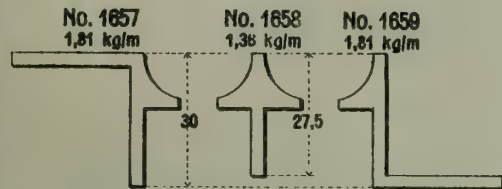
Makers of Yale Products in Canada; Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

*General Offices and Works:*

St. Catharines, Ont.

# Special Rolled Steel Sections for Window Sashes, Skylights, Ornamental Elevator Sills and Enclosures and Special Requirements.

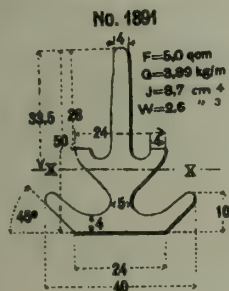
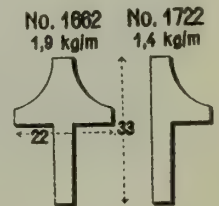
WE HAVE IN STOCK AT MONTREAL



## WINDOW SASH BARS.

No. 1657—Angles, 1 3-16" deep, 1.20 lbs. per foot  
 No. 1659—Angles, 1 3-16" deep, 1.20 lbs. per foot  
 No. 1664—Angles, 1 9-16" deep, 1.95 lbs. per foot  
 No. 1666—Angles, 1 9-16" deep, 1.95 lbs. per foot

No. 1658	T Centre Section,	1 1-16" deep,	.91 lbs. per foot
No. 1662	T Centre Section,	1 1/4" deep,	1.27 lbs. per foot
No. 1665	T Centre Section,	1 3/8" deep,	1.45 lbs. per foot
No. 1668	T Centre Section,	1 9-16" deep,	1.93 lbs. per foot
No. 1719 1/2	T Side Section,	1 1-16" deep,	.70 lbs. per foot
No. 1722 1/2	T Side Section,	1 1/4" deep,	.95 lbs. per foot
No. 1723 1/2	T Side Section,	1 3/8" deep,	1.10 lbs. per foot
No. 1724 1/2	T Side Section,	1 9-16" deep,	1.45 lbs. per foot



## SKYLIGHT BARS.

No. 1890—1 9-16" deep x 1 3-16" wide, 1.84 lbs. per foot  
 No. 1891—2" deep x 1 9-16" wide, 2.60 lbs. per foot  
 No. 1898—1 9-16" deep x 3/4" wide, 1.38 lbs. per foot  
 No. 1899—2" deep x 7/8" wide, 1.95 lbs. per foot.



No. 1582  
0.91 kg/m



## BOX CHANNELS.

No. 1582	— 7/8 x 7/8 x 1-16"	.60 lbs per foot
No. 1585	— 1 x 1 x 1-10"	.93 lbs. per foot
No. 1600	— 1 1/4 x 1 1/4 x 1/8"	1.35 lbs. per foot
No. 1604	— 1 1/2 x 1 1/2 x 1/8"	1.70 lbs. per foot
No. 1608	— 2 x 2 x 5-32"	2.75 lbs. per foot

ORNAMENTAL BARS, SAFETY TREADS, ETC., ALL IN 18 FT. LENGTHS

Our stock includes 300 tons and over 200 different designs of ornamental steel bars. Inquiries solicited for special structural shapes. Catalogues and prices on application.

# STEFFENS & NOLLE, LIMITED

Exclusive Agents for L. MANNSTAEDT & CIE.

77 Beardmore Building,

MONTREAL, QUE.



# Haulage And Hoisting Ropes



Derrick and Dredge Ropes  
Ropes for House Moving  
Saw Carriage Ropes  
Smoke Stack Stays

Standard or Lang's Lay  
Wire Rope Fittings  
Wire Rope Grease

**The B. Greening Wire  
Company, Limited**

Hamilton, Ont.

Montreal, Que.

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

**THE MORRIS & BAILEY STEEL CO.**  
**PITTSBURG, PA.**

Manufacturers of

**COLD ROLLED STRIP STEEL**

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

## Do You Make Enough Profit Selling Cross-Cut Saws?



No. 222—Lance tooth, One Man Saw.



No. 325—Lance tooth, Falling Saw.



No. 22—Lance tooth, Bucking Saw.

## SIMONDS CRESCENT GROUND SAWS

Granted that you have a good saw to sell, profit is then a matter of **volume of business**. In the case of cross-cut saws the greatest volume of sales and consequently the largest amount of profit is made by the Dealers handling the **Simonds Crescent Ground Saws**. Every saw is guaranteed. Woodsmen know the saw, they know that they can do a bigger and better day's work and make more wages when they use these saws. We make them in all necessary styles and

sizes, both one and two-man saws. Factory in Montreal. **Place orders now** with your jobber, so that he may arrange to deliver to you the Crescent Ground Saws at just the time you need them. There is such a universal demand for these saws that those who place orders early for at least a part of their requirements are sure to be ready to make sales when the trade opens up. Write for catalog if you haven't already a copy of the Simonds book.

## SIMONDS CANADA SAW CO., Limited

VANCOUVER, B.C.

MONTREAL, QUE.

ST. JOHN, N.B.

In the United States—Simonds Mfg. Co.



# Spear & Jackson

LIMITED

"The Name's  
The  
Guaranatee

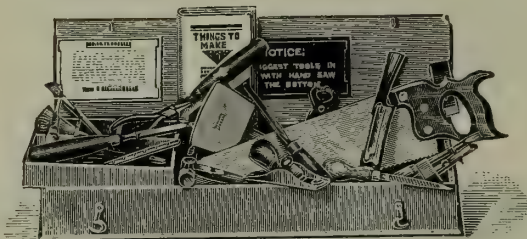


MERMAID  
Trade Mark

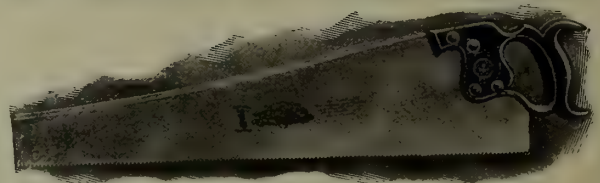
SAWS, FILES AND  
EDGED TOOLS

The Quality Essential To  
Business Builders

A SPLENDID PROFIT AWAITS YOU



No. 5A Containing 22 Tools



No. 171A Secret Process, Vanadium Steel

SEND A TRIAL ORDER  
THROUGH YOUR JOBBER

**Spear & Jackson, Ltd.**  
SHEFFIELD, England

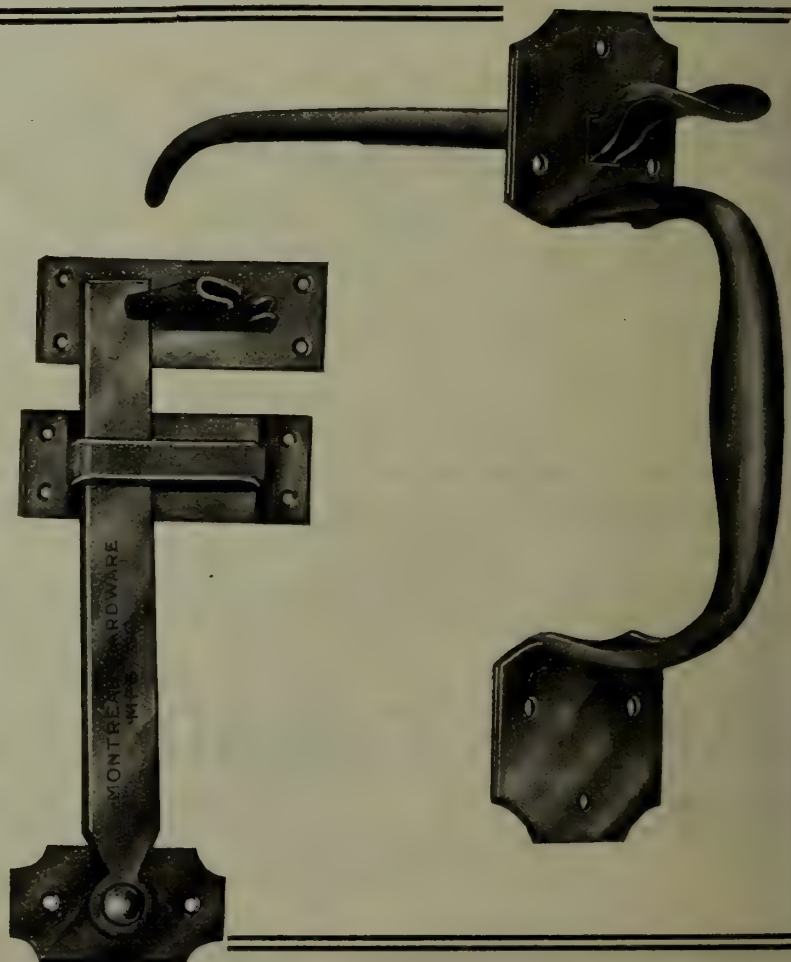
FRANK H. SCOTT, Agent for Canada  
CORISTINE BUILDING, MONTREAL

## All Steel Door Latches

Like the rest of our goods, these are well finished and made of best materials.

These will please your trade. Place a trial order with us. You will appreciate that our goods are better values than most. We always deliver on time.

**Montreal  
Hardware Mfg.  
Co., Limited**  
Montreal



# Buy Plymouth Rope

Reproduced from Cordage Trade Journal, January 16, 1913,  
by permission of the publishers.

be maintained. It behooves the buyer of first-grade Manila Cordage to be careful of whom he purchases at this time, and to closely watch the quality of the Rope that is being delivered to him. With Manila Fibre selling at such high prices as now rule, there is great temptation to substitute other Fibres for Manila in Rope which is sold as pure Manila Rope, and some Rope which has been tested within the past few weeks has shown that such an adulterant as African Sisal has been used in Rope for which an extra price above the basis for No. 1 grade has been demanded and paid. If the consumer insists upon buying Manila Rope to-day at the low price and will not pay a fair price to an honorable merchant, he will undoubtedly receive all his money will pay for, but the quality of the Rope will be decidedly inferior and the Rope itself will be a menace to life and property Oil Well Cable business

It would be hard to find a stronger argument for the present purchase of Plymouth Manila Rope than the sentiments expressed above.

Our strongest claim for Plymouth Rope has always been that it is pure and honest—therefore strong and enduring.

Millions of satisfied users can testify to Plymouth's worth; thousands of dealers know its hold on their customers.

The feeling of these dealers is well reflected in the words of one of them, "We always specify Plymouth Best Grade or not any."

*You* can be sure of best grade if *you* specify *Plymouth*—we make no "seconds." Order now through your jobber or write for name of our nearest distributor and for a copy of "Plymouth Products."

## Independent Cordage Co., Limited

Canadian Sales Agents

### 55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

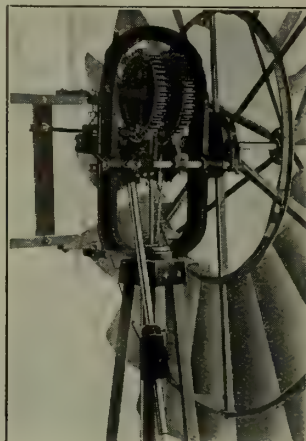




## WINDMILLS and PUMPS That Will Build Your Business

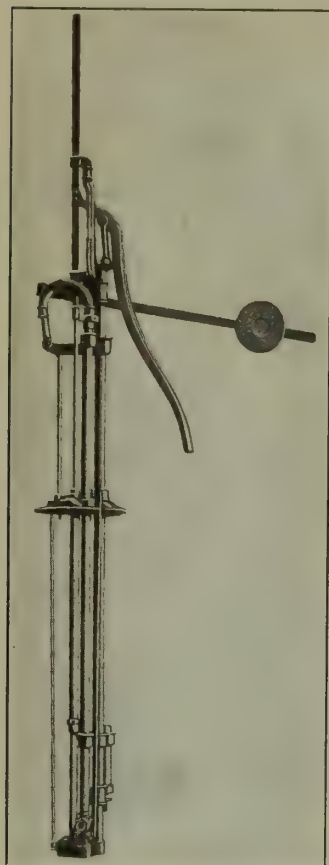
There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



# Henry Rogers, Sons & Co., Ltd.

WOLVERHAMPTON, SHEFFIELD and LIVERPOOL

The Old Established House  
for

HEAVY AND  
SHELF HARDWARE

Canadian Branch:

6 St. Sacrament St., Montreal



**HRS & CO**

Trade Mark

# METALS



# Galvanized Cornices

## Skylights

## Ventilators

## Curved Eavetrough

### Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

## THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

# PINK'S LUMBERING TOOLS



The Standard  
Tools in every  
province of the  
Dominion, New Zealand,  
Australia, etc.

Send for Catalogue  
and Price List.

We manufac-  
ture all kinds of  
lumber tools.  
Light and Durable.

Long Distance Phone  
No. 87

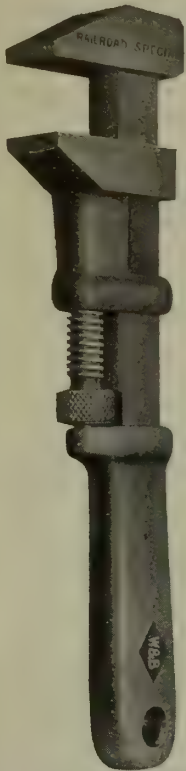
MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

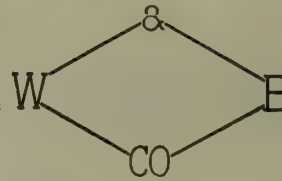
**The Thos. Pink Company, Ltd.,** <sup>Manufacturers</sup> <sub>of</sub> **Lumber Tools**  
PEMBROKE, ONT.



# No Nut Can Get The Best Of A "W & B" Wrench



Tools of Quality  
Bear These Marks



Every time a nut gets the best of your wrench think of the "W & B Diamond" Trade Marked Wrenches—the wrenches with all parts guaranteed to stand the strain.

A manufacturing organization of 59 years' experience produce the largest Wrench Assortment in the world, and each wrench is guaranteed to be free from defective material and workmanship.

The subtle imitations of "W & B" Wrenches get no further than appearances. You will save time and avoid the expense of replacing tools by insisting on "W & B Diamond" Trade Marked Wrenches.

There's no reason for accepting a substitute because "W & B" wrenches are sold in every quarter of the globe by all dealers. Go to your nearest jobber and select the "W & B" wrench for your need. Write for Catalog No. 82-G.

## The Whitman & Barnes Mfg. Co.

Established 1854

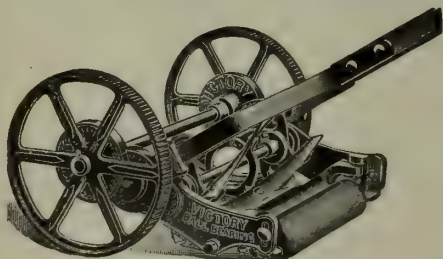
OFFICE AND FACTORY, - ST. CATHARINES, ONT.  
STOCKS CARRIED AT WINNIPEG AND MONTREAL



### Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

Pilliod Lumber Company  
Swanton, Ohio, U.S.A.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

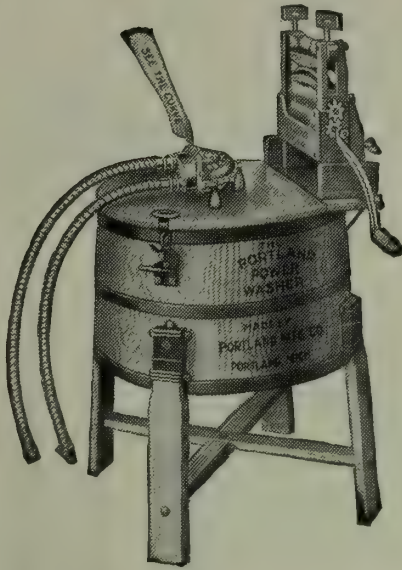
Write for Catalog.

S. P. Townsend & Co.  
ORANGE, N. J.





## FROM STOCK



Only 20 lbs. Pressure Required

## The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

## HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

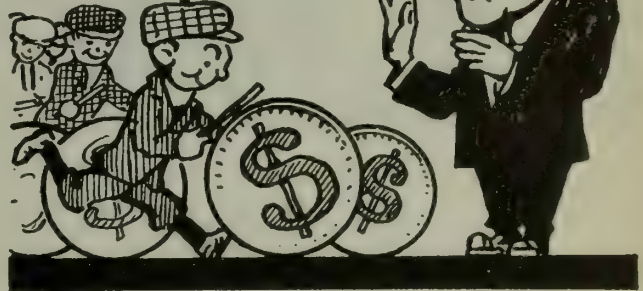
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

## Bringing Them Rolling to You



There's many a boy who can't afford to pay a high price for a rifle, but he will save up his money for the handsome Hamilton No. 27.

That's why you need a stock of Hamiltons—they fill just that niche between the toy gun and the high-priced hunting rifle.

The boy wants it just as soon as he sees it displayed in your window.

## HAMILTON 22 CALIBER RIFLES

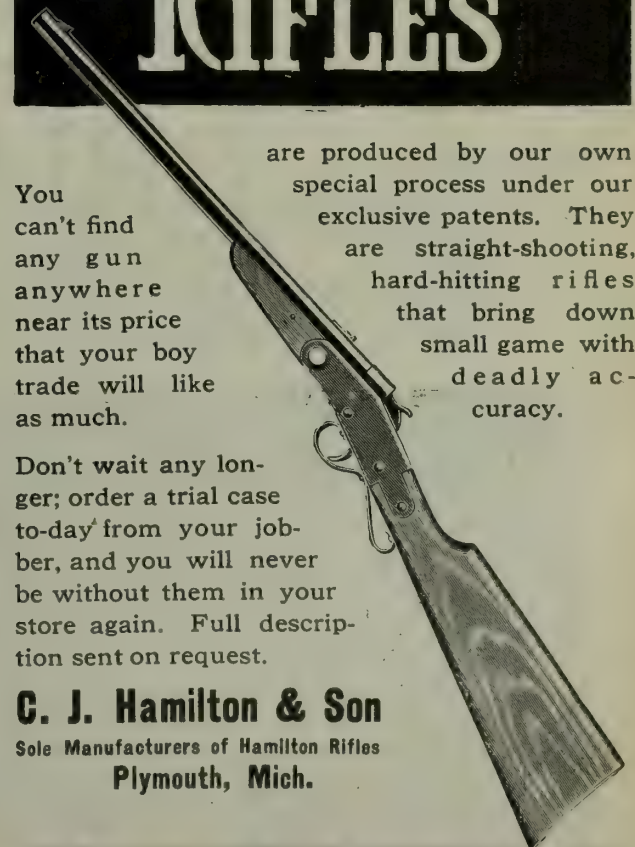
You can't find any gun anywhere near its price that your boy trade will like as much.

are produced by our own special process under our exclusive patents. They are straight-shooting, hard-hitting rifles that bring down small game with deadly accuracy.

Don't wait any longer; order a trial case to-day from your jobber, and you will never be without them in your store again. Full description sent on request.

## C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.





# The Stewart Ball-Bearing CLIPPING MACHINE Sells Quickly



This machine is constructed on the only correct principle, which has been clearly proved by the firms who have tried to imitate it.

## Nothing but the Best is Imitated

There are horse owners in every vicinity who need a "Stewart" clipping machine. By keeping their horses clipped, they add much to their value, both when it comes to sell and for actual service. We supply the dealer with matter to circulate among these owners, pointing out the advantages as mentioned above. This advertising matter will bring you many inquiries—then it is so easy to effect a sale.

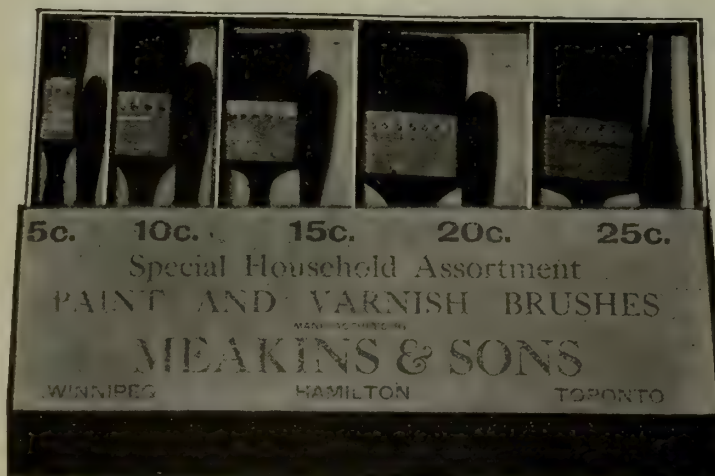
Your jobber carries Stewart Machines. Write us for particulars.

**CHICAGO FLEXIBLE SHAFT CO.**  
250 ONTARIO STREET, CHICAGO



# Paint and Varnish BRUSHES That are Profitable

The Good Quality Combined With Low Price  
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

## Meakins & Sons

Limited

Hamilton, - - Ontario



# CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,  
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

## Foot, Gap, Squaring and Slitting Shears

**For Slitting or Trimming Sheet Metal  
Any Length Not Exceeding  
16 Gauge in Thickness**

The Assurance of  
Good Work and a  
Saving of Time.

We make them with two depths of gap,  
viz.: 15 and 18 inch. The 15-inch will  
slit the centre of a 30-in. sheet, and the  
18-in. a 36-in. sheet.

Drop leaf tables are furnished on each  
end of bed for supporting long sheets.  
The hold-down, operated by a hand lever,  
is adjustable for various thicknesses of  
metal.

The knives are ground perfectly true  
and require no packing.

**The  
BROWN-BOGGS CO., Limited**  
HAMILTON, ONTARIO, CAN.

Tinsmiths' and Sheet Metal Workers' Tools,  
Presses Dyes.



# MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



**MAGNOLIA METAL CO.**

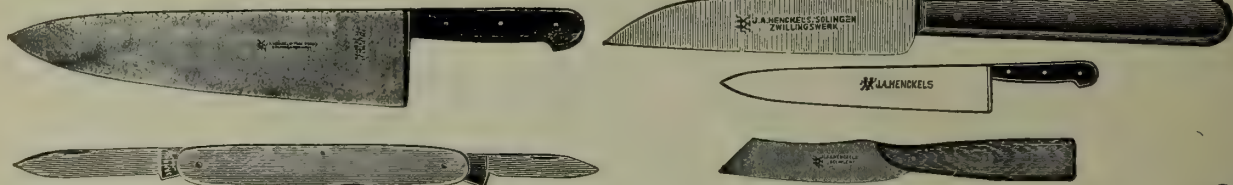
Office and Factory 225 Ambroise Street Montreal



J. A. HENCKELS

## Twinworks Cutlery

Henckels Twinworks Cutlery is in demand where quality and durability are desired—none genuine without the trademark



Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal



## Stanley Tools

### STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.



No. 95—6 in. long,  $\frac{7}{8}$  in. cutter. Weight  $1\frac{1}{4}$  pounds. List, each \$1.15.



**Stanley**  
Rule & Level Co.  
NEW BRITAIN, CONN. U.S.A.



## CORRUGATED IRON ROOFING AND SIDING



Conductor Pipe, Elbows, Eave-trough; Valley Ridge Roll, Skylights, and Ventilators.

We ship while others are thinking about it.

**Wheeler & Bain**  
TORONTO







There's A Very Large Field  
For

## METAL CEILINGS

Every Store in Your Town  
That Does Not Have One  
Is a Good Prospect

Be A Preston Agent  
And Make Big Money



One of the Illustrations in Ceiling Catalog.

Some Hardware dealers made from \$300 to \$1,000 in commissions last year by selling from "Preston" catalog.

All they did was to get the names of parties whom they thought would buy our products and send them to us. Upon receipt of letter or card we sent out an expert salesman to close the sale. The salesman's services were **absolutely free**.

On every sale that we effected through the dealer's co-operation we paid him a **large commission**.

The same big money-making proposition is waiting for **YOU** now. Seize this opportunity to enlarge your income.

**Remember**, we do most of the work, but you get all the commissions.

A trial will convince you. **Write to-day.**



View of our Main Factory, Preston, Canada.

## The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog on  
"Better Buildings," also agency  
proposition.  
.....  
Sign name here.







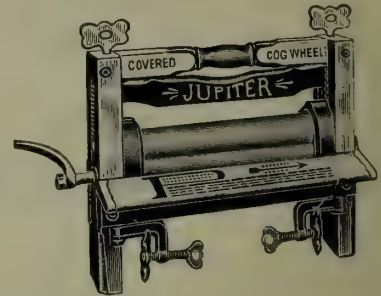
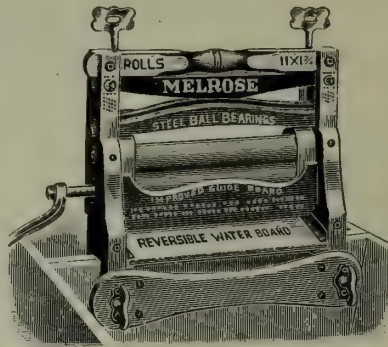
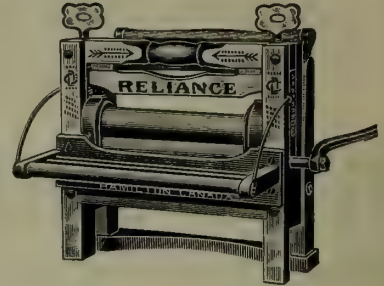
# High Grade Clothes Wringers



The Best Ever and the Best Now

Fitted with Live Rubber Rolls, Most Durable and Highly Elastic. Anti-Chemical Rolls are not affected by acids or Washing Compounds.

We make wringers in many designs and Various Grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own Roof from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.



Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire.

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son.

Montreal  
Winnipeg

## A New Sickle Grinder

Rapid—Accurate—Durable.

The design, construction, and finish of this New Sickle Grinder is in keeping with the high quality that was established and has been maintained on all tools of our manufacture for over twenty years.

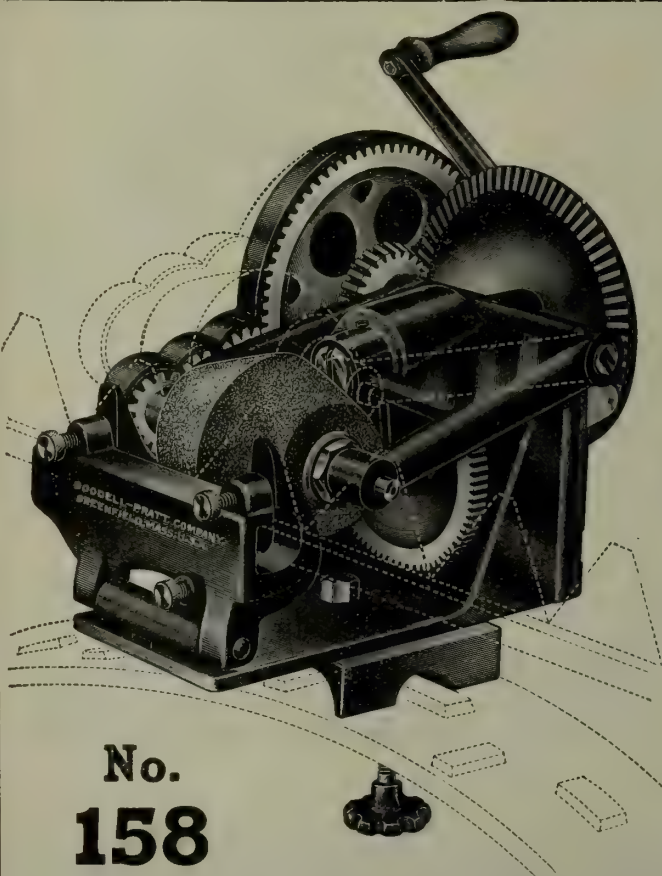
Cut Gears, Oscillating Motion, Gears Guarded, Steel Spindle, Reamed Bearings, the highest grade Alundun Wheel of a grade and grit suitable for best results, are only a few of the many unique features which should commend it favorably to your customers.

May we supply details and quote you interesting prices?

### Goodell-Pratt Company

*Toolsmiths*

Greenfield, Mass., U.S.A.



No.  
**158**

## Selling Qualities Unmatched

If you have a modern trade, demanding modern goods, **give them modern lamps.** It is no more reasonable to expect your people to buy the lamps of by-gone days than to buy clothing ten years out of style.

### Pilabrasgo Lamps

—are the only lamps in the country that are kept strictly abreast of the times. Efficient, beautiful and economical; smokeless, odorless and safe—they possess sales qualities par excellence. They **deserve** their popularity.

Are you profiting from this popularity?

Or are you selling the old kind?

Write us for photographs.

**The Pittsburgh Lamp, Brass & Glass Co.  
of Canada, Limited**

119 Wortley Road,  
London, Ont.



**R. E. Davis,  
Representative**







## No Fear Of Breaks In Great West Woven Fencing

You can recommend this line with thorough confidence.

It is manufactured from the heaviest and best hard drawn spring steel wire, heavily galvanized and guaranteed to be full gauge.

Your customers can save in posts owing to this strength.

Manufactured By

**The Great West Wire Fence Co., Ltd.,**  
WINNIPEG      --      --      MANITOBA

AGENTS:

Race, Hunt & Giddy, Edmonton, Alta.  
Reynolds & Jackson, Calgary, Alta.  
Plasterers & Builders, Ltd., Saskatoon, Sask.

## The *SECURITY* ALL STEEL BARN DOOR LATCH

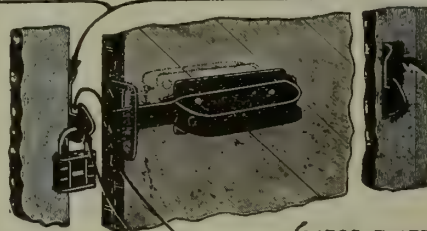
THIS LIP CAUSES THE LATCH TO BE THROWN DOWN INTO THE RECESS OF THE STRIKE PLATE SO THAT THE DOOR WILL NOT REBOUND OPEN WHEN SLAMMED

**NOT A SPRING  
IN ITS  
CONSTRUCTION**

Distributors—

**HENDERSON &  
RICHARDSON**

Board of Trade Bldg.  
Montreal



WHEN DOOR IS THROWN WIDE OPEN, THIS HOLDS IT OPEN AND PREVENTS SWINGING IN THE WIND

THESE PLATES CANNOT BE REMOVED WITH A SCREW DRIVER WHEN DOOR IS LOCKED BECAUSE THEY ARE ON THE EDGE OF DOOR — WHEN THE DOOR IS LOCKED WITH A SECURITY LATCH, IT IS LOCKED

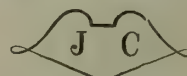
**PECK-HAMRE MANUFG. CO., BERLIN, WIS.**

Steel Rules, Gauges,  
Etc.

## CHESTERMAN'S MEASURING TAPES

Linen and  
Steel

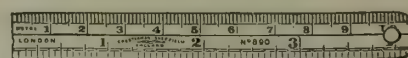
TRADE



MARKS

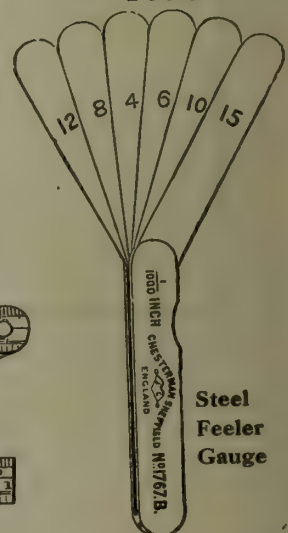


TREBLE



Steel Pocket Rule

Engineers' Small  
Tools



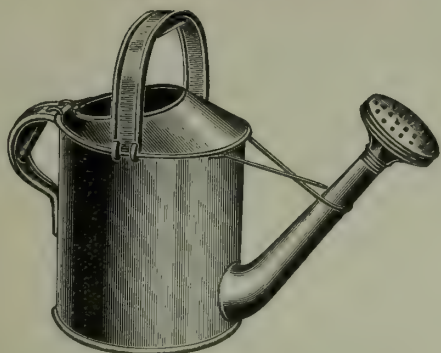
Steel  
Feeler  
Gauge



For Prices, Catalogues, etc., apply to

**F. H. SCOTT, 133 Coristine Bldg., Montreal**

## GARDENERS' and FLORISTS' SUPPLIES



### —WATERING CANS—

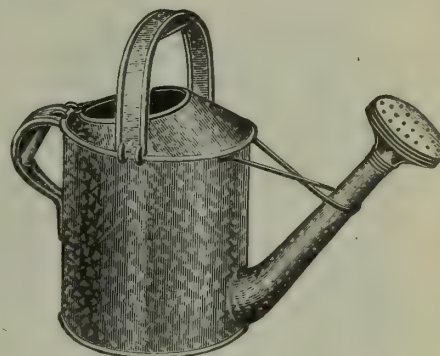
Plain Tin,  
Japanned,  
Galvanized.

1, 2, 3, 6, 10, 14 and 16 quarts.  
With Zinc Roses, finely perforated,  
which are attached to the spout by  
a screw thread, so they cannot acci-  
dentally drop off.

### —HAND SPRAYERS—

Three Styles.

Also Garden Trowels, Toy Garden  
Sets, consisting of Rake, Spade and  
Hoe, Sand Pails, Sand Shovels, etc.



Send for copy of our Summer Goods  
Catalog.

**E. T. WRIGHT CO., Limited, HAMILTON, CANADA**

(Don't forget that we make Fly Swats and Fly Traps. The fly-swatting season begins right now.)

## CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,  
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

### OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4  
in., is thoroughly inspected and tested to  
600 lbs. pressure, and every length is  
branded with our trade mark.

### Also NIPPLES

Black and Galvanized  
All Sizes.



**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,**

Works :  
Lachine Canal



## The HATCHET That Does Not Lose Its Head

Use it as you will. Leave it in the rain; let it dry  
out in the sun, the handle will not shrink or  
break. The head can not fly off. Handle will  
pull over 300 pounds. Blades are tempered.  
These facts mean 50 per cent. more service for  
your customer when you sell the Bur-Nor.

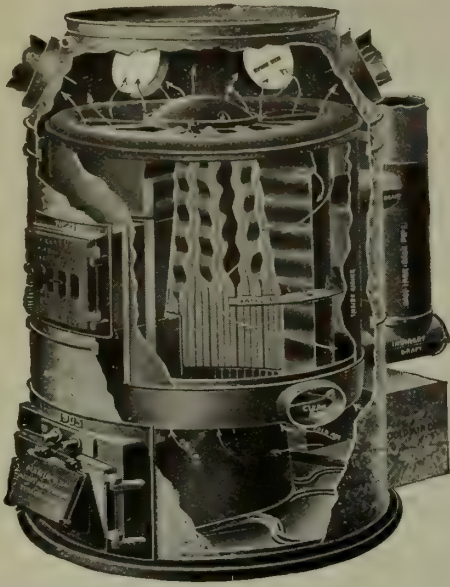
Write for catalogue and prices to-day.

**Burgess-Norton Mfg. Co.**  
GENEVA, ILL., U. S. A.





# The Kelsey Dealer Proposition



**Send for it to-day it will show you how the Kelsey Dealership increases your business and profits.**

The Kelsey Warm Air Generator has a special construction—no air heater compares with it in heating capacity and economy of fuel and maintenance.

The Kelsey Generator has been for twenty-five years the acknowledged standard for warm air heaters. The sale is constantly increasing.

Kelsey Generators are adapted for use in large or small residences, schools, churches, etc.

The dealer who controls the sale of Kelsey Generators has a wonderful advantage over his competitors.

The Kelsey Engineering Department is at the service of all Kelsey dealers. Information applying to gravity and fan systems will be furnished upon request.

Kelsey Generators are sold direct to the Trade. All inquiries from prospective purchasers are referred to the nearby dealer which assists in getting the biggest and best contracts.

YOU should have our dealer proposition.

Fill out application coupon printed below and send to us to-day.

## DEALER APPLICATION.

Jas. Smart Mfg. Co., Brockville, Ont.

Please send Dealer Proposition as advertised in Hardware and Metal.

Name .....

Address.....

THE

**Jas. Smart Mfg. Company, Ltd.**

Winnipeg, Man.

Brockville, Ont.

# "Standard" Wickless Blue Flame Oil Stoves



An inexpensive stove of high efficiency and economical operation.

The Burner is simple to operate and produces a smokeless "blue flame" of intense heat.

The Standard Wickless solves the problem of Economical cooking in all country homes and suburban residences where gas for fuel cannot be obtained, giving the user every

advantage, convenience and comfort which the use of gas stoves and other modern appliances afford.

Stocked in three sizes. One, Two and Three Burners.

We can also supply

Ovens with or without Glass Fronts, for use with these stoves.

Order Early to Ensure Prompt Delivery.

Catalog showing full line mailed on application.

**The Thos. Davidson Mfg., Co., Limited**

MONTREAL

WINNIPEG

TORONTO

# GARDEN TOOLS

## of EVERY DESCRIPTION



Spading  
Forks  
4 Tine, D  
or Long  
Handle



No. M533 Stamped Steel  
Garden Trowel, 6" Blade



No. 5174 Dandelion or  
Transplanting Trowel



### Garden Rakes

Straight or Concave  
Teeth, Steel or Mal-  
leable Iron, 10, 12,  
14 or 16 Teeth.



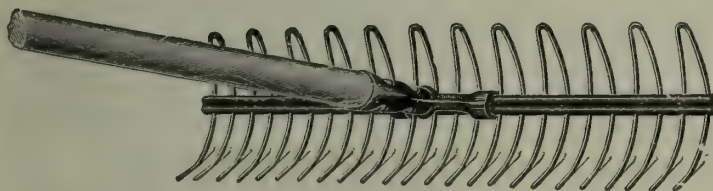
Full line Children's  
Garden Sets

### WEEDING HOES

4 1/2 inch Steel Blade, Steel Prongs  
Tempered, Solid Shank.



Gibbs, Steel Wire Teeth, all Metal Head,  
Malleable Iron Socket, all Galvanized.  
Sizes 20 and 24 Teeth.

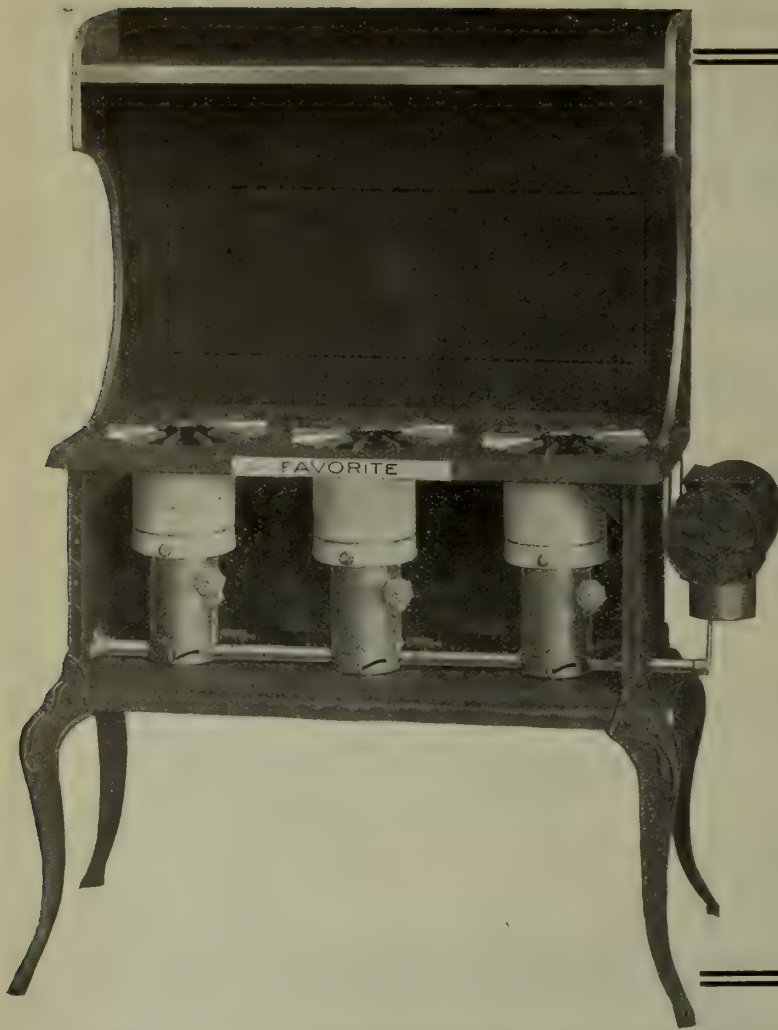


Dunn's Patent Blued Steel Concave Blade  
Lawn Rakes, with Sharpened Teeth, and  
Double Shank. Width 16 inch.

"Ole Olson" Malleable Iron  
Socket, 26 Hickory Teeth,  
24" Hickory Bar Head.

**Caverhill, Learmont & Co.**  
**MONTREAL**





## "FAVORITE" OIL STOVES

BLUE FLAME, WICK AND  
WICKLESS

The Cabinet Shelf is a valuable feature for assuring warm dinners, and helps your Oil Stove sales.

This Stove is a miser for oil economy, and the improved Steel Chimney with Lift Lever eliminates all odors.

Glass Tanks insure an even feed, and no burning of wicks.

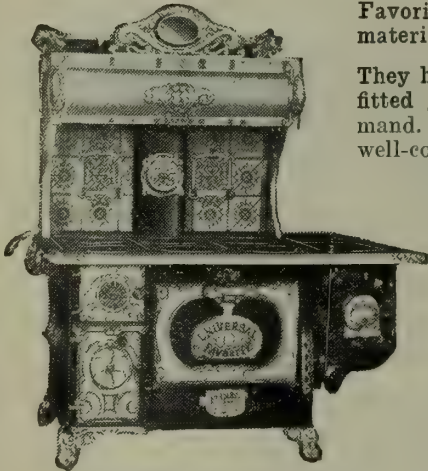
This Seasonable Line should be on your Store Floor.

Write for Illustrated Catalogue.

**FINDLAY BROS CO., Ltd.**

260 Princess St., WINNIPEG

**We Have A Range At A Price Which  
Every Customer Can Afford**



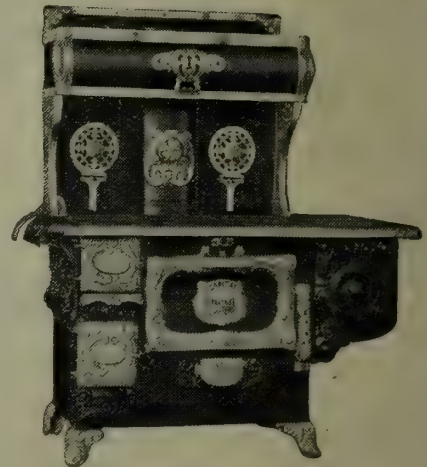
UNIVERSAL FAVORITE  
18 and 20-inch Ovens

Favorite Stoves and Ranges embody the best materials and the work of experts.

They have smooth castings and tight and well fitted joints—this accounts for the large demand. We know that your customers like a well-constructed and well-finished stove or range. Many dealers trace the large sales of our products down to these points.

Findlay's Favorite Stoves and Ranges give a service that satisfies every use. Every one sold will result in other sales. They are business builders. Those who want a cheap stove can get a good value in the Gleamer, which is a Four-Hole Steel Cook, fitted with Flat or Duplex Grates.

Write for illustrated Catalogue.



CAPITAL FAVORITE  
16, 18 and 20-inch Ovens



GLEAMER—14 and 16-inch Ovens

**Findlay Bros. Co., Limited**

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta; Revillon Wholesale Limited, Edmonton.

D. V. Cope & Co., Calgary Distributing Agents Geo. D. Horsman, Vancouver





# "OTHELLO" TREASURE

THE WONDER WORKER

**The Latest Production in  
Cast Iron Ranges**

In our Guessing Contest we have much pleasure in announcing that Mr. Harry Lewis, clerk for Mr. J. P. Bush, of Erin, Ont., won the Othello Treasure Range, his guess being 2,000 biscuits, the correct number baked being 2,020 biscuits with one Firepot (30 lbs.) of Coal.

We received hundreds of guesses ranging all the way from 36 to 77,000 biscuits.

The biscuits were carefully counted and answers recorded and checked by W. W. Robinson, Vice-President and S. D. Robinson, Manager of the Company.

Let us send you a sample of this beautiful Range. Electrotypes, etc., on application.

**The D. MOORE COMPANY,  
LIMITED**

**HAMILTON, CANADA**

AGENCIES—Winnipeg—Merriok Anderson Co.  
Vancouver—John Burns



# "Quick Meal"

Blue Flame Wick Oil Stove

...THE...

**ORIGINAL OIL STOVE**

WITH A

**GLASS FOUNT**

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are 17½ x 25 and 17½ x 33 of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA



## Turn Labor and Worry Into Pleasure

YOUR BOOKKEEPING and BAD ACCOUNTS  
WILL BE ELIMINATED IF YOU USE THE

## McCaskey Account System



**Double Register with Electric Recorder  
and Cash Till**

Instead of spending evenings trying to straighten your books and worrying over your accounts, you can spend the evenings at home with your family and friends.

At the same time that you give your customers an itemized bill, you make a duplicate which is kept in the register. You can always tell at a glance how the different accounts stand, and thus prevent many customers from "running up" practically unpayable bills.

Each itemized bill that you give your customers contains the amount of previous balances brought forward and acts as a reminder to customers to "pay up." By this system many dealers have collected, what they considered, hopeless accounts.

The McCaskey Register also prevents forgetting to charge, mistakes, disputes, etc.

Over 80,000 in use. Let us get you in touch with some users so that you can get their verdict as to the value of the McCaskey Account Register.

WRITE TO-DAY

**Dominion Register Co., Limited**

96 Ontario Street, Toronto, Canada  
(Trafford Park, Manchester, Eng.)

## McClary's Nestable Garbage Pails



McClary Garbage Pails are made of heavy sheet steel, thickly galvanized. They last too long for you to take repeat orders into consideration, but they sell on sight and on recommendation.

They appeal to your customer because of their evident strength, because they are odorless and rust-proof, and on account of the convenience of the cover-locking device.

Being nestable they are economically stored and lower the freight rate.

They are seasonable goods. Order now.

## McClary's

London

St. John Montreal Toronto Hamilton Winnipeg  
Calgary Vancouver Saskatoon Edmonton

*McClary's is a Quality Name*

# McClary's

## 1913

# GAS RANGES

Take advantage of the McClary name, of McClary advertising, and of the fact that McClary products have earned the QUALITY reputation. McClary Gas Ranges for 1913, should be on your floors. They mean

### QUICK SALES



Hammered Steel  
Doors

Neat Nickelled  
Trimmings

Economical  
Burners

Aluminized  
Ovens

Removable  
Linings

Reliable Valves

Style C.

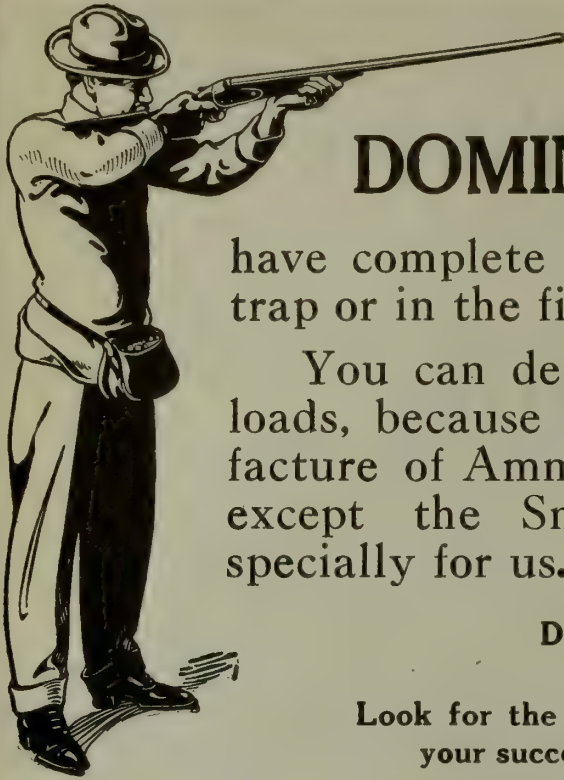
McClary's Style C is the choice of the average customer. It is the utility range with low oven and broiler. The hard-baked black enamel finish is easily kept clean. The range strikes the most casual observer as being strong, well finished, compact and convenient. It bristles with selling points.

LONDON  
TORONTO  
MONTREAL  
WINNIPEG  
VANCOUVER

# McClary's

HAMILTON  
CALGARY  
ST. JOHN, N.B.  
SASKATOON  
EDMONTON





Shooters who use

## DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion  
Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures  
your success. Every box is absolutely guaranteed.

**DOMINION CARTRIDGE CO., Limited**

MONTREAL - CANADA

# BLASTER'S FRIEND

(A Non-Freezing Substitute for  
Nitro-glycerine Dynamite)

handled, stored and used with much greater safety than can nitro-glycerine dynamite.

**Blaster's Friend** is put up in cartridge form, in various sizes and in various grades, such as 40, 50 and 60 per cent., and is packed 50 pounds net to a case. It can be stored in any dry, ventilated building indefinitely without deteriorating in any way. It can be exploded by use of fuse with No. 6 Blasting Caps or with Double-strength Electric Exploders, and to develop its full power (as well as that of any other high explosive) nothing under that strength cap or exploder should be used.

The fact that **Blaster's Friend** is used by the Dominion Government, large mining and quarrying concerns and many railroad contractors, is ample proof of its safety, power, reliability and economy.

Write for catalog of Explosives and Accessories.

**DOMINION EXPLOSIVES, LIMITED,**  
OTTAWA, CANADA

## Saves Much Time And Money

It is invaluable to the farmer for stumping and breaking up land; excavating of every kind, draining swamps; felling trees; planting fruit trees; ditching; log-splitting, etc.

It contains no nitro-glycerine—hence will not freeze—this eliminates all the danger and expense incident to thawing explosives.

**Blaster's Friend** produces no noxious smoke or fumes when exploded, consequently does not cause headaches.

**Blaster's Friend** is less sensitive to shocks, friction and jars, hence can be



# Developing Demand for Builders' Hardware

Conditions Now Favor the Sale of High-Class Goods and Hardwaremen Should Make Every Effort to Impress on Customers the Advantages of Quality Goods  
—An Instance Where Dealer Adopted Opposite Policy With Disastrous Results

*The proper handling of the builders' hardware department is one of the most important problems facing the retail hardwareman. In the matter of builders' hardware, a new era may be said to have dawned. People are beginning to see that it pays them to install only the best grades, not only from the standpoint of appearance and utility, but from the more convincing standpoint of economy. An article which wears the longest is the cheapest and there is no shadow of a doubt that good builders' hardware will outlast cheaper stuff out of all proportion to the difference in the initial cost.*

*But have the dealers as a whole awakened to the advisability of pushing the best grades? The accompanying article is the first of a series dealing with this important problem.—Editor.*

Great strides have been made during the past few years in the development of the builder's hardware line in Canada, the wonderful growth of the country has created a heavy demand for various lines of builder's hardware, and factories turning out this class of merchandise are always taxed to their utmost capacity. One of the most pleasing features in connection with this rapidly developing business is the increased demand for high grade hardware. Especially gratifying is the fact that hardware merchants in the small towns and cities are getting away from the idea that every builder is looking for cheap hardware.

A few years ago you could go into almost any town or small city and find the merchant carrying a stock of inside and front door sets which were in the majority of cases equipped with steel or cast iron, escutcheons and knobs, and plated in various finishes. The locks supplied with these sets were usually very cheap and were made with cast iron bolts. Some dealers still find it necessary to carry some of these lines, but we find that a large number of dealers are trying to discourage the sale of the cheap goods and are pushing the sale of sets, the knobs and escutcheons of which are made of wrought or cast bronze or brass. They are also advocating the use of high grade locks and are trying to show builders the economy of purchasing high grade hardware.

There still remains a large amount of missionary work to be done by the retailer. It has been the experience of men who have been associated with the builder's hardware line for a long term, that there are many private individuals who will build a very fine residence, who will supply the very best of interior finishes but, when it comes down to purchasing the finishing hardware, they immediately begin to try and find out how cheap it can be done. They forget that even if they purchase high grade hardware, the expense of the hardware is exceedingly small, compared with the

majority of other expense items connected with the buildings. These are the people who need to be shown the economy of good hardware.

There is no other line of goods carried in a hardware store that affords the dealer such a large scope for comparison. He can demonstrate the working of the locks in the store; he can point out the difference in value by showing the customer the various classes of goods. There are many points in connection with locks, etc., that are visible to the most inexperienced, providing the merchant draws their attention to these points and explains their advantages. It is a grave error for a hardware dealer to sell a man a bill of cheap builder's hardware without explaining the results the customer will obtain by using that hardware and also the much more satisfactory results he would obtain providing he expended a larger amount of money and purchased better quality goods.

To illustrate this point, reference can be made to an instance that occurred a short time ago. A resident in a small town built a dwelling for his own use, according to the contract he was to supply the builder's hardware and he proceeded to the local hardware dealer. This man had no knowledge of the qualities of hardware and left the matter in the hands of the local dealer. The price the dealer quoted seemed reasonable and he was told to send up the goods. After the customer had been living in the house for about a year he found that the knobs and escutcheons of all the sets that had been exposed to the weather were spotted with rust and presented a very bad appearance. He tried to polish them, but he found that he could not improve them to any great extent. He was at a loss to know what the trouble was and proceeded to make enquiries. He found out that he had purchased lock sets with steel knobs and escutcheons.

On approaching the dealer he was told that they could get sets that would

not rust, but they did not carry them in stock and that they had sold the other kind for a long time and had very few complaints. The customer was very much displeased at the merchant for not having told him of the difference at the time he made the purchase. The result was that the customer had to buy new lock sets for his outside doors, and he made the purchase at a store in a neighboring city.

This was a customer who would willingly have paid the difference in price had the merchant explained that he could have gotten non-rusting goods at a reasonable advance in cost. The trouble with a large number of retailers is the fact that they are afraid to push the sale of quality goods for fear of the customer thinking that their prices are high. This is absolutely correct, providing the dealer has no facts to back up his argument, but the dealer who has the goods and knows enough about them to show the customer why they are worth more money is the one who is going to have satisfied customers. This rule applies not only to lock sets, but to all other classes of builder's hardware.



## CANADIAN ROGERS CO. BUY TORONTO SILVER PLATE CO.

The Canadian Rogers Company, Limited, have purchased the business and all the assets of the Toronto Silver Plate Company, Limited, Toronto. It is the intention to conduct the business of the Toronto Silver Plate Company for the present, under its present name and organization.

Canadian Rogers Company, Limited, will shortly begin to manufacture the Wm. A. Rogers, Limited lines of silverware and cutlery in Canada. The well known "Horse-Shoe" and "1881" brands of Wm. A. Rogers, Limited, have been sold throughout Canada for many years.



# Pointers in Trimming "Stocky" Window

**Price Cards Are Absolutely Essential in Arranging a Display Containing a Large Assortment—Goods of Kindred Nature Should be Grouped Together and Not Scattered—Do Not Overcrowd.**

One of the commonest types of window displays is that which contains a large variety of small articles—the "stocky" window as the display men term it. Of all classes of windows, this probably brings the most direct and noticeable results. If well arranged, a "stocky" window will sell a large amount of goods during the time that it is in the window and for a time following.

This class of window is not necessarily the most effective, however. Windows which contain a few articles only, with a more elaborate setting, will often prove infinitely more resultful than the most "drawing" of stocky displays. For instance, the showing of a coal range will sometimes result in sales of half a dozen to a dozen stoves. Such a result quite discounts the showings which trims of small ware could possibly make.

The stocky window is the style most commonly seen in hardware stores. This is quite natural in view of the stock carried. The window trimmer has at his disposal a most unusually large variety

of goods, of a most diversified nature; a large majority of the featurable lines are small in bulk. Quite naturally, therefore, the trimmer arranges displays, for the most part, which contain a large variety of articles.

A few pointers as to the arrangement of stocky displays will be in order. One of the first essentials is the use of price tickets. In the opinion of the writer a display which is made up of a large variety of articles, but contains no price marks whatever is more likely to kindle a feeling of aggravation in the onlooker than a desire to buy. Scanning a large variety of articles without getting any definite hint as to the price, does not often bring a person to the point of desiring to buy.

The price cards should show the price clearly. All that is necessary in most cases is a plain card with the figure marked in bold lettering. The accompanying illustration shows an extremely creditable display of the stocky variety. Note the good use made of price cards.

Another point which must be closely watched is to get a proper classification and arrangement of articles. Often in looking over a cutlery window, you will find some knives of one kind in one corner, a few more of the same kind in an opposite corner and still more tacked up on the background. All articles of the same kind or of kindred nature should be kept as much together as possible. Scattering them takes away the appearance of offering a good selection.

Avoid overcrowding. With a great many window trimmers, their chief fault is that they try to show too many lines and consequently turn their trims into jumbled assortments of heterogeneous lines. Closer selection and the exercise of better judgment in arrangement will overcome this fault.

Avoid the mixing of lines of a foreign nature. If the display is to be of kitchenware, confine it to the lines which come under that head. Do not bring in a few mechanics' tools and some sample lines of builders' hardware as well.



*A splendid example of the "stocky" window—Trimmed by C. H. Smith, with J. H. Ashdown Hardware Co., Calgary.*



# Interest Dealers in Advertised Articles

**There are Two Methods For Advertisers to Pursue, Compulsion or Persuasion—  
By Advertising to Consumer Only, an Effort is Made to Compel Dealers to Handle a Certain Line—The Trade Papers Relation to the Policy of Persuasion.**

James G. Lorriman, Manager of "Hardware and Metal," writes in "Economic Advertising":

Any advertiser of goods which are or can be marketed through the retail trade, loses in efficiency, if he neglects the publications reaching the retailers whom he counts upon, to distribute his goods.

And this loss in efficiency will be entirely out of proportion to the saving he will effect by keeping the trade papers off this list.

In their attitude towards the retailer, advertisers are called upon to choose between the two policies of compulsion or persuasion. They want the dealer's orders and re-orders. Which of these two methods is most likely to secure them?

A few years ago, it was customary for a certain class of advertising solicitors, to promptly dismiss the dealer problem, with the statement "Create a demand from consumers, and the dealer will have to stock your goods."

That is what might be called the "compulsion" policy, and it is fizzling out, as any policy deserved which so grossly underrated the intelligence and ability of the retailer.

An instance came to my attention, just the other day, when an advertiser bewailed the loss of \$7,000 spent in an absolutely futile bill posting campaign, last year. This advertiser was about to market a household article, in competition with two or three products which had been strongly entrenched with the trade, through many years of good advertising.

A solicitor visited the advertiser and mapped out a bill posting campaign to cost every cent of the appropriation which had been set aside for promoting sales.

"But will these ornate posters bring orders from the retailers?" the advertiser asked.

"Oh, the thing is to create the demand," replied the plausible solicitor, "and then the retailer will be compelled to buy from you."

But it didn't work out that way.

The posters appeared, in due course, and many friends of the advertiser told him they thought it was great advertising—though they admitted they hadn't bought any of his product as a result, and hadn't seen it in any of the stores.

Others told him that they had asked for his goods, but their dealers didn't have them in stock, and sold them another line.

The campaign fell flat, because only a few dealers could be induced to stock the goods. The interest of a large body of consumers had been aroused but no provision had been made for distribution, and it is by no means a difficult matter for a retailer with any selling ability to dispose of the line he has in stock, even when he is asked for a similar product bearing a different name.

This is what some advertising men would call "substitution." But, if it is substitution, it is also salesmanship, and the retail merchant depends upon salesmanship for his bread and butter.

The fact that substitution was possible, proved that the retailer was a power to be reckoned with.

It did not take thoughtful advertising men very long to conclude that it was much better to have the retailer pulling with them, than against them.

And so, there has been a decided tendency of late, on the part of large national advertisers, to link up their consumer advertising with good strong copy in the trade papers, taking the dealer into their confidence, as to their publicity plans, and showing him how he can make money, by taking advantage of their efforts to create a demand.

For the dealer is a business man and he is mightily influenced by the mercenary aspect of any proposition that is laid before him. He will sell the goods that make profit and reputation for him, and he doesn't overlook the fact that large immediate profits are not always associated with the quality that builds reputation.

Canada is well served with trade papers, and the leading Canadian publications in their respective fields will compare favorably with the best in the world.

Moreover, the leading trade papers in Canada cover the Canadian trade very completely. They are read by practically every worth-while dealer in the Dominion.

And the cost of an effective trade paper campaign is very small, in comparison with the whole appropriation. A thousand dollars spent in a trade paper that is known to have the confidence of nearly the entire trade in Canada would create a profound impression. Yet, it would be only 4 per cent. of a \$25,000 appropriation, and such appropriations are not so rare in Canada, as they were five years ago.

When trade paper advertising can greatly increase the efficiency of a campaign without materially adding to its cost, does it not look like good business to employ the trade paper so as to develop a distribution which will be able to satisfy the consumer demand?



# The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President  
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## Hardware and Metal

JAMES G. LORRIMAN - - - Manager  
T. B. COSTAIN - - - Editor  
GEO. D. DAVIS - - - Associate Editor  
H. C. LOWREY - - - Associate Editor

### CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

### OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255  
Toronto - 143-149 University Avenue. Phone Main 7324  
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313  
Vancouver - H. Hodgson, 18 Hartney Chambers  
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960  
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2008 Rector  
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

### SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, April 19, 1913

### COMPETITION AND PRICES.

That "competition is the life of trade" is an old saying which very often appears in the light of a fallacy. Competition is a good thing to a certain extent; when it goes beyond that stage, it becomes ruinous to all concerned.

Some time ago facts came to our knowledge which demonstrated that competition is often not only bad for those who compete, but also for the interests whose patronage is competed for. Shippers on a certain line, which had a monopoly, were discontented, believing that the rates charged were too high. As a result of the agitation stirred up, a second line was started. The results, however, were the direct opposite of what had been anticipated. Rates advanced instead of receding. Becoming convinced that the two lines were in collusion to bleed them, the shippers started a second agitation, with the result that in time a third line was started. It did not take long for the same inexplicable result to manifest itself. Rates went up still higher.

The reason for this condition was explained by the head of the first line of transport. "When we were alone in the field," he said, "our expenses were small, and we charged a rate which allowed us only a fair margin of profit. The second line came cutting in and we had to share the business with them. To make matters worse, competition became keen and we had to hustle for business. We had to put out solicitors, to advertise more, and so on. Our expenses went up, while our revenue was smaller, owing to the splitting up of the business. We had to advance our rates.

"Then a third line came into the field, and took away a certain amount of business from us and from our competitors as well. Again rates advanced, and for the same reason as before. Expenses in connection with the handling of freight in this field had practically been trebled. Where there had been one agent in a place before, there were now three. The same ratio of increase applied all around. Competition had stirred up more business, but it was split between three, and the increase did not begin to equal the advance in expenses. Can you wonder that rates were advanced?"

There is much food for thought here. Competition in a field which is large enough to support more than one concern, means better service, and, perhaps, better prices to the public. As soon as the number of competitors becomes larger than the maximum amount of business warrants or the rivalry becomes keener than the possible returns would justify, then business becomes bad. The public suffers in the end, as much as the interests entered in the competition.

Too much competition is the end of profits and the beginning of higher prices.



### PRODUCING COBALT STEEL.

A developemnt of particular interest to those engaged in the metal industry in Canada is being worked out in Sheffield in the matter of steel composition. Experiments are being conducted for the production of a high-speed steel in which a small proportion of cobalt is introduced. Tungsten and vanadium are used, of course, as well as the regular ingredients, the cobalt being introduced with the idea of intensifying the qualities of tungsten and vanadium steels. It is believed, in fact, that the new cobalt steel, when perfected, will enable manufacturers to turn out tools of greater speed and also durability.

Cobalt steel is not absolutely an experiment as it is already made to some extent in America, and also in Germany. The price asked is very high, however, so that it has not been introduced into general use as yet.

Cobalt is found in Ontario, as all know. Although the supply is limited, it is believed that it will be possible to secure sufficient to supply all needs if the demand for cobalt steel attains to substantial proportions. The development will be watched with interest in Canada.



### HIGHER RENTS—BETTER STORES.

It is likely, nay quite positive, that no merchant would regard high rents as in the nature of a blessing in disguise. And yet, viewed from one standpoint, this can actually be said to be the case.

One who has been closely associated with the hardware trade in a capacity which has given him an insight into such matters, states that in practically every case which has come to his notice, merchants have accepted the necessity for paying a high rent as an impetus to improvement in methods. They feel that as they are paying for an expensive stand, it is incumbent on them to make their store to look high class. They consider that the store and stock must be kept up to the standard of the rent paid. The result is that they install better fixtures, keep their stock more attractive and improve their standing all around. It follows that they reap the benefit in enlarged and improved trade, with the natural concomitant of increased profits.

On the other hand, the dealer who occupies a cheap stand, is prone to feel that he should not spend money on improved fixtures or in bettering the appearance of his store and stock. At any rate, he is very prone to delay and to let things run along, with the result that he loses the benefit which inevitably accrues when needed improvements in stock, fixtures and methods are inaugurated. If he were occupying a more expensive stand, his sense of responsibility would be keener. Acting on the same impulse, the man who rents an expensive house feels compelled to buy new furniture and to install suitable lighting fixtures.

This view has much sound common sense behind it. At the same time, Hardware and Metal desires to point



out that the dealer should not wait for his real estate valuation to go up or for his landlord to boost the rent before proceeding to install modern fixtures and to improve the appearance of his store. Business conditions today are such that the retail merchant must keep his establishment up to the mark. Otherwise, he will fall behind. His stand may not seem pretentious, but that is no reason why it should not be made modern and attractive.



#### CHANGE IN FORM OF MARKET REPORTS.

With this issue, a change is inaugurated in the regular market pages of Hardware and Metal. Instead of running the market reports under the three headings, "Metals," "Hardware" and "Stoves," all the reports will be combined together. The paint market reports will be run separately as usual. The object of the change is to put the market reports in more convenient form for our readers. A full review of the market conditions will henceforth be found in concise form, reports being given from the large buying centres. It is intended to enlarge the scope of the market department by securing regular reports from other important points.



#### POINTED EDITORIALS.

System is the harmony of business music. Chance and hurry are the rag-time.

\* \* \*

Success frequently filters out of life's tin cup through the pin-holes of wasted moments.

\* \* \*

The art of advertising consists, not in what the advertiser says, but in what the reader hears.

\* \* \*

Dig deep in the retail business. The best water is always far below the surface.

\* \* \*

If new fixtures will brighten up the store, help give better service and sell more goods, why not get them gradually?

\* \* \*

Business continues to improve and money, as a natural consequence, is not as tight as heretofore. Conditions all around are promising.

\* \* \*

A new society has been formed in the United States called the "Society for the Prevention of Unnecessary Present Giving." The name has been contracted into "Spugs." The theory on which the Spugs act is never to give a present unless it is absolutely necessary, but, wherever pushed into a corner where a gift simply must be given, to make it a sensible one. The idea has plenty of common sense, particularly the last clause.

\* \* \*

Writing in the Ironmonger, "Mid-Victorian" says: "The longer I live the more persuaded I become that there is something in iron that is favorable to the development of certain highly esteemed mental qualities. What that mysterious something is I cannot say, but its potency is undoubted. The connection with iron may only be a trade connection; it need be no more than a retail handling of various articles; nevertheless, the fact that the matter handled is iron seems to communicate a something of genius to those who have to do with it."

## Overlooking the Lines

A TRAVELLER related an incident a short time ago that goes to show how some merchants overlook profitable and fast selling lines by not being courteous to the travelling salesman, and by passing him up without looking at his catalogues or samples. The traveller in question had been calling monthly for a period extending over a year on a retail hardware merchant who had always been too busy to see travellers and in many cases would not grant them interviews. At the end of the year the traveller was leaving the road and decided that he would call on this man and tell him a few things that might make him have a different feeling towards travelling salesmen, and which might make the path a little easier for other salesmen who might come in contact with the merchant later. Imagine his surprise on entering the store, when the merchant who would hardly recognize him for over a year, said:—"You carry a pocket knife, No. —, do you not?"

"Yes," said the traveller. "It is one of our best sellers. I tried to show it to you a year ago, but you told me you were too busy to look at samples."

The merchant then produced a little memorandum book and quoted the numbers of various lines carried by this traveller. After getting the prices on each line, he placed a very nice order. The traveller was surprised at the greeting he had received, and he asked the dealer in a frank manner the reason for the sudden change in his demeanor.

"Well," said the merchant, "you sell Blank, the hardware man near Toronto, do you not?"

The traveller answered in the affirmative.

"Well," said the merchant, "he is a brother-in-law of mine. I was down to spend two days with him last week, and he was showing me the lines he had purchased from you."

The traveller then explained to the dealer that he would not have the opportunity of calling on him again, but that he hoped the merchant would be a little more courteous with travellers in the future than he had been with him in the past.

This merchant had for over a year been overlooking profitable lines that had been presented to him every month, and the incident goes to show that no merchant can afford to pass up a traveller without giving him an opportunity of showing his wares.



Hardwaremen will favor the spreading of the Spug movement.

\* \* \*

No home, however luxuriously it may be fitted up in other respects, is complete unless equipped with good quality builders' hardware. Hammer this fact home to your customers.



# Belgian Strike Affects Glass Market

**If the Strike Continues For Any Length of Time, a Shortage of Glass Will Develop in This Country—Stocks at Present Time Are Not Heavy—Rumors of Advances in Price Heard.**

The Belgium strike promises to have a most serious effect on the glass trade of the world. In Canada the effects will be felt perhaps more keenly than in other countries because we depend on Belgium very largely for our supplies of glass.

The glass industry is the backbone of the manufacturing interests of Belgium. If the strike is long prolonged, it will mean that the huge glass plants will remain idle and that the output will be correspondingly restricted. This is a particularly bad time for a strike to occur as operations are always more or less restricted during the warm months and the manufacturers depend largely on the early spring months to get their supplies ahead.

The serious nature of the situation does not end with the restriction of output, however. If the strike develops, it will certainly result in the tying up of shipments from Belgium.

The strike has been anticipated in Canada for the past six months, but importers, although fully alive to the serious possibilities, have not been able to prepare themselves for the situation which has now developed. It is understood that stocks in Canada at the present time are not heavy. Certainly the Canadian houses are not in a position to meet the demand should supplies from Belgium cease. Although the U. S. producers claim that they would be able to supply the Canadian market, it is not thought that sufficient bulk could be secured from the Americans to meet the situation adequately.

There is the certainty of a shortage in this country if the strike continues for any length of time. How serious this shortage might become is a matter for the future to decide.

## HIGHER PRICES PREDICTED.

The inevitable concomitant of a shortage would be higher prices for window glass and also, it is said, for plate glass. Already rumors have been heard in Toronto that higher prices either had been declared or were pending. At time of writing, nothing definite has been announced but it may be asserted safely that advances may be declared at any time. The continuation of the strike would send prices up to a high level.

Brussels, April 14.—The great strike of the workmen in Belgium to force the Government to grant them the suffrage began quietly to-day, and at night-fall it was estimated that 200,000 men throughout the country had quit work. This number is at least 100,000 short of the Socialist predictions, and the Clericalist press is beginning to call the movement "a pitiable fiasco." Nevertheless the strike has shown greater strength than was expected by impartial observers, and because of the fact that the numbers increased as the day advanced it is generally believed that the strikers will be reinforced by several thousands to-morrow.

The strike thus far has been marked by neither disturbances nor special inconveniences to the general public. The gas, water, electric and street cleansing services, and the street cars and railroads are in operation as usual, but the Brussels merchants say that trade is at a standstill. The city is full of children of the provincial strikers, who are being

cared for by the families of the Liberals.

The only act of "sabotage" occurred in the suburbs, where three big machines in a leather factory were damaged.

Brussels is not an industrial centre. There are about 50,000 workmen here, of whom less than 20,000 are out.

### Attitude of Premier.

The Premier, M. De Broqueville, in an interview to-night, admitted that if the strike dragged on it might prove dangerous by leading to disorders, but he said that at the present time there was no reason to fear disturbances.

The Premier added that, while the electoral laws were not such that they could not be changed for the better, the Government could not allow itself to be coerced, and must stand firm in the face of menaces. To agree to the Socialists' demands would be to place an eternal weapon in the hands of the Socialist party, which they would brandish at the heads of all future Governments.

He pointed out that to delegate a commission to consider a change in the electoral system would practically involve revision of the constitution, which would open up great difficulties. In conclusion, he denied all rumors of Cabinet dissension on this question and declared: "If the strike is revolutionary we will suppress the riots; if calm, it will not and cannot have any practical result."

### All Quiet at Antwerp.

Antwerp, April 14.—The strike, which had appeared not to affect this port in any way early this morning, set in during the forenoon, when there was a partial suspension of work by the dock laborers. The movement also extended to other branches. Everything is quiet.

The comparatively small number of strikers here is explained by the fact that the steamship companies have been diverting so much of their business from this port in anticipation of trouble that there is little work to do. It is expected that the number of strikers will be considerably augmented to-morrow, although the Clerical workmen's unions are striving hard to break the strike by offering a bonus of two francs daily to every man working after the first week.



## NEW PREMISES.

Hardware and Metal is in receipt of the following letter from The British Chamber of Commerce, Paris, France:

From April 8th, the offices of our Chamber will be transferred from 17, Boulevard de la Madeleine to 9, Rue des Pyramides, Paris. This change has been rendered necessary by the rapid extension of our Chamber's work, and pains have been taken to select premises which fulfil all requirements as to size, light and central position. I hope that you will do us the pleasure of visiting the new premises at an early date.

Believe me,

Yours faithfully,

W. HANNING,

President.



## FLAX MILL FOR WALLACEBURG.

Wallaceburg, Ont.—The Dickson Flax Co., Ltd., will commence operations here shortly. T. Mitchell is manager of the Wallaceburg mill.



# Good and Bad Examples of Hardware Ads.

**Merchants Should Strive Above All Else to Have Advertising Seasonable—One Merchant is Still Featuring Goods for Christmas Trade—A Removal Sale Ad. With Many Splendid Features.**

Advertising in the local newspaper is a good proposition for the retail hardware dealer providing it is properly applied. It has splendid pulling power if it is placed before the public in the proper manner. It is, however, an easy matter for the merchant to become careless regarding his newspaper advertising and by allowing this carelessness to creep in much of the effectiveness is lost, which might otherwise be retained providing care was exercised in writing and changing the ads regularly. It is not an uncommon occurrence to see the ads. of some retailers appear in the newspaper week after week without being changed and in some cases drawing the attention of the public to lines of goods that are out of season. There are many customers, especially newcomers to a town or city who receive their first impression regarding the business policies of a firm by the firm's newspaper advertising and show windows. It is, therefore, very important that these two features of store advertising should receive the attention they deserve.

Newspaper advertising is an expensive undertaking if not used properly, but on the other hand, if it is properly applied, it can be made to pay big dividends.

Herewith are reproduced two advertisements of retail hardware firms. The name of one firm is omitted. One of the accompanying illustrations shows a retail hardware merchants ad. that appeared in a newspaper on April 2. This ad. has apparently been running since last year, as the lady customers are advised not to begin making their Christmas cakes without having a family dial scale. Cattle chains, stall fixtures and horse blankets are also featured in the ad.

This space should have been used by featuring spring goods. There is a demand for family scales during all seasons of the year, but they should not be featured as being useful for making Christmas cakes during the month of April. Horse blankets are also looked upon as being rather unseasonable during April. This ad. has no doubt been overlooked by the merchant as he undoubtedly would not run it intentionally. Advertisements of this kind that have been running for some months not only lose their effectiveness, but they are liable to create a false impression regarding the business policies of the firm.

The other illustration shows a full-page ad. that was run by the Island Hardware Company who were inaugurat-

ing a removal sale, this ad. occupied a full page in the daily newspaper and could not be passed unnoticed by readers. The advertisement was written in such a manner that it could be under-

Ladies do not begin to make your **Christmas Cake** without having one of our **Family Dial Scales** to help you do the work. We have them in stock NOW and will be glad to show you the different makes.

**Price \$1.25**



Cattle Chains, Stall Fixtures and Horse Blankets all  
at reasonable prices,  
Pure Prime White Coal Oil at 17c. per gallon.

*An ad. of Christmas goods still appearing.*

stood. It told that a removal sale had been inaugurated and it did more than that, it went on to tell of the savings that could be effected by purchasing at this sale and had illustrations shown and prices quoted to back up the assertion.

much deeper than if no illustration were shown. The quoting of prices is also to be commended. We find on looking at the methods employed by the majority of large retail concerns and mail order houses, that there is no hesitancy on their part in quoting prices. There is a growing tendency on the part of retailers to quote prices in their ads. and it has been the experience of many of the larger dealers that it is not necessary to cut prices in order to get business from this class of advertising. Regarding the effectiveness of quoting prices, there is little doubt. Let us take for example a garden spade. One merchant's ad. will appear in the newspaper stating that he carries in stock a full of spades and garden tools. Another merchant will show a cut of the spade, give a description of the tool and state that the price is seventy-five cents. He may also add that he has other lines at \$1.00 and \$1.25. He does the same with garden rakes, stating that a twelve tooth malleable rake is 25c; a 14 tooth malleable rake is 30c and so on.

There is little doubt but what the ad. with prices quoted will make a much deeper impression on prospective customers than the ad. which generalizes and does not make a definite assertion.

# Catalogues and Booklets

## Builders' Hardware.

Stover Mfg. Co., Freeport, Ill., have issued catalogue M 13 which contains 111 pages. Half-tone illustrations are shown of their many lines of builders' hardware, shelf hardware, hardware specialties, gray iron, brass and aluminum castings, wind mills for pumping and power purposes, grinding mills, corn shellers, wood saws, etc. One section of the catalogue is devoted to aluminum cooking utensils. Copies will be mailed on request.

Marble Arms.

Marble Arms and Manufacturing Co., Gladstone, Mich., successors to Marble Safety Axe Co., have issued their 1913 catalogue containing Marble's Game-Getter Gun and sixty hunting, shooting, fishing and outing specialties. Copies will be mailed on request.

[illegible]

*Creditable advertisement of Removal Sale.*

The advertisement is one that should produce excellent results.

The use of cuts is to be commended as they create an impression on the mind of the prospective customer that is



# The Equipment Needed for Manual Training

A Long List of Tools is Required For Fitting Up of Technical Schools in Addition to Which Pupils Require Their Own Kits—Abstract From Government Report Outlines the Necessary Equipment.

*Manual training is becoming one of the most valuable of educational features; and it may quite truthfully be said that as yet it is but in its infancy. That the idea will be developed and the scope of technical education widened as the years advance is a safe prediction. Hardwaremen are particularly interested in the subject, because it means the awakening of a deeper interest in the use of tools. To the dealer it means more sales. In the accompanying article, an idea of the equipment, needed for manual training is given. From the list, dealers will perceive the possibilities of increased trade.—Editor.*

The report of the Minister of Education, Province of Ontario, for the year 1912, which has recently been published contains some interesting information regarding the equipment used in manual training schools, the bulk of which is purchased from the hardware trade. Manual Training is a regular subject of a modern public or high school general course and forms a necessary part of the literal education which every boy should receive. Like other subjects of such a course, it is cultural and also especially practical. From  $1\frac{1}{2}$  to 2 hours per week is the usual time allotted each pupil for manual-training study. Subject to the Minister's approval, the term equipment includes any provision specially made for manual training as, for example, tables, work benches, etc., as well as tools, forges, lathes and other apparatus. The minimum equipment for each department of the manual training of the higher forms of the public schools and lower forms of the high schools are as follows:

**Woodworking.**—12 single benches with the necessary tools and equipment for mechanical drawing.

**Wood-turning.**—3 wood-turning lathes and hand or circular saw with the necessary power and tools.

**Ornamental and Metal Work.**—A complete equipment for elementary work in brass and copper.

**Forging.**—3 forges with anvil and tools.

**Machine Shop Practice.**—1 engine lathe 1 speed lathe, 6 bench vises with accompanying tools, power hack saw, power drill.

For the lower forms of the public school the equipment should be as follows:

**For Paper Work.**—Pencil, scissors, graduated rule.

**For Cardboard Work.**—In addition, knife, compasses, set square for each pupil, one ticket punch for every five pupils.

**For Knife Work.**—Knife, pencil, compasses, try square for each pupil, three or four small hammers, two hand screws, oil stone, oil can, assorted brad awls.

For the higher forms of the public

schools and the lower forms of the high and continuation schools, the equipment should be as follows: Wood-working benches. The benches should be placed in the best lighted part of the room in such a position that the light may fall upon them from above or from the left. A space should be left between the benches to allow free passage to both pupils and teachers, with sufficient aisle space where there is a good deal of traffic. The benches may be double or single (preferably single), well and strongly made. Each bench should have two vises, one at least rapid acting, and the other with an iron screw. All of the benches are provided with tool racks. The edges of the tools should be properly guarded, and the handles should project as little as possible above the top of the benches.

The benches should be equipped as follows:

Bench hook, drawing kit, pencil compass, drawing rule 12 inch, inches and centimeters, bench whisk, marking gauge try square, 6 in., jack plane, firmer chisels and handles  $\frac{1}{4}$  in. and 1 in., hack saw 10 in. sixteen teeth to inch. The following tools for general use are also necessary, 4 smooth planes, 4 try squares 12 in., 1 improved mitre box and saw 22 in., 11 teeth to inch, 2 file cards and brushes, 6 screw drivers round 3 in., 2 screw drivers round 6 in., 6 half round files handled 8 in., 6 flat files handled .8 in., one saw file 4 in. handled, 4 braces with six inch sweep, 2 centre bits each  $1\frac{1}{8}$  in., 1 in.,  $\frac{3}{4}$  in.,  $\frac{1}{2}$  in.,  $\frac{1}{4}$  in.; 2 auger bits each  $\frac{1}{4}$  in.,  $\frac{3}{8}$  in.,  $\frac{5}{8}$  in. 2 countersinks metal, 2 countersinks wood, 1 iron rabbit plane, 1 jointer plane 4 gimlets assorted, 6 handled brad awls, 4 steel scrapers convex 2 in. wide, 10 hickory mallets round head, 2 firmer chisels handled square edge each 1-16 in.,  $\frac{1}{8}$  in.,  $\frac{3}{4}$  in., 2 bevels 8 in. sliding, 2 mortice gauges, 4 nail sets knurled, 10 iron spoke shaves, 2 wood hand screws 10 in., 4 malleable iron clamps 4 in., 2 mounted oil stones 8 in., 2 slips for gouges, 1 brass oil can, 2 pairs pincers 6 in., 5 pairs wing dividers, 1 pair side cutting pliers, 1 pair round nosed pliers 5 in. 10 hammers 13 oz.,

2 firmer gouges with oteagan boxwood handles each  $1\frac{1}{8}$  in.,  $\frac{1}{2}$  in., same with inside cannell  $\frac{3}{4}$  in. and  $\frac{1}{2}$  in., 4 bent C tools, 1 in. and  $\frac{3}{4}$  in., with octagon boxwood handles, 1 hatchet, 1 pad saw, 2 turning saws each 10 in. and 12 in., 4 cross cut saws 22 in., 4 rip saws 22 in., 1 cupboard, 1 blackboard, T square, 2 set squares and compasses, 1 saw bench, 1 tool grinder, 1 teachers desk and square, tool racks.

Where wood turning is carried on, it will usually be in the wood working room. The lathes should have the following general specifications: 10 inch swing over bed, length of bed  $3\frac{1}{2}$  feet; distance between centres 24 in., weight, 250 lbs. Each lathe should be provided at the back with a shelf and tool rack. A comprehensive tool equipment for each lathe is as follows: Turning gouges,  $\frac{1}{2}$  in. and  $\frac{3}{4}$  in., flat turning chisels, 5-16 in. and  $\frac{3}{4}$  in.; round nose chisels  $\frac{1}{4}$  in. and 1 in.; parting tool 3-16, paring gouges  $\frac{1}{2}$  in. and 1 in., oil stone, pair 6 in. calipers, oil can, dust brush, rule.

Metal working benches should be equipped with one or two machinists rises. In the forge shop each forge should be provided with the following: 1 anvil 100 to 125 lbs, 1 tool-stand, also one each of the following fire set:  $\frac{1}{4}$  in. flat pair tongs 16 in.,  $\frac{3}{8}$  in. flat jaw tongs,  $\frac{1}{2}$  in. and  $\frac{3}{4}$  in. flat jaw tongs, gad tongs, pick-up tongs, hot chisel, square face hammer, flatter 2 in., hand punch, ball pein hammer, caliper rule, centre punch, estimated cost \$38.00.

The following tools for general use are also necessary: 1 hardie, 1 cold set, 1 pair  $\frac{3}{8}$  fullers, 1 pair  $\frac{3}{4}$  fullers, 1 brass 2 ft rule, 1 pair 9 in. calipers, 1 pair 4 in. outside calipers, 1 steel square, 1 light forging hammer, 1 heavy forging hammer, 1 sledge hammer 8 lbs. for every 3 pupils.

Equipment is also provided for ornamental work in brass and copper, chipping and filing, lathe and machine work, forge and machine shop. Each manual training centre should be furnished with a book-case and a rack for magazines and illustrated catalogues.



# The Proper Calculations of Retail Profits

The Success of a Business Depends Upon the Adoption of a Proper System of Pricing—Profits Should be Reckoned on Selling and Not on Cost Price—A Definition of Cost Price—Figuring Costs of Doing Business.

A problem in which every retail hardware merchant is interested, or should be interested, is the proper calculation of profit on his merchandise. Profit and success are interdependent and success is more closely related to profit than to any other incident of the retail business. In our many interviews with credit managers and wholesalers, we have been told repeatedly that the cause of financial difficulty, which in some cases eventually means failure can in the majority of cases be accounted for by the fact that the merchant is afraid to put on the necessary amount of profit, or does not figure his profits correctly and overlooks the fact that 50 per cent added to the cost is only equivalent to 33 1-3 on the sale. This is the feature that we wish to impress on the minds of our readers, the percentage on cost is altogether different to the percentage on sale.

Another point that should not be forgotten is the fact that the invoice price is not the cost of the goods. The cost should include freight and cartage charges and represent the actual cost of the goods laid down in the store. The margin of profit should then be added to the cost, but, in adding the profit, the dealer should again remember that 50 per cent. of the cost is only 33 1-3 per cent. of the selling price.

The merchant should make his plans ahead and consider carefully every detail connected with his business. He should consider the amount of his capital invested and the amount of stock he can afford to carry. He should endeavor to turn his stock 3 or 4 times a year. In figuring his expenses he should not forget to include such items as his own salary, rent on the building even if he is the owner, interest on the investment, allowance for bad debts, and carrying accounts, where a credit business is done.

There are also many other items that must not be overlooked. Expenses are always, or should be figured on sales. The percentage cost of doing business varies to a great extent among the hardware trade, some merchants state their expenses to be as low as 16 per cent. and others as high as 23 per cent. of their sales. In some cases the percentage is even higher than 23 per cent. Let us take, for example, a firm that is doing business under an expense of 20 per cent. In order for this firm to break even, it would be necessary to add 25 per cent. to the laid down cost of the goods. The merchant should not lose

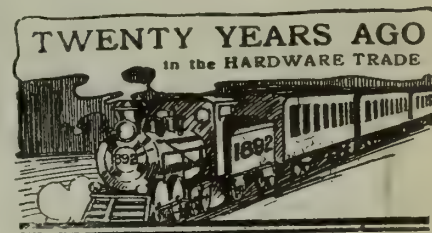
sight of the fact that the percentage is figured on his total sales and does not make allowance for staple lines such as nails, wire, etc., on which he is often unable to get that percentage of profit. If he goes below that percentage on any line of goods, he is losing money on that line, and it must be made up in some manner or a deficit is bound to result. If in this particular instance, the dealer does not get an average of 25 per cent. on the laid down cost of all his merchandise, he is losing money. If on the other hand he gets 25 per cent. on his laid down cost, he is only breaking even and is not making a profit on his investment.

**If a dealer cannot make a reasonable profit on his investment, he would be much better off if he used his capital and energy in other directions.**

In making up expenses, the merchant should be extremely careful in seeing that all items of expense are included, not overlooking interest on money borrowed, if any. The percentage of advance should be sufficient to cover all expense items and in addition afford a reasonable profit as well.

One of the predominant features of success in the retail business is the proper calculation of and adding profits. Do not forget that the invoice price is not the cost upon which to add your profit, add freight charges, cartage and any other expenses which are necessary to put the goods in the store, and on the total add your percentage of profit. Always bear in mind that 50 per cent. on your cost only means 33 1-3 per cent on your sale. If your business is not yielding you the returns that it should, it is time that you investigated it. The proper figuring of profit often means success or failure.

It is a good plan to be friendly with your opposition. A friendly feeling will often eliminate price cutting on staple lines. There are many towns and cities in which staple goods are often sold below cost on account of unfriendly competitors. On the other hand there are towns in which the merchants are on the best of terms with each other and frequently hold conferences to discuss trade matters. In these towns we find that price cutting on staple lines has been eliminated to a great extent and that each dealer is able to get a reasonable profit on his merchandise. In towns and cities where the merchants are not unfriendly they are often enabled to save losses from bad debts or dead-beat customers, through information gleaned from each other.



The following items were taken from the issue of Hardware and Metal of April 22, 1893:—

"A partnership has been registered in Montreal between Joseph Jean and Henri Thibault as plumbers."

Editor's Note.—The business is still carried on by Joseph Thibault, now one of the best known master plumbers in Montreal.

• • •

"The premises of the James Robertson Co., King Street West, Toronto, were gutted by fire. The loss is estimated at \$40,000, covered by insurance."

Editor's Note.—The plant was rebuilt on King Street West and occupied until a year ago when the company moved to a handsome new building on Spadina Avenue.

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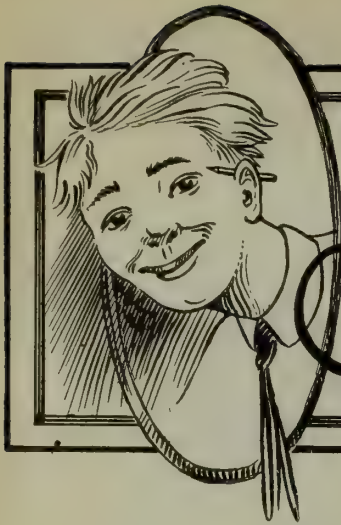
In last week's twenty years ago column, the statement was made that "Mathieu and Trembly, hardware merchants, have dissolved." This was copied from our files. We are informed, however, that the firm of Mathieu and Trembly separated. Napoleon Mathieu now deceased, started business at the corner of Notre Dame and Cannington Sts., Montreal. A few years after he sold out to Alphonse Guimond, who carried on the business for some years. He is now a commercial traveler.

P. O. Trembly carried on the original business at the old stand, 1073 Notre Dame Street West until he sold out to Joseph Lariviere, who is still conducting the business. Mr. Trembly retired from business some years ago and now resides at 489 St. Antoine Street, Montreal.



Winnipeg, Man.—G. Darling advertising manager, G. F. Stephens & Co., Winnipeg, has arrived home after a trip to the south. His many friends will be pleased to know that he is now in better health and is able to take his place in his office again.





# THE JUNIOR CLERK'S P · A · G · E

## BOILED LINSEED OIL.

As the result of an enquiry from a junior clerk, I dealt at some length in our last issue on the weight of linseed oil and the quantity that can be produced from a bushel of flax seed, also the manner in which he could figure out the quantity contained in the barrel. The clerk also wanted to know if the manufacturers actually boiled the linseed oil in order to produce what we term boiled linseed oil. I have made enquiries, and have been informed that the manufacturers do boil the oil. Some factories boil the oil in large pots and call their product pot-boiled oil. There are also large firms who heat the oil by the use of steam, the oil being contained in large tanks; a certain amount of dryer is also used, but the clerk must not confuse this with the dryer generally sold to painters, as each manufacturer has his own formulae.

It is a well known fact that there are hardware merchants who on running short of boiled oil will take raw linseed oil and add what they think is a sufficient amount of ordinary dryers to produce boiled linseed oil. This is a practice which should be discouraged.

—Junior Clerk.

## GET A PERSONAL TOUCH.

A store's best trade is made up of the people who keep coming back, not the ones who buy once.

When a customer goes into some stores the first salesman he talks to says, "Oh, no, I'm not the man who handles that. Try that man over there." He passes the customer to another salesman.

After suffering around for some time, and being shunted from one to the other, the customer gets what he wants, and meanwhile has the time to resolve that he'll try another place next time.

A certain large corporation, noted for its success in handling many people and keeping them happy, has a rule that when an employee answering a telephone or personal call, says, "I don't know,"

without an attempt to find out and take the customer's worry, out he goes.

The salesman who has the knack of taking the work off the customer's hands, of making it as easy as possible for him to buy, is the one who wins.

There are ways of getting to a customer. To every man the one most important word in the language is his own name. However commonplace he may be, he has that one distinguishing feature. When you make a sale for the first time to a customer, make it a point to have his name ready for the next visit. Greet him with "Good morning, Mr. ———," and he's your friend for life. There's a lot of men in a certain building in New York who pay a nickel more a day for a shine, simply because the bootblack calls them by name.

You're dealing with the same people, whether you are selling hardware or eggs, and the same little attentions get to customers.

Your job is to bring them back into the store again, and you can do it by realizing that it's up to you to do the work of the sale:—The Long Green, Herbert N. Casson.

## HIS HEAD A VACUUM.

My head is all stuffed up, he said,  
I know no feeling meaner.

His wife replied—"To clear your head  
You need a Vacuum Cleaner."

## LITTLE WILLIE.

An American brokerage company, who are selling agents for glass, recently moved their offices, and in conjunction therewith have issued a little pamphlet on which appears the following:

"Little Willie had a mirror,  
And he licked the back all off,  
Vainly thinking, in his terror,  
It would cure the whooping cough.  
At the fun'ral said his mother  
To her neighbor, Mrs. Brown,  
'Twas a chilly day for Willie  
When the mercury went down."

## IT PAYS TO ADVERTISE.

There was a man in our town,  
And he was wondrous wise;  
He swore (it was his policy)  
He would not advertise.  
But one day he did advertise,  
And thereby hangs a tale;  
The ad. was set in quite small type,  
And headed "Sheriff's Sale."

—Havana Post.

## REMARKS OF THE JUNIOR CLERK.

Be Good, but also be good for something.

It's an ill wind that blows from the glue factory.

The hot air treatment for trouble is seldom efficacious.

Blame has wings; but praise travels slower than a glacier.

Many people who are financially weak are able to stand a—loan.

About the only thing that comes to him who waits is the earth when he dies.

Heaps of fellows wear shoes too tight to walk in the paths of righteousness.

The man who is big enough to be shown generally profits by what he learns.

There is but one way to acquire a good reputation, but countless ways to lose it.

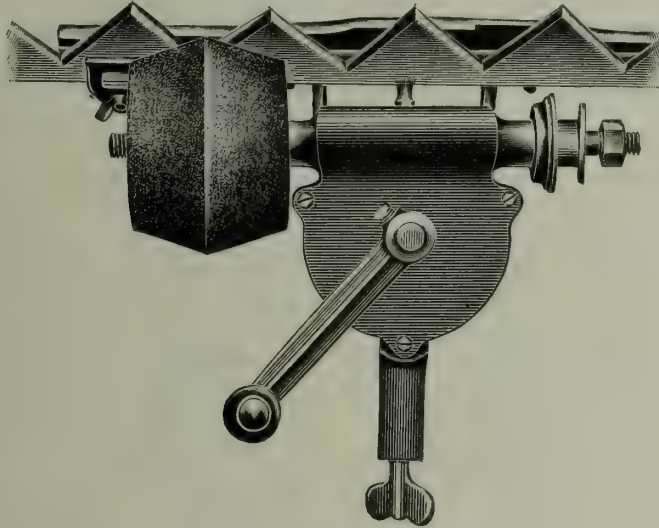
When you are sure of your argument keep hammering at it. Truth strengthens with repetition.



# New Hardware Goods

## COMBINATION TOOL AND MOWER KNIFE GRINDER.

The Eli Starr Manufacturing Co., Milwaukee, Wis., are offering the trade an improved combination grinder for mower knives and tools. The illustrations show the grinder with wheel for mower knife only, and secondly the grinder



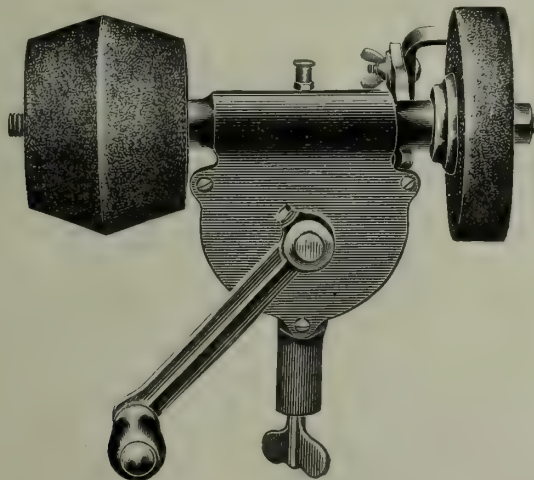
with tool wheel attached. The grinder is fitted with a mower knife wheel 4 1/4 in. in diameter, and a tool grinding wheel 5 in. in diameter. When the sickle grinding wheel is used, the tool wheel must necessarily be removed, but when the sickle wheel is not being used the tool wheel can be used without remov-

right or left hand. The machine complete with two wheels and sickle attachment weighs 15 lbs.

## AUTOMATIC POULTRY FOUNTAIN.

Chas. E. Santo, London, Ontario, is manufacturing and offering to the trade

the Easy-to-Fill Sanitary Automatic Poultry Fountain. It is claimed that the fountain cannot get out of order, is easily filled by simply laying on its side and pouring in the water. The fountain can be hung on the wall if desired. It cannot overflow and there is no danger of drowning the chicks.



ing the sickle wheel. When the season for sickle grindings is over the sickle grinding wheel can be replaced with a fine or medium grit tool grinding wheel. A fine and coarse wheel can be used on the grinder at one time. The machine is made with worm gears, full ball bearing in a bath of oil, and can be turned

guarantee states that at any time during two years from the date of purchase the makers agree to replace any plier



that is defective or unsatisfactory in any respect. The bonded plier is packed in a neat box which is sealed at both ends.

## READ SPECIAL WITH PLEASURE.

The following is an extract from a letter received by Hardware and Metal from The Johnson Hardware Co., Fort Frances, Ont.:

Enclosed find P.O. for \$2.00, being the subscription to Hardware and Metal. Your spring number is certainly a credit to your firm. We have spent many pleasant hours reading the valuable items it contained.

Montreal, Que.—W. J. McGuire & Co. are pleased to announce that R. J. McCauley will remain as Director and manager of the above company. Any business entrusted to them will receive his personal attention.

Aylmer, Ont.—L. Smiley has accepted a position in Glover's hardware store. Andy Griffin has accepted a position in Ed. Miller's hardware.

## BONDED PLIER.

The Smith Hardware Co., Montreal, Que., are offering the trade a new "Bonded Plier." The plier which is a side-cutter is made of drop forged steel. The unique feature in connection with this tool is the two-year guarantee bond which is given with each plier. The



# Progressive Hardware Retailing

Toronto Firm Put Builders' Hardware Showroom on Second Floor—Renting Lawn Rollers Proves a Profitable Plan—Many People Hire Roller Who Would Never Buy.

## CHANGES IN WALKER STORE.

Wm. Walker and Son, Yonge Street, Toronto, Ont., have made several changes in their store and have built a three-storey addition at the rear. One of the prominent features in the improvements is the builders' hardware sample room which is located on the floor above the main store interior.

The Walker store is located in a section of the city that is growing rapidly, and the firm realized the necessity of a show room where they could take customers and show them the samples without fear of interruption. A stairway leads up to the show room from the main store interior. The walls and ceilings of the show room have been tastefully decorated and there is an abundance of light. The accompanying plan shows the layout of the show room. In the builders' hardware section of the show-room, the counter or display rack

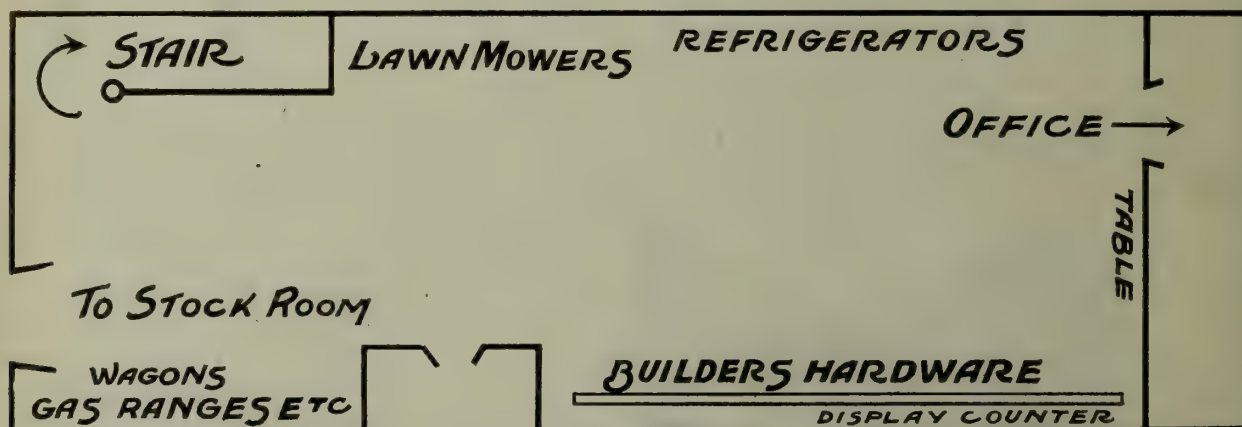
is used for carrying the stock of locks, knobs, inside and front door sets and other lines of builders' hardware. An order desk has also been constructed where all orders of builders' hardware are checked before being sent out.

The tinshop is located on the third floor of the new addition, and is also supplied with an abundance of light and is well ventilated. The ground floor of the new addition, which is under the hardware stock-room and at the rear of the main store interior, is used for displaying garden tools, shovels, etc., all of which are displayed on brackets made for that purpose. The oil is obtained on this floor by using self-measuring oil pumps, the tanks of which are located in the basement or underground. Eight pumps are installed and, by using this system, the necessity of going to the basement for oil is prevented, and much time is saved as a result.

prove profitable to the merchant as there are many people who would like to roll their lawns, but do not care to purchase a roller for 2 or 3 days use, but who would be willing to pay a reasonable rent for the use of one. The majority of lawn rollers are strongly made, and there is not much danger of damage being done to them on account of renting them to the public.

## USES HAND BILLS TO ADVERTISE.

George Garrett, 1244 Gerrard St., Toronto, an illustration of whose paint window appeared in our last issue, has been in business in his present location for the past 7 months. He is located in a section of the city that is growing rapidly and states that his business is growing in a very satisfactory manner. Mr. Garrett gets hand bills printed at regular intervals and



Plan of second floor in store of Wm. Walker & Son, Yonge Street, Toronto.

is built against the wall and is about three feet in height. Mounted samples of inside sets, front and store door sets, casement adjusters, etc., are shown on the top of this counter. Two rows of drawers are provided in which are kept many samples of various kinds of builders' hardware.

In addition to the builders' hardware display, the show-room is also used for displaying refrigerators, gas ranges and plates, boys' wagons and lawn mowers. The office is also located on this floor.

Immediately in the rear of the show-room, the stock-room is located. This room is fitted up with deep shelving and

An elevator has been provided which greatly facilitates the moving of stock.

## RENTING LAWN ROLLERS.

One very often hears of hardware merchants renting out screw jacks, vacuum cleaners, etc., but another line has been drawn to our attention during the past week. Geo. Pearsall & Son, Yonge St., Toronto, are renting out lawn rollers. The rollers may be rented for 1 day or more and are delivered and called for by the dealer. Special rate is quoted for those who wish to rent the roller for a week or over. This should

has a boy deliver them to householders in the section of the city where his store is located. He states that he gets good results and has many enquiries as a result of the distribution of the bills.

## To Manufacture Auto Tires.

Chatham, Ont.—Arrangements are under way for the establishment in Chatham of the Canadian branch of the S & M Tire and Rubber Co., of Coshocton, Ohio. A Canadian company is being formed among local motorists and others to take over the Canadian rights of the S & M hard rubber motor tire.



# Current News of Hardware Trade

## To Submit By-law.

Preston, Ont.—A by-law is to be submitted to the ratepayers which, if carried, provides for a free site and loan to the Dominion Bronze Manufacturing Co.

## Plant Progressing.

Redcliffe, Alta.—The Diamond Flint Glass Co.'s building is progressing rapidly, and it is expected that construction on the glass plant will commence shortly. Building in connection with the new rolling mills and bolt works is under way.

## Opening Branch.

It is reported that the Dominion Steel and Iron Co., of Sydney, N.S., have secured a waterfront warehouse in Toronto. Max Morrel, formerly connected with the Pittsburg Perfect Wire Fence Co., will be their Ontario Representative.

## Industry for Walkerville.

Walkerville, Ont.—The Canada Auto Painting & Trimming Co., Ltd., which has been doing business in temporary quarters, will shortly move into its large new factory building. The concern has just been incorporated with \$40,000 capitalization, and is backed by Walkerville men. John Wallace is president, and George Reid secretary-treasurer.

## Marriage of H. M. Reid.

Harold M. Reid, Eastern manager of Hardware and Metal, in Montreal, joined the ranks of the Benedicts this week. He was married Wednesday, April 16th, to Miss Hildred Eileen Irving, daughter of William J. Irving, of Montreal. It is of interest to note that Mr. Reid in choosing his bride kept within the hardware circle, as Mr. Irving, the bride's father, is a representative of the James Smart Manufacturing Co., of Brockville, Ont.

Both bride and groom have a very wide circle of friends and they were the recipients of many beautiful and costly gifts. They are spending their honeymoon in New York and Atlantic City and on their return will reside at Lakeside, a summer resort near Montreal.

## New Firms.

Calgary, Alta.—The Carscallen Hardware Co. have started business.

Sunnyview, Sask.—Williams Bros., have opened a hardware and implement store.

Norwood Grove, Man.—The St. Vital Sheet Metal Works have commenced business.

Youngstown, Alta.—It is reported that Curtis Bros. are opening a hardware store.

## Additions to Stores.

Nelson, B.C.—The Wood-Vallance Hardware Co. are building a \$20,000 addition to their warehouse.

Calgary, Alta.—A permit has been granted to J. H. Ashdown, wholesale hardware merchant, for a 6 storey addition to the warehouse.

## Business Changes.

Montreal, Que.—Lepine & Perrier have dissolved.

Southey, Sask.—Southey Hardware Co. have dissolved.

Montreal, Que.—Jos. C. Dennis, hardware, has registered.

Dresden, Ont.—J. B. Carscadden, Dresden, Ont., has sold out.

Hull, Que.—Jean Lacroix, hardware merchant, is selling out by auction.

Toronto, Ont.—S. M. Burt, hardware, has been succeeded by H. J. Smythe.

Montmartre.—W. Mailhoit has taken over the Montmartre Hardware store.

Winnipeg, Man.—Ottawa Sheet Metal Works have been succeeded by L. Zatz.

Plunkett, Sask.—Plunkett Hardware Co. have been succeeded by C. M. Dunfield.

Melita, Man.—Scott and Gibson, hardware merchants, are selling out by auction.

Deloraine, Man.—A. J. Falconer, Ltd., hardware, have been succeeded by E. C. Arthen.

Lancaster, Ont.—Sauriol Adelard, hardware and grocer, is discontinuing business.

Oakville, Man.—Anderson Bros., hardware implements, have sold out to W. J. Solomon.

Shoal Lake, Man.—Estate of Eakins and Griffin hardware stock has been sold to R. S. Manson.

St. James, Man.—Estate of The Wyand Electric Co. has been sold to Wise-main and Yudlavit.

Eganville, Ont.—Fleurie Bros., plumbers, have purchased Jas. McDermott's tinshop and stock.

Hanley, Sask.—Western Farmer's Supply Co., hardware, are discontinuing their branch here.

Montreal, Que.—Universal Wire Goods Co. and Universal Awning Co., dissolved, have been succeeded by Universal Wire Goods and Awning Co.

London, Ont.—Mr. Longford, formerly in the hardware business on the Ham-

ilton road has taken over the Parson's Fair hardware on Dundas St. East.

Fort Frances, Ont.—A Johnson & Co., and Ft. Frances Hardware Co., have amalgamated under the registered name of The Johnson Hardware Co., of Ft. Frances.

Highgate, Ont.—Haining & Ashton, implement dealers, of Highgate, have dissolved partnership, P. L. Ashton retiring. Samuel Haining will continue the business.

Dresden, Ont.—One of the oldest hardware firms in Western Ontario passed out of existence when J. B. Carscallen recently disposed of his business to Wm. J. Jeffs. The business, well known under the firm name of Carscallen Bros., was established 42 years ago, and has always been very successful. Mr. Jeffs has been for several months on the Carscallen staff, and will have associated with him John Houston, some years ago an employe of the firm. The store opened under the new management last week.

Roy E. Carscallen, who has for some years past been active in the management of the Carscallen store, has taken a position with the E. T. Wright Co., of Hamilton as Western Ontario traveler.

## Fire Losses.

Rodney, Ont.—The Canada Casket and Lumber Co. have suffered loss by fire.

Toronto, Ont.—The second fire within two weeks has visited the Standard Sanitary Co., Royce and Landsdowne Ave. The fire occurred in a semi-detached building.

Southampton, Ont.—The building and hardware stock of Robt. McVittie was almost totally destroyed by fire on April 12. Amount of stock, \$6,000. Insurance on building, \$2,000. Insurance on stock, \$3,000. The cause of the fire is unknown, but is supposed to have been the work of an incendiary. The fire started in an adjoining building.

## Personal Notes.

Carman, Man.—Gus Cube who has been employed in the Carman Hardware Co. has accepted a position in Plumas.

E. C. Ten Eyck, representing the Pittsburg Water Heater Co., combined business with pleasure while in Montreal this week with his bride.

The following hardware merchants were in Montreal this week on purchasing trips:—

F. Gloutenay, Mont St. Hilaire, Que.; Mr. Rouleau, St. Tite, Que.; Frank Blais, Ste Thede, Que.; Frank Stafford, Barry's Bay; J. F. Crepin, Chateaugay.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

A review of the market situation reveals the fact that business all around is good. Orders are pouring in from all quarters, indicating a general activity and state of prosperity throughout the country.

In metals, the demand is so large in some lines that deliveries are slow. This is particularly noticeable in iron and steel products. The delay is by no means serious, and the fact is merely noted as an evidence of the splendid demand that is being felt.

The past week has seen a distinct upward trend on the metal markets. Advances have been made in tin, lead, copper and solder. These advances are important in themselves, but they have a direct significance in the matter of price developments in many lines of manufactured goods. With metals higher, it is pretty certain that prices in many lines of finished products will go up.

Hardware jobbers report that the volume of business being done is exceptionally good. The rather gloomy reports which formerly emanated from Western points are no longer received. In their stead come statements which show a growing feeling of optimism and a gradual renewal of complete confidence.

Collections are reported to be much better in practically all sections. There is a distinct betterment in the West.

## MONTREAL.

Montreal, Apr. 16.—Hardware trading is very brisk this week. The spring weather has brought in stacks of orders and the wholesalers are rushed keeping up with the business in hand. The demand has been so heavy that supplies in many lines are beginning to get short. Shovels are very scarce at present and an advance is anticipated unless supplies come forward more rapidly.

Prices are steady and no changes are reported this week at all. The rising metal markets will have a tendency to stiffen prices on metal lines.

It is expected that river navigation will open during the next week or ten days. This will bring another influx of orders to swell the stacks of orders now on hand.

Garden Tools.—The demand for this line is getting brisk and several larger orders of garden hose were shipped during the week. Hoes, rakes, spades, sprinklers, trowels, etc., are in good demand.

Lawn mowers and clippers are selling well. In fact all lines of summer goods are moving in large quantities.

Sporting Goods.—There is a brisk demand for these goods. The mild weather has filled the athletic fields to overflowing with an enthusiastic crowd of athletes. Football, baseball, lacrosse, etc., is being played on every vacant lot and the teams are outfitting for the coming season.

Rope.—There is no change in the rope situation and prices are still at the level

quoted last week. Binder twine is selling better under more favorable weather conditions.

Builder's Hardware.—The demand for builders' hardware is exceptionally good for this season of the year. The outlook for the season's business is very promising as the building permits issued so far this year exceed both the number and the money investment of those issued for the same period last year. Supplies of builders' hardware are rather short and it is very difficult to get orders filled at the factories.

Cement is meeting with a heavy sale. Nails remain the same price and are in excellent demand.

Retailers report excellent business so far this season and all hardware stores are very busy at present.

## Routine Business in Stoves.

Trading in stoves is more or less routine business. Preparations for the coming season are about the main items of interest. Booking orders are coming in more freely and it is anticipated that business around May 1st will be a little brisker than at present. On the whole trading is a little quieter than usual at this season of the year.

Heavy Ranges.—Orders for heavy ranges are coming in both for May 1st delivery and for fall delivery. The amount of business already booked is very satisfactory, but the future promises a big year's business. A few stoves are going out every week, but trading is rather quiet at present.

Gas Stoves.—The demand for this

line is quite heavy, but the bulk of the season's orders have been filled. Oil stoves are selling well and manufacturers are still behind in their orders. The sale of these stoves up to date shows an increase over the sales for the same period of last year.

Furnaces.—Orders for furnaces are few and far between these days, but the big increase in building permits for this year promises a nice business in furnaces in due season.

## Shortage is Feared.

Radiators and Boilers.—Very little business is being transacted at present in this department, but the inquiries coming in for quotations promise a nice business later on. Manufacturers are better prepared to take care of the business offered this year than they were last year, but even with these precautions another shortage is anticipated again this year. Prices remain firm.

Refrigerators have been practically all sold for this season. The sales show a big increase over last year's. Tinware and enamelware are selling sluggishly. Galvanized garbage cans and pails on the other hand are selling exceptionally well.

Electric specialties are in good demand and selling well. Ice cream freezers are still in good favor.

## Metal Prices Advancing.

The metal market continues to advance with tin in the limelight. The advances this week are more marked and appear to be tainted with speculation. The demand on London market is lighter than last week, but the opening of navigation which is scheduled for the coming week will create a big demand. This fact tends to keep the market firm and advancing. Metals have not been advanced on the local market as yet, but it is anticipated that if the market continues strong that prices will be advanced before the end of the week.

Tin.—During the past week tin has advanced £10 on the London market and is very firm at this level. The New York market has advanced 1¼¢ per lb., during the same time. The local market remains the same as last week, but it is anticipated that prices will be advanced during the week. The demand for tin and tin plates is very good.

Copper.—The London market is 12s. 6d. higher than last week while New York is 20¢ per cwt. higher. The local market remains the same with casting ingots selling at \$17.75. The demand is



## HARDWARE AND METAL

fair, but indications point to larger business with opening of navigation which will be in a few days now.

**Lead.**—Lead continues to advance. The week just past shows a net increase on the London market of £1 7s. 6d. Domestic pig lead has advanced to \$5.25 on the local market. Imported pig is also quoted at the advanced price. Sheets on the other hand are unchanged. The demand for lead is fair with a nice volume of business being transacted. Both the primary and local lead markets appear to have strong upward tendencies.

**Pig Iron.**—London market reports an advance for the week of 6 pence, but the local market remains the same. Deliveries of iron and steel products are slow. Prices of pig iron are quoted about \$2.00 less at opening of navigation than from stocks in store.

### New Prices on Boiler Tubes.

**Boiler Tubes.**—The new prices on boiler tubes which went into effect this week is as follows:—

1¼ to 1¾ inch per 100 ft. ....	\$10.45
2 " " " " ....	9.60
2½ " " " " ....	12.25
3 " " " " ....	13.30
3½ " " " " ....	15.55
4 " " " " ....	19.80

**Spelter.**—Foreign spelter is up 5 shillings while St. Louis is 7½c per cwt. lower than last week. Locally prices remain unchanged.

### TORONTO.

Toronto, April 17.—Several advances have occurred in the metal market during the past week. There is a good demand for metals, and Toronto jobbers are well satisfied with the business that is being done. Hardware jobbers report business as being excellent. No price changes have occurred during the week, but quotations are firm. Stove manufacturers report an improvement in business, due to the spring-like weather of the past week. Collections are improving.

### Strength in Metal Markets.

The metal markets have been showing continued increased strength during the past three weeks. Business is reported as being very satisfactory, and there have been several advances in price during the past week. Solder, tin, copper, spelter, pig lead have all advanced slightly. There is still the same pressure in obtaining deliveries in bars, bands and plates. Ingot metals are on the upward trend, and good business is being done. Jobbers' stocks of black and galvanized sheets are getting low, owing to the great demand for immediate shipments from stock. There is

no change in the pig iron situation, and prices remain firm at former quotations.

A fairly good business is being done. Good business is also being done in old material. There is a strong demand for structural steel on account of the extensive building operations that are being carried on.

### Advance in Tin.

The prediction in last week's issue of Hardware and Metal that further advances in tin were anticipated proved correct, as an advance of 1c per lb. has taken place. The market is strong, and there is a good demand.

### Advance in Solder.

An advance of 25c per 100 lbs. has taken effect, and the price now quoted for half and half solder is 28¾c. The market is strong. Tin and lead have both advanced during the past week, and this will help to keep the solder market firm.

### Slight Advance in Copper.

An advance of 10c per 100 lbs. has taken effect in copper. This makes the prices in Toronto from \$16.10 to \$16.35. There is a firm tone to the market, and the demand is good.

### Further Advance in Lead.

An advance of 25c per 100 lbs. has occurred in pig lead during the past week. This advance followed an advance of 10c during the previous week, which was reported in our last issue. Stocks in Toronto are light, and there is a good demand. The continued high price of lead and tin has affected the solder market, as reported elsewhere.

### Slight Advance in Spelter.

Spelter has advanced 5c per 100 lbs. This advance followed an advance of 10c per 100 lbs. of the previous week.

### Iron and Steel.

No price changes have occurred; there is still the same pressure in obtaining deliveries, especially in bars, bands and plates.

### Other Metals.

Antimony, aluminum and pig iron are unchanged, and the situation is much the same as during the previous week.

### Babbit Metal.

Quotations on babbitt metal still range from 6c to 60c per lb., according to brand. Prices are very firm, and the demand is good.

### Nails, Wire, Etc.

Wire nails are still quoted at \$2.40 base in small lots; cut nails are quoted at \$2.80 in small lots; barbed wire still remains \$2.55, and prices are firm. The recent advance of \$1 per ton on the American market has not affected prices in Canada up to date.

### Rope, Twine, Etc.

The rope market is in very much the same condition as during the previous week. Pure Manila is quoted at 17c base, British Manila at 13c, and Sisal at 12c.; prices are firm. The new differentials on rope were published in Hardware and Metal in our issue of March 15. Binder twine is still quoted at 12¾c for 650 ft. twine; 11c for 600 ft. twine; 10c for 550 ft. twine; 9½c for 500 ft. twine; ½c per lb. allowance on 5 tons or over; ¼c per lb. allowance on 10 tons or over; freight allowed to the nearest car point.

### Wood Screws.

No change has taken place since the advance published in Hardware and Metal some weeks ago. Flat head bright screws are quoted at 85-10 per cent.; round head bright at 80-10 per cent. The remaining discounts on screws may be seen in our current market quotations.

### Poultry Netting and Screen Wire.

There is a heavy demand for poultry netting and screen wire cloth. The former is quoted at 55 per cent. for 2-in. mesh, and the latter is quoted at \$1.55 in 100 ft. rolls and \$1.60 in 50 ft. rolls.

### Screen Doors, Hinges, Etc.

Common screen doors, oak grained, with 4-in. stiles, are quoted at \$8.40 per dozen; japanned screen door, spring hinges, are quoted at \$9.25 per gross; screen door sets range from \$14.95 to \$19.55 per gross sets.

### Washing Machines, Wringers, Etc.

There is a good demand for washing machines and wringers. The discount is still 20 per cent., and list prices may be found in current market quotations.

### Leather Belting.

No price changes have been reported. Extra belting is still quoted at 60 per cent., and standard belting at 60-10 per cent.

### Summer Goods.

Jobbers report good business in summer goods. Ice cream freezers, refrigerators, hose, lawn mowers, grass catchers, etc., are being shipped in large quantities. Business with the hardware jobbers is exceptionally brisk.

### Builders' Hardware.

There is a good demand for all classes of building material. A large amount of building is under way in Toronto.

### Activity in the Stove Line.

The advent of spring has caused considerable activity in the stove line, and manufacturers are very busy. The railway companies have been accepting freight for up-lake ports for the past two weeks, and a large number of booked orders are being sent out.



## Galvanized Wares in Good Demand.

There is a heavy demand for galvanized garbage cans and wash tubs, the former being quoted at 40 per cent. and the latter at 45 per cent. off the standard list. Galvanized pails are quoted at 50 per cent.

Enamelware.—There is a good demand for enamelware, and the discounts remain unchanged.

## Gas Ranges.

A large business is being done in this line. The advent of spring has caused considerable activity. There is an increasing demand for the better grades. Gas plates, coal oil cooking stoves, ovens, gasoline stoves, etc., are in good demand.

## Electrical Goods.

The demand for electrical goods is heavy, especially irons and vacuum cleaners.

## WINNIPEG.

Winnipeg, April 15.—Prices on all lines are very firm, but no advances are recorded here this week. Lead is, however, weaker and further reduction would not surprise, although the markets in the East are said to be strong. Lead prices have no doubt been a little inflated here for some time.

There is a good demand for structural iron and steel rods for reinforced concrete construction. Ironworkers have a good deal ahead to occupy them, but this was largely due to last year's orders being unfilled. There will probably be less building activity than was anticipated, but from all signs, construction work will not fall short of last year's programme.

Sheet metals are very firm and any changes that occur will be in the nature of advances.

## Improvement Noted.

Wholesale hardwaremen report an improvement in business during the past week and are inclined to regard the future hopefully. An unfavorable feature is the slowness in collections which still continue to be anything but satisfactory.

Building permits for the year up to date amount to \$3,188,800 and there is already considerable activity in building and in builders' supplies.

Spring and summer sporting goods are now moving quite freely, the extremely fine weather is giving an impetus to these lines a little earlier than usual.

There is a good demand for contractors and garden tools and the usual lines of hardware required on the farm at the opening of the season.

Implement houses are doing considerable trade both in new machinery and in repairs and parts.

Seeding has already commenced in many districts but is not likely to start in the Red River Valley proper for a couple of weeks.

## Fair Movement in Stoves.

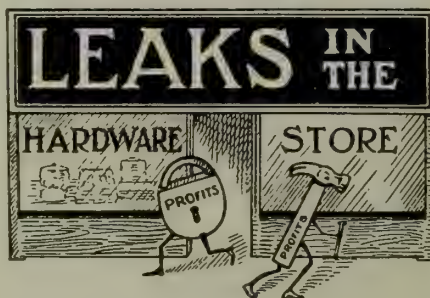
"We could do any amount of business if we so desired, but circumstances force us to be very conservative," explains the business situation in Winnipeg to-day as applied to stoves and pretty well all other lines.

There has, however, been and there still continues a very fair movement of light cook stoves such as immigrants usually buy on arrival. Heavy ranges are in poor demand at present. Few farmers have cash to spare for investment in these lines this year and the city trade in such lines is also dull.

Gas stoves, oil stoves, and electric cooking apparatus are in fair demand and for these lines there is every promise of big business during the next few weeks.

Refrigerators, churns and freezers are moving in satisfactory volume and there is also a fair movement of enamelware and stove furniture in general.

The remarkably warm and fine weather at present prevailing is undoubtedly helping business conditions.



A paint manufacturer received an urgent order for paint color cards a few days ago from a dealer, who stated that he had run out of color cards and did not have a supply to give to his customers. This dealer had been given supplies of paint color cards several times during the past few weeks; in fact, he had been given more color cards than some other dealers who handled almost double the quantity of paint. On making enquiries regarding the manner in which the dealer disposed of so many cards, it was discovered that they were being handed out to school children, who tore off the little color slips and used them for money in playing store.

This is a serious leak, as these cards cost the manufacturer 6c or 7c each, and if used properly, will bring big returns on the investment. If, on the other hand, they are handed out carelessly to children their effectiveness is lost, and the loss does not fall altogether on the

manufacturer, as is demonstrated in this incident where the dealer had no color cards to give to good prospective paint purchasers on account of thoughtlessness on the part of himself or his salesmen in handing out cards to children, who will only destroy them.

## CREDIT FOR WINDOW.

In our last issue we reproduced a show window containing a display of paints in the store window of Geo. Garrett, Gerrard St., Toronto. Through an error this was reported as being in the store of Geo. Garrett, College St., there being two hardware merchants bearing the same name in Toronto.

## PLANT NOT FLOODED.

Hardware and Metal has received a letter from The Fred J. Meyer' Manufacturing Co., Hamilton, Ohio, manufacturers of wire goods, hardware specialties, etc., who were located in the vicinity of the recent disastrous floods, stating that they were exceptionally fortunate in having their factory located in a territory beyond reach of the water, but were compelled to close their factory for two weeks in order to help out their employees, who devoted their time to aiding one another. The members of the company's respective homes were all inundated from 9 to 11 feet, and their individual loss was severe. The factory is now running, and orders are being taken care of in the usual manner. The letter ends: "But the man worth while is the man who can smile when everything goes dead wrong."

## COMPANIES INCORPORATED.

The Stratford Brass Co., Stratford, Ont., have been incorporated.

Canadian Lamp and Stamping Co., Walkerville, Ont., have been incorporated

## HARDWARE LETTER BOX

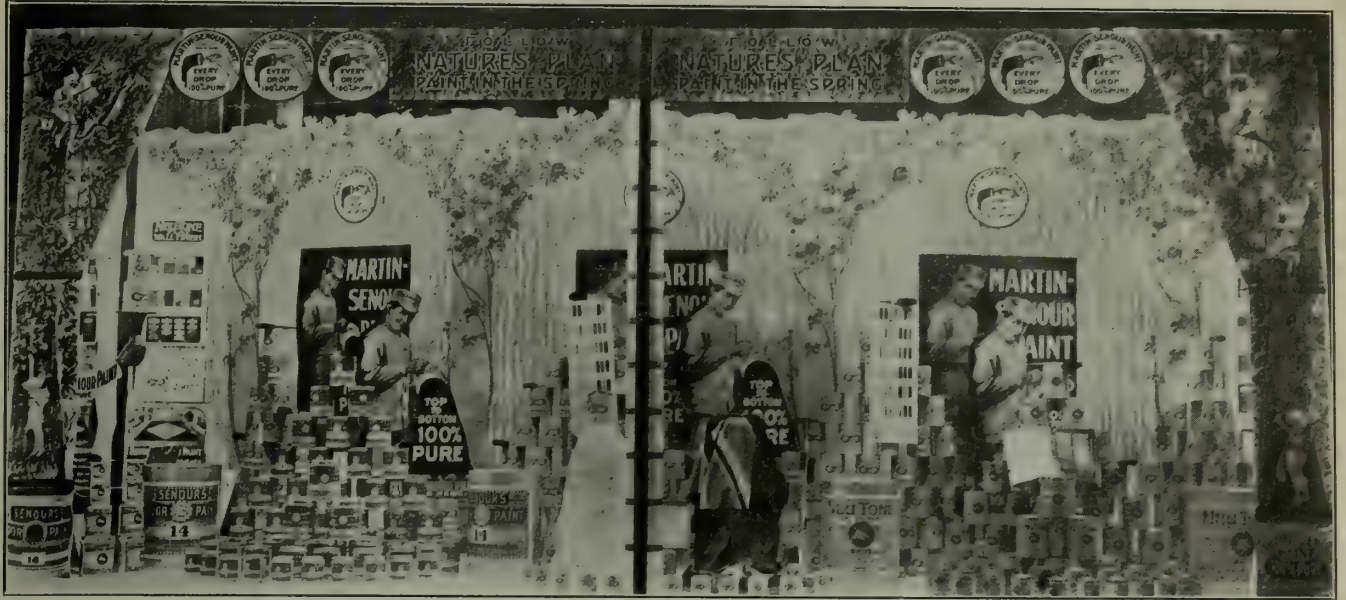


## Wire Lockers.

Marshall-Ecclestone, Ltd., Porcupine, Ont.—"Will you kindly let us have the names of manufacturers of Steel Wire Lockers, such as used in Gymnasiums, etc."

Canada Wire & Iron Goods Co., Hamilton, Ont.; Dennis Wire & Iron Co., Ltd., London, Ont.—Ed.





*A window display arranged in window of Bond Hardware Co., Guelph, by Chas. Byford.*

# Handling Paint on Progressive Lines

The Methods of the Bond Hardware Co., Guelph—Window Displays and Newspaper Advertisements Give Necessary Publicity  
—Conference of Staff With Traveling Salesman is Held.

Paint is a more or less rapid selling commodity, and the dealer who handles a good line is certain to command a certain share of the trade no matter how lax he may be in his methods. Unfortunately a great many hardwaremen are content to let their paint stock sell itself, lending only the assistance of a place on the shelves, perhaps in a remote corner of the store. They get a certain amount of business, but it is seldom that the trade done shows any increase or yields enough profit to make the dealer appraise the department at its true importance.

It is always doubly pleasing to find a hardware store where the paint department is handled in an aggressive manner. It has been the writer's privilege to talk with a good many "live wire" paint dealers and to be initiated into the methods adopted by them to achieve success in the paint trade. There are many stores where the department is managed so thoroughly and on so intensely practical a basis that increases come continually and naturally. In no store, however, is the system of handling paint more thorough and resultful than in the Bond Hardware Co. store in Guelph, Ontario.

The Bond store has been described at some length in Hardware and Metal, and

special attention has been paid in past issues to the location and lay out of the paint department. It is not necessary here then, to expatiate at length on the advantages which have accrued through the extremely favorable location of the paint department in this store. Suffice it is to say that, recognizing the possibilities of increasing paint sales, the Bond Co. set aside a prominent corner of the store for the stock; and the results have amply justified the arrangement.

## Ample Publicity Given.

The next step was to give ample publicity to the stock, and this work was proceeded with vigorously and enthusiastically. The store has an exceptionally wide frontage and the two windows as a result are of unusual dimensions. Ample use has been made of them for the display of paint and other lines included in the department. The accompanying illustration is of a display recently shown in one of the store windows. It is undoubtedly one of the best paint trims that has been submitted to Hardware and Metal in some time and it reflects much credit on Charles Byford, who has charge of this branch of the work. One readily realizes that with displays of this size and standard appearing regularly in the store windows, the people of Guelph are not at all likely

to forget the subject of paint for any length of time.

Window trims are not depended upon solely for publicity purposes, however. The firm uses regular space in the daily newspapers and at set intervals, the copy used features paint products.

## One at a Time.

A rule observed by the firm in preparing their copy is to feature one thing at a time and only one. There are many advantages in this system, chief being the opportunity thus presented of hammering home the advantages of that one line so effectively that people reading the ad. will have no chance of forgetting it. Where space is used in the newspapers every day, it is possible to follow this plan to best advantage, for then it is possible to get around to each department often enough to insure results.

In advertising their paint stock, the Bond Hardware Co. talk flat wall finishes a day or so, then on to floor paint, then to house paints and so on. As the complete advertising space is given up to the one line, it is thus possible to enlarge on the good qualities of each line.

## Getting Master Painters.

A special effort has been made to secure the trade of the master painters



and it has proven uniformly successful. The "test and prove it" policy has been used to good results. The average master painter has an ingrained preference for mixing his own paint. He is "from Missouri" as far as the prepared variety is concerned. But once convinced that ready mixed paint is good and economical, he can be depended upon to remain a steady customer. Recognizing this, the Bond Hardware Co., endeavored to get the master painters to test prepared paint, giving it a fair trial. In practically all cases where the master painter decided to make a test, the results were so satisfactory that the hand mixed kind has not been used since.

#### Well Posted Salesman.

Perhaps the strongest feature of the Bond Co. policy, however, has been the determination to have all members of the sales staff thoroughly posted. Salesmanship in the paint department is at least 50 per cent. knowledge of the goods. Not only does the salesman, who knows his goods and understands their uses thoroughly, have it in his power to very appreciably increase sales, but he also avoids the mistakes which a less well-informed clerk is certain to make. The average customer knows very little about the proper ways of applying paint and varnish. Customers come to the store, expecting to be posted on all such matters. If the advice given is bad, the customer gets poor results from his purchase, and is sure to blame either the merchant or the make of paint. Inestimable harm is being done in this way and much odium often attaches to a thoroughly good article because it has been wrongly applied through ignorance.

#### Held a Conference.

As the best means of spreading the proper knowledge on the products in the paint department, the Bond Co. have adopted a system which has often been recommended in Hardware and Metal. When salesmen from the various manufacturers call at the store, the staff are gathered together and a conference held. The salesmen then give talks on the products they sell, telling about the quality, methods of manufacture and the proper way of using and applying. The members of the staff have an opportunity to ask questions and become thoroughly informed on all points regarding that product.

Such a conference was held one evening recently, when two representatives of the Martin-Senour Co., J. H. Conover, Toronto Manager, and A. T. Black, Eastern Ontario representative, were present. They gave very instructive talks on a number of products, going into the ques-

tion from the standpoint of master painter and householder.

The business end of the conference was followed by a pleasant social hour. Sandwiches were served and songs were rendered by various members of the party, including V. Ireland, city salesman of the Bond Hardware Co. and J. S. Miller, secretary-treasurer of the company. Mr. Millar sang an original song in which he brought out the advantages of knowing the goods, introduc-

ing many funny "hits" not only on the visitors, but on the members of the Bond staff as well.

At the conclusion, T. A. Keatinge, manager of the Bond Hardware Co., thanked the visiting speakers for their talks. "I thoroughly believe," said Mr. Keatinge, "that these meetings of sales staffs are a great help. The idea is one which all merchants should be encouraged to adopt."

## Big Convention Expected at Regina

A provincial convention of merchants is announced to take place at Regina on the 5th, 6th, and 7th of May and promises to be in the language of the local organisers "the most important and popular ever held in the capital of Saskatchewan."

The idea originated with H. G. Smith, president of the Board of Trade. He was at once endorsed by leading retailers and at a joint committee of retailers from Saskatoon and Moose Jaw, it was resolved to organise the convention on the largest possible scale, with the object, if agreeable to the delegates, of establishing a provincial association. Local associations are quite common, though their power in some respects is limited by the want of a strong cohesive force.

The convention will deal with such subjects as buying, credit, insurance, bookkeeping, audit, transportation and traffic claims, advertising, etc. The social functions will include receptions, civic and parliamentary theatrical performances, banquets, automobile tours, etc. The three railroads will issue return tickets for single fare to certified delegates, associates, and wives or daughters. The Secretary, A. M. Nied, Business Men's Convention, Regina, will be pleased to answer any enquiries.

A very large attendance of retailers is anticipated.



#### THE YALE & TOWNE MFG. CO. ANNOUNCE REMOVAL.

The Yale and Towne Mfg. Co., have sent out the following notice from their New York office to their trade customers:—

We hereby give notice that our executive offices will be transferred from No. 9 Murray St., where they have been located for the past fifteen years, to No. 9 East 40th St., New York City, on Apr. 18, where all correspondence should thereafter be addressed. This new location was selected after long and thorough investigation, as the one best suited to meet the convenience of our cus-

tomers and to promote the efficiency of our management. It is the centre of the up-town section of this city, midway between the two great railroad terminals, in the heart of the hotel district, and easily accessible from all parts of the city. The site comprises a plot 50 x 100 ft., occupied by a twelve-storey building, erected and owned by us and carefully designed to meet our requirements. The entire ground floor is devoted to a series of exhibit rooms which when completed, will comprise the largest and most effective display of locks and builder's hardware which has ever been made, and which are designed to serve the convenience of our trade customers generally. In the basement, well lighted, is located the city salesroom, for the convenience of our local trade customers and a large stock room. Also the repair department. The twelfth floor is devoted to the executive offices and the directors' room. On the floors below the twelfth are located the offices of the department managers and the treasurer, and the large clerical force required for the conduct of our business. Three of the lower floors will be rented to other parties for the present, and until required for our own use.

To all of our customers we extend a cordial invitation to visit us in our new location, and to avail of the new and improved facilities which we have thus provided for the conduct of our business.

Respectfully,

THE YALE & TOWNE MFG. CO.

#### BUSINESS CHANCES

FOR SALE—THE BEST HARDWARE BUSINESS in the United Counties. Established 1858. Owner wishes to retire. Will sell building or give lease at moderate rental. Apply to N. Turner & Son, Cornwall, Ontario. (18)

TENDERS AT RATE ON DOLLAR WILL be received by the undersigned up to April 24th for that well-known hardware business in Town of Renfrew, established 1867 by the late P. S. Stewart. Stock, which would run about \$5,000, may be inspected on premises. Agency Sherwin-Williams Paints. Building may be leased if required. The highest or any tender not necessarily accepted. George Stewart, P.O. Box 565, Renfrew, Ont. (18)

#### SITUATION VACANT

WANTED—AN EXPERIENCED HARDWARE traveller for Northern Ontario. Apply Box 790, Hardware & Metal, Toronto. (16)





*Everatt*

# SANITAS

## The Modern Wall Covering

A perfect finish for the finest residence or the modest cottage. Sanitas is made of strongly woven cloth foundation, finished in oil colors with designs reproducing the best tapestry, leather, fabric, Japanese grass cloth, and imported wall paper effects, at a fraction of the cost.

### Sanitary - Serviceable - Artistic - Economical

Sanitas will not fade. Sanitas is sanitary, having a smooth surface there is no place for germs to lodge, it is easily cleaned with a damp cloth. The fact that Sanitas lasts longest, is sanitary, dirt-proof, fade-proof, tear-proof, and a time-saver in house cleaning, proves that it is an economical wall covering. There will be a demand for Sanitas this year—send for samples now.

## The Winnipeg Paint and Glass Company, Limited

Calgary Paint and Glass Co., Ltd.  
Calgary

"Everything for a Building"

Winnipeg

Edmonton Paint and Glass Co., Ltd.  
Edmonton

—Let us have your enquiries for:—

**Cordage, Cotton Ducks, Waste,  
Horse and Wagon Covers, Tents, Flags, Sails  
Marine Hardware,  
Anchors, Lamps, Etc., Fishermen's  
Supplies.**

Send for our 1913 Catalogue—Now Ready

## John Leckie Limited

77 Wellington St. West, - - - - Toronto



# Weekly Market Report --- Paints

## PAINT NOTES.

The feature of the market is the uncertainty with reference to glass. That the strike in Belgium will bring about an advance in prices here and perhaps create a serious shortage, are developments that can almost be counted as certainties.

Winnipeg reports turpentine up in price, but a reduction of 2 cents is noted at Toronto.

It is anticipated that white lead will go up again shortly to the former level.

## MONTREAL.

Montreal, April 17.—The mild spring weather has stimulated paint buying, both in retail as well as in wholesale houses. Paint manufacturers are very busy, and state that business is exceptionally brisk. There are no price changes announced during the week. The increased building operations planned for the coming summer promise a big trade for paint and oil products.

Linseed Oil.—Prices remain as last quoted, but are very firm at present. The demand for oil is a little quiet, but with the cheaper importation rates by water the demand should be augmented. The primary markets have a strong upward tendency. An advance in oil is anticipated daily.

White Lead.—White lead is still selling at the lower level quoted last week, but, with a further advance in the pig lead market, white lead will recover last week's decline. The market has a decidedly strong upward tendency, and an advance may be looked for at any minute. The demand for lead is light at present, but with the commencement of building operations the demand will be heavier. The opening of navigation will also have the tendency to boost sales. In this connection the advance in James & Co.'s leads is worthy of notice. James & Co. quoted white lead in oil at £26 per ton, which is an advance of 10 shillings over last week; dry white lead is selling £1 per ton higher than last week.

Turpentine.—Turpentine is still selling at 62c, with a fair demand. The market is quiet and featureless. The anticipated advance did not materialize during the week. No changes are looked for at present.

Glass.—The demand for glass is quite brisk at present, and the building permits issued for the coming season warrant a much heavier demand. The Belgian labor strike has not had any

effect on the local glass trading, but the price of import glass will surely advance with an increased demand. It is anticipated that prices for import glass will advance rather sharply during the week, as the labor strike has tied up the transportation systems, and importers are unable to move the glass they have purchased. The redeeming feature of the situation is the fact that, on account of the rather dull trading in glass during the past winter, dealers have larger stocks than customary at this season of the year. Should the strike be of short duration these heavy stocks will help to bridge the gap, but, with a long struggle, the supply will be woefully inadequate to fill the enormous demand anticipated during the coming season, due to increased activity in building operations.

Putty.—The demand for putty is heavy, but prices are unchanged.

Paris green is selling well at the same list prices. Prepared paints are in excellent demand, and every line seems to be called for. Special lines are coming into better favor, and are selling well. Whiting is in good demand.

## TORONTO.

Toronto, April 17.—There is great activity in the paint market. The advent of spring has caused a heavy demand for painting materials. Turpentine has taken another drop in price just as we are going to press. Linseed oil is still quoted at former figures. White lead is still being offered at the reduced price, and good business is being done. It is expected that the decline will be of short duration, and an advance in lead is expected at any time.

White Lead.—The reduced price on white lead is still in effect, and the ruling price is \$7.95 in ton lots, with lower prices for larger quantities. The decline was a big surprise to dealers in Toronto, as the pig lead market has been advancing steadily. There is little doubt but what quotations will go back to the old level in a few days. English dry lead has advanced, and there is every indication of an almost immediate advance in white lead here. There has been considerable buying during the past few days at the reduced prices.

Linseed Oil.—Raw linseed oil is still quoted at 58c per gallon in single barrels, and boiled oil at 61c per gallon in single barrels, with the usual quantity reductions. The future price of oil rests largely with the crushers, who could get together and advance prices to a much higher level without fear of foreign competition. The market has been

weak, and there have been some quotations even lower than the ruling price.

## Turpentine is Down.

Turpentine.—A decline of 2c per gallon was reported in our last issue; a further decline of 2c per gallon has taken effect just as we are going to press. This makes the price in Toronto 60c per gallon in single barrel lots, with the usual quantity reductions.

## Paris Green.

No change has taken place in the price of Paris green. A large number of orders are being booked. Quotations for strictly pure green in barrel lots are 19 $\frac{1}{4}$ c; 1 lb. packages are quoted at 22 $\frac{3}{4}$ c; prices on other size packages are quoted in current market quotations.

There is a fair demand for putty. Quotations at present are \$2.50 in bulk casks, \$2.70 in 100 lb. drums, \$3 in bladders. Pure putty is 60c per 100 advance.

## Ready Mixed Paints.

The big spring rush is on in earnest, and paint manufacturers and jobbers are exceptionally busy. Ready mixed paints of all kinds are in heavy demand. Ready mixed paint is quoted from \$1.50 to \$2.00 per gallon in quart cans, according to brand. Varnishes in 1 gallon cans are quoted from 75c per gallon up.

## The Glass Situation.

There is no change in the price of glass in Toronto; the discount remains 15 per cent. It is not known here to what extent the glass industry has been affected by the strike in Belgium, but there is little doubt but what there will be a scarcity and an advance in prices if the strike continues.

## Paint Brushes.

There is a big demand for brushes of all descriptions; prices are unchanged.

## WINNIPEG.

Winnipeg, April 14.—A feature in connection with paints and oils is a further advance in turpentine of 3 cents per gallon. Linseed oil is steady, with flax still at a very low figure. In sympathy with cheaper raw material white lead is also cheaper.

There is a fairly active movement in paints, stains, oils and painters' and glaziers' supplies, and wholesalers express themselves as well satisfied with the volume of business transacted.

The painters' strike here seems likely to be settled on a compromise, and that speedily. Its further continuance or a general strike of the building trades, as was threatened, would very seriously affect all lines of business in the city.



**N**OW that the selling of spring paint has *started* this is a *pressing* question:

Which dealer in your locality will sell most paint?

It will prove to be the dealer who—sells the *best* paint, and whose selling *methods* are the most far-reaching.

## **Who will sell most?**

---

That dealer can be *you*. Send a post card to us *to-day*. You shall have the proof by return mail. Then, if you so decide, a stock of Brandram-Henderson “English” Paint will be shipped to you quickly. You will also receive *effective* selling helps.

Nothing will remain for you to do but to go ahead and *win*.

We corrode and grind *our own* white lead. That is why we are able to put such a *large* proportion of white lead—70% actually guaranteed—in Brandram-Henderson “English” Paint. To this is added 30% pure white zinc. There is nothing hidden in the formula of Brandram-Henderson “English” Paint, either from you or from your customers.

You know exactly what is in it; therefore its enduring power is *evident*. Write at once and learn *all* there is to know about our paint and our agency offer.

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

### ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00  
BABBIT METAL  
Canada Metal Company—Imperial, genuine, 55c; Superior, 60c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c; Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Spooner's Copperline, Tough, Hard, Finest. No. 1 and 2.  
Nicoliumin Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.

### BOILER PLATES AND TUBES

Plates, 1/2 to 1/4 inch, per 100 lbs. 2.40 2.50  
Heads, per 100 lbs. 2.65 2.75  
Tank plates, 3/16 inch 2.70 2.80  
Boiler tubes, 100 ft. 1 1/2 in. 9.75  
" " 2 " 9.60 8.70  
" " 3 " 12.25 11.00  
" " 4 " 13.30 12.70  
" " 5 " 15.55 15.80  
" " 6 " 19.80 19.00

BRASS.  
Spring sheets, up to 20 gauge. 0.27  
Rods, base 1/2 to 1 inch, round. 0.23  
Tubing, seamless base, per lb. 0.26  
Tubing, iron pipe size, 1 inch base 0.26  
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.  
Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Fusion work, 65 p.c.; No. 0, 70, 10 p.c. and 1 and 2 basin cocks, 55, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

### COPPER.

Montreal Toronto  
Per 100 lb.  
Casting ingot 17.75 16.25  
Out lengths, round bars, 1/2 to 2 in. 27.00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches. 29.00  
Copper sheet, tinned, 14 x 60, 14 oz. 30.00  
Copper sheet, planished, 14 x 60, base 37.00  
Brassier, 1/2 sheets, 6 x 4 29.00

### COPPER AND BRASS WIRE.

Brass, 45 & 3/4 p.c.; copper, 45 p.c.  
IRON AND STEEL.  
In car lots. Montreal Toronto  
Canadian foundry, No. 1. 21.50 22.50  
Canadian foundry, No. 2. 21.00 19.00  
Summerlee, No. 2 pig iron 24.50  
Carron, soft 25.00  
Cleveland, No. 1 24.50 25.00  
Clarence, No. 3 24.00 24.50  
Jarow 25.00  
Glenamock 26.00  
Radnor, charcoal iron 31.00 34.50  
Ayresome, No. 3 25.00  
Ferro Nickel pig iron (Soo) 25.00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27.50  
Angles 2.50  
Common bar, per 100 lbs. 2.15 2.05  
Riveted iron, per 100 lbs. 2.35 2.25  
Riveted iron, per 100 lbs. 2.40 2.40  
Hornshoe iron, per 100 lb. 2.40 2.40  
Mild steel 2.25 2.20  
Sleigh shoe steel 2.25 2.25  
(domestic) 2.50 2.25  
Iron finish steel (foreign). 2.50 2.50  
Reeled machinery steel 2.75 3.00  
Sheet cast steel 0.15 0.15  
The alk steel 3.10 3.15  
Mining cast steel 0.07 0.08  
High speed 0.45 0.65  
Capital tool steel 0.50 0.50  
Cammell Laird 0.15 0.15  
Black Diamond tool steel 0.08 0.08  
Corma tool steel 0.04 0.04  
Silver tool steel 0.12 0.12  
Cold Rolled Shafting. 0.06  
1/2 to 1 1/2 inch 0.05 0.05  
1/4 to 1 7/8 inch 0.05 0.05  
1 7/8 to 3 inch 0.05 0.05  
Montreal, 35 and 1 1/2 inch 30.

BLACK SHEETS.			
	Montreal.	Toronto	
10 gauge	2.70	2.70	
12 gauge	2.75	2.75	
14 gauge	2.60	2.55	
16 gauge	2.50	2.65	
18 gauge	2.50	2.65	
20 gauge	2.60	2.65	
22 gauge	2.65	2.75	
24 gauge	2.65	2.75	
26 gauge	2.75	2.85	
28 gauge	2.85	3.00	

CANADA PLATES.			
	Montreal.	Toronto	
Ordinary, 52 sheets	3.10	3.00	
All bright, 52 sheets	3.70	4.15	
Galvanized—Apollo D. Crown		Ordinary	
18x24x52	4.45	4.45	4.75
60	4.70	4.70	5.00
20x28x50	8.90	8.90	9.50
20x28x50	9.40	9.40	10.00

GALVANIZED SHEETS (CORRUGATED).			
	Montreal.	Toronto	
22 gauge, per square	5.75	5.75	
24 gauge, per square	5.50	5.50	
26 gauge, per square	4.25	4.25	
28 gauge, per square	4.00	4.00	
Less 10 p.c.			

GALVANIZED SHEETS.			
	Montreal.	Toronto	
B.W. Queen's Fleur-de-Lis		Gorbals	
Head de-Lis		Best Seat	
16-20	3.70	3.35	3.70
22-24	3.75	3.40	3.75
26	4.20	3.80	4.20
28	4.45	4.15	4.45
Colborne Crown—3.65, 3.70, 3.75, 4.00.			
Less than case lots 10 cents per hd. extra.			

IRON PIPE.			
	Black.	Galv.	
1/4	2.04	2.85	
1/2	2.72	3.67	
3/4	3.16	4.31	
1	4.54	6.19	
1 1/4	6.19	8.44	
1 1/2	7.48	10.13	
2	9.90	13.50	

IRON PIPE FITTINGS.			
	Black.	Galv.	
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable flanged unions, 65.			

SOIL PIPE AND FITTINGS.			
	Black.	Galv.	
Medium and extra heavy pipe up to 6 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.			

RANGE ROILERS.			
	Black.	Galv.	
30-gallon, Standard, \$5.00; extra heavy, \$6.50.			

KITCHEN SINKS.			
	Black.	Galv.	
Cast iron, 16x24 \$1; 18x30, \$1.15; 18x36, \$1.95.			
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.			

HEATING APPARATUS.			
	Black.	Galv.	
Hot Water Radiators—45 and 15 p.c. Hot Water Radiators—42 and 15 p.c. Steam Radiators—44 and 15 p.c. Wall radiators—37 and 15 p.c. Specials—25 p.c.			

OLD MATERIAL.			
	Black.	Galv.	
Dealers' buying prices:			

Heavy copper and wire.			
	Black.	Galv.	
Light copper bottoms	0.10	0.09 1/4	
Heavy red brass	0.10	0.10 1/4	
Heavy yellow brass	0.08 1/2	0.08 1/4	
Light brass	0.06 1/2	0.06 1/4	
Tea lead	0.02 1/2	0.02 1/4	
Heavy lead	0.03	0.02 3/4	
Scrap zinc	0.03 1/2	0.04	
No. 1 wrought iron	10.00	10.00	
Machinery cast scrap.			
No. 1	14.00	14.50	
Store plate	12.50	13.00	
Malleable	10.00	9.00	
Miscellaneous steel	6.00	6.00	
Old rubbers	0.09 1/4	0.08 1/4	

LEAD.			
	Black.	Galv.	
Domestic (Trail), pig. 100 lbs. 5.25 5.00			
Imported pig. per 100 lbs. 5.25 5.00			
Rar pig. per 100 lbs. 5.50 5.50			
Sheets, 24 lb. sq. ft. 7.50 7.50			
Sheets, 3 lb. sq. ft. 6.62 6.60			
Sheets, 4 to 5 lb. sq. ft. 6.50 6.50			
Cut sheets 1/4 per lb. extra.			
Cut sheets to size, 1/4 per lb. extra.			

LEAD PIPE.			
	Black.	Galv.	
Lead pipe, 7/8 in. 20 per cent. off.			
Lead waste pipe, 8 in. 20 per cent. off.			
Traps and bends, 50 per cent.			

SOLDER.			
	Black.	Galv.	
Bar, half-and-half, guarant'd. 0.30 1/2 0.28 1/2			
Wiping	0.28 1/2 0.28		

SHEET ZINC.			
	Black.	Galv.	
5-cwt. casks	8.25 8.00		
Part casks	8.50 8.50		

SPELTER.			
	Black.	Galv.	
Foreign, per 100 lb.	7.00 7.20		

TIN AND TIN PLATES.			
	Black.	Galv.	
Lamb and Flag and Straths.			
56 & 23-lb. ingots, 100 lbs. \$54.00 \$54.50			
Redipped Charcoal Plates—Tinned			

## M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7.00
I X, 14x20 base	8.25
I X X, 14x20 base	9.50
Raven and Murex Grades—	
I C, 14x20 base	5.00
I X, 14x20 base	6.00
I X X, 14x20 base	7.00
I X X X, 14x20 base	8.00
"Dominion Crown Best"—Double.	
Coated, Tissued.	
I C, 14x20 base	7.00 7.00
I X, 14x20 base	8.25 8.25
I X X, 14x20 base	9.50 9.50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4.65
I X, 14x20 base	5.65
I X X, 14x20 base	6.65

Bright Cokes.			
	Black.	Galv.	
I C, 14x20 base	4.80		
20x28, double box	9.00		

Charcoal Plates—Terne.			
	Black.	Galv.	
Dean or J. G. Grade—			
I C, 20x28, 112 sheets	8.25		
I X, Terne Tin	9.75		

Charcoal Tin Boiler Plates.			
	Black.	Galv.	
Cookley Grade—			
XX, 14x56, 50 sheet box	7.50		
XX, 14x60, 50 sheet box	7.50		
XX, 14x65, 50 sheet box	7.50		

Tinned Sheets.			
	Black.	Galv.	
72x30 up to 24 gauge, case	8.50 8.00		
lots	8.50 8.00		
72x30 up to 26 gauge, case	8.95 8.50		
lots	8.95 8.50		
Less than case, 25c 100 lbs. extra.			

WIRE.			
	Black.	Galv.	
Annealed Cut Hay Bailing Wire.			
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.			

Clothes Line Wire.			
	Black.	Galv.	
No. 7 wire solid line. No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.			

Coiled Spring Wire.			
	Black.	Galv.	
High Carbon, No. 9, \$2.40 in cars.			

Fine Steel Wire.			
	Black.	Galv.	
Discount 25 per cent. List of extras.			
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire. Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$5. Coopers, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. banks, 25c; in 1/4-lb. banks, 35c; in 1/2-lb. banks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.			

Hay Wire in Coils.			
	Black.	Galv.	
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.			

Galvanized Wire.			
	Black.	Galv.	
From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.			

Poultry Netting.			
	Black.	Galv.	
2-in. mesh, 19 w.g., 50 & 10 p.c. off.			
Other sizes, 50 & 10 p.c. off.			
Poultry netting staples, 55 per cent.			

Smooth Steel Wire.			
	Black.	Galv.	
No. 9-9 gauge, \$2.35 base; No. 10 gauge, 3c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra.			
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50- and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. banks 50c, in 1/4-lb. banks, 75c, in 1/2-lb. banks, \$1.			

Wire Cloth.			
	Black.	Galv.	
Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.			

Wire Fencing.			
	Black.	Galv.	
Galvanized barb	2.42 1/2		
Galvanized, plain twist	2.85		
Car lots and less.			

F.O.B., Montreal.			
	Black.	Galv.	
Wire Rope.			
Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$15.80.			
Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet f.o.b.			





## A Seasonable and Profitable Line

Feature

# FRESCONETTE

The One Perfect Washable Flat Wall Finish

For use on walls, ceilings and woodwork of homes, hospitals and public buildings, where economy, beauty of finish and absolute sanitation are of prime importance.

**"FRESCONETTE" is proving a fast seller**

It is a specialty that will immediately appeal to your customers.

Write for descriptive color folder, showing the 16 handsome tints in combination, in which "FRESCONETTE" is made.

# PINCHIN, JOHNSON & CO.

(CANADA), LIMITED.

MINERVA HOUSE

Established in England  
in 1834

Toronto

Winnipeg

Vancouver

London, England

S-71

## HOW YOU AND YOUR CUSTOMERS LOSE

Isn't it true that paint oils should either be in your customer's can or safely stored in your warehouse? Are yours?

If you are storing them the Old Way in wooden barrels, ordinary tin containers, measuring them in hand receptacles, you must answer "No!" Why?

Because wooden barrels absorb that part of the oil that penetrates the wood—the staves contract with changes in weather and oil seeps through—air plays across the oil and forms "foots" and "fats"—the molasses gates and faucets cannot be shut off instantly—the measuring containers soon become gummed up, dusty and dirty—the floors soaked with your liquid money—etc., etc. These are a few of the ways

## 15% AND MORE OF YOUR PROFITS GET AWAY

And your customers do not get the grade of oil for which they pay. And you wonder why they sometimes kick—that is, if you hear at all.

## A BOWSER SAFE OIL STORAGE SYSTEM

is for your oils what your bank is for your cash. It is a tireless, accurate, recording clerk that measures and keeps tab on every drop of oil bought and sold. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters—reduces your premiums—and soon pays for itself. At any rate write for free descriptive illustrated book. It is well worth reading.

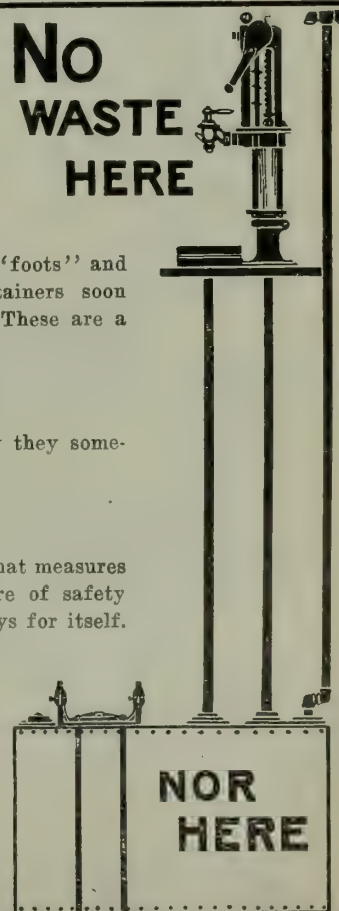
**S. F. BOWSER & CO., INC.,**  
TORONTO, ONTARIO, CANADA

66-68  
FRAZER AVENUE

Made by Canadian Workmen and Sold by Canadian Salesmen  
Sales offices in all centres and representatives everywhere.

Patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage distributing systems, oil filtration and circulating systems, dry cleaner's systems, etc.

Established 1885.





# HARDWARE AND METAL

Crystal Damar	1.00
No. 1	1.25
Pure asphaltum	1.40
Oilcloth	1.50
Lighting	1.60
Elastilite varnish	1.75
Copalline varnish	1.85
Granitine floor finish	1.95
Jamieson's floor enamel	2.00
Sherwin-Williams kopal varnish	2.10
Canada Paint Co.'s sun varnish	2.20
"Kyanize" interior finish	2.30
"Flint-Lac" coach	2.40
B.H. Ltd. "Gold Medal" cases	2.50
Depend on L. H. Oil Finish	2.60
Elastic Floor	2.70
Flatline floor finish	2.80
Elastic exterior finish	2.90
Stovepipe varnish, 1/2 pt., gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.65
No. 1 orange shellac varnish, bbls	1.40

Window Glass.	
Size United	Double
Inches.	Star Diamond
Under 26	\$4.25 \$4.25
26 to 40	4.65 6.75
41 to 50	5.10 7.50
51 to 60	5.35 8.50
61 to 70	5.75 9.75
71 to 80	6.25 11.00
81 to 90	7.00 12.50
91 to 100	8.00 15.00
101 to 110	9.00 17.50
111 to 120	10.00 20.50

Montreal prices, no discount.	
Size United	Double
Inches.	Star Diamond
Under 26	3.40 5.00
26 to 40	3.60 5.45
41 to 50	4.00 6.25
51 to 60	4.25 6.75
61 to 70	4.50 7.25
71 to 80	4.75 7.75
81 to 90	5.00 8.25
91 to 100	5.25 8.75
101 to 110	5.50 9.25
111 to 120	5.75 9.75

White Lead Ground in Oil	
Montreal	Toronto
Per 100 lbs.	Per 100 lbs.
"Anchor," pure	7.80 7.95
Brandram's B.B. Genuine	7.80 7.95
C.P.C. decorators, pure	7.80 7.95
Crown and Anchor, pure	7.80 7.95
Elephant, Genuine	8.10 8.25
Essex, Genuine (Windsor)	8.00
Island City Decorators'	
pure	7.80 8.50
Lily Pure	7.80 7.95
Moore's Pure White Lead	8.00
Monarch (Windsor)	8.50
Munro's Select Flake White	8.50 8.55
Purity C.O. Co.'s, Ltd.	7.70
Ramsay's Pure Lead	7.80 8.40
Ramsay's Exterior	7.80 8.15
Sterling Pure	7.95
Tiger Pure	7.55 8.40

Terms—2, 3, 5, 10, 30 days or 3 months from date of shipment. Packages 25 lbs. and over \$50-lb. keg, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. White Zinc (Dry)	
Extra Red Seal, V.M.	0.07%
White Zinc in Oil	
Pure, in 25-lb. irons	0.10
No. 1	0.07
No. 2	0.05%
Whiting	
Plain, in bbls.	0.10
Guders bolted in barrels	1.00

HARDWARE	
Adzes	
Carpenters', per doz.	12.50 14.00
Plain ship	18.00 22.00
Axes and Hatchets.	
Single bit, per doz.	6.75 9.50
Double bit	10.50 15.00
Fench Axes	6.75 10.00
Broad Axes	22.75 25.00
Hunters' Axes	5.00 6.00
"Boys" Axes	5.75 6.50
Lathing hatchets	4.70 10.00
Shingle hatchets	1.45 6.75
Claw hatchets	1.70 1.00
Barrell hatchets	5.50 6.50

Ammunition	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 20 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 1 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Hegala" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shell, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Shot standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 8c; no. 28 ball, \$1.200 per 100 lbs.; bags less than 25 lbs. 1b.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	
Augers and Bits.	
Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47 1/2
Clark's expensive	40
Jennings' Gen auger, net list	40
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	

Barn and Parlor Door Hangers.	
Richards Wilcox No. 021 B.D. Trolley, pt.	0.80
Hanger, full set	2.75
Stearns wood track	Special
Zenith	9.00
Atlas, steel covered	5.00 6.00
Perfect, No. 1	8.50
Perfect, No. 1 1/2	9.50
Perfect, No. 2	10.00
New Milo, flexible	6.00
Double strap hangers, dozen sets	6.50
Standard jointed hangers, dozen sets	6.45
Steel King hangers, doz. sets	6.40
Storm King and safety hangers	6.25
Storm King rail	4.25
Crown	4.50
Sovereign	7.25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.)	3.25
Steel track, 1 1/4 in.	4.75
Barn Door Latches.	
Challenge, dozen	2.25
Defiance, dozen	2.75
Gem, dozen	7.50

Bells.	
Door bells, push and turn, \$3 doz. up.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22 up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	
Belting	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	
Bird Cages.	
Brass and Japanned, 40 p.c.	
Bolts and Nuts.	
Carriage Bolts, common, new.	
\$1 list.	
Carriage Bolts, 1/2 & smaller, 50 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and less	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Store nuts, per lb., 5 1/2 to 6c.	
Store Bolts, 80.	

Building Paper, etc.	
Tarred Slaters' Paper, per roll.	0.95
O.K. Paper, No. 1, per roll.	0.95
O.K. Paper, No. 2, per roll.	0.70
Plain Fibre, No. 1, p. 400 ft. roll	0.30
Plain Fibre, No. 2, p. 400 ft. roll	0.35
Tarred Fibre, No. 1, 400 ft. roll	0.32
Tarred Fibre, No. 2, 400 ft. roll	0.43
Tarred Fibre Cyclone, 25 lbs., roll	0.62
Dry Cyclone, 15 lbs.	0.50
Plain Surprise, per roll	0.42
Resin sized Fibre, per roll.	0.42
Asbestos Building Paper, p. cert.	4.00
Heavy Straw, plain and tarred, per ton	35.00
Carpet felt, per cwt.	2.60
Tarred wool roofing felt, cwt.	2.00
Pitch, Boston or Sydney, 100 lbs.	0.85
Pitch, Scotch, per 100 lbs.	0.85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2.60 3.00
2 Ply Ready Roofing, per sq.	0.75
3 Ply Ready Roofing, per sq.	0.85
2 Ply Ready Roofing, per sq.	1.15
3 Ply complete, per roll.	1.35
Liquid Roofing Cement, bbls., per gallon	0.17
Liquid tins cement, 5c	0.19
Crude coal tar, per bbl.	4.50
Refined coal tar, per bbl.	5.00
Shingle Varnish, per bbl.	5.00
Caps, per lb.	0.05
Rails, per lb.	0.05
Mop Cotton, per lb.	0.17

Batts.	
Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast from loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Cement and Firebrick.	
Canadian Portland, bags, per 155 1.70	
White Bros.	2.00 2.05
"Lafarge" cement, in bags	3.40
Fire brick, Scotch, per 1,000 23.00 28.00	
" English	17.00 21.00
" American, low	23.00 25.00
" high	27.50 31.00
Fire clay (Scotch), net ton	5.00
Fire clay (American) net ton	5.00 10.00
Chalk and Penclis.	
Carpenters Colored, per gross	0.65 0.80
lead pencils, p. gr. 2 1/4 0.75	
Chisels.	
Cold chisels, 5 x 6 in., dozen	2.20
Bevel edge, 1 inch, doz.	2.50
Chain.	
Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.50; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1, \$3.40.	
Stall fixtures, 35; trace chain 45; jack-chain, iron, 50; jack-chain, brass, 60; cow ties, 40; halter chains, 50 and 5; tie outs,	

75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in.	2.50
adjustable, 4 in.	7.60
Carpenters, 3 feet	3.50
Conductor Pipe.	
2 inch, in 10 foot lengths	3.45
3 "	4.20
4 "	5.53
5 "	7.80
6 "	9.25

Cotter Pins.	
Copper and Nickel Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 5c doz. more than list price.	
Canadian.	
Door Sets.	
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)	1.80
Double sets, each	3.25
Unbreakable rail, 100 feet	5.00
Door Springs.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
Draw Knives.	
Carpenters 6 inch, doz.	5.25
Folding handles, 8 inch, doz.	1.00
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutcheon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	

Eavetroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3.02
12 "	3.31
12 "	3.88
15 "	5.53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	
Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 p.c. with dome top, 15c extra. Retinned, 7 1/2 and 5.	
Plain, 7 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasps.	
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65%
Delta Files	60%
Nicholson	66%
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35
Forges.	
Blacksmiths portable, 135 lbs.	9.65
Galvanized Ware.	
Duferin pattern rails, 45 per cent.	
English pattern 45 per cent.	
Galvanized washbuds, 45 per cent.	
Grindstones.	
Over 40 lbs. and 1 in. thick, per 100 lbs.	1.25
Smaller sizes extra.	

Hammers.	
Tack, iron, doz.	0.35
Ladies claw, handled, doz.	0.40
Adze eye nail hammer, 10 oz., doz.	1.25
" " heavy handle, 1 lb., doz.	6.25
" " straight claw 1 lb., doz.	7.00
Farriers hammers, 10 oz., doz.	5.00
Tinners setting, 1/2 lb., doz.	4.50
Machinists, 1/2 lb., doz.	3.20
Sledge, Canadian, 5 lbs. and over.	0.06
Sledge, Masons, 5 lbs. and over.	0.06
Sledge, Napping, up to 2 lbs.	0.09
Harvest Tools.	
50 per cent.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood bay rakes, 40 and 10 per cent.	
Lawn rakes, net.	
Halters (Snap and Ring).	
Jute Rope, 1/4-inch, per gross	6.00
" 1/2-inch, per gross	10.50
" 3/4-inch, per gross	13.50
Leather, 1-inch, per doz.	4.00
Leather, 1 1/4-inch, per doz.	5.20
Web	2.45
Sisal Fasteners (Snap and Ring)	
1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	
Hides.	
Trimmed hides, green	0.12 0.13
Trimmed, green and partly cured	0.12% 0.13%
Umal 2 lbs. tare.	
Horsehides, with mane and tail, up to	
Sheep skins, up	1.50

Hinges.	
Blind, discount, 50 per cent.	
Heavy T and strap, 4-in., 100 lb. net	7.25
Heavy T and strap, 5-in., 100 lb. net	7.00
Heavy T and strap, 6-in., 100 lb. net	6.75
Heavy T and strap, 8-in., 100 lb. net	6.50
Heavy T and strap, 10-in. and larger	6.25
Light T and strap, discount 55 p.c.	

Screw hook and hinge—under 12 in., per 100 lb.	4.00
over 12 in., per 100 lb.	3.00
Crate hinges and back flaps, 65 and 5 p.c.	
Hinges (Springs)	
Spring, per gross—No. 5, \$14.10; No. 10, \$19.50; No. 20, \$29.25; No. 50, \$30.50; No. 61, \$2.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface or (6,000), 45 p.c.	
Garden City fire house hinges, 17 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.	
Wrought iron hooks and staples—1/4 x 5, per gross	3.25
5-16 x 5, per gross	3.40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 30 p.c.	
Crecent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	
Horse Nails.	
M.R.M. cold forged process list, 10th January, 1912.	
Size	Length
Nos.	1 1/2-inch
3	3.75
4	3.50
5	3.10
6	2.90
7	2.75
8	2.50
9	2.16
10	1.90
11	1.65
12	1.45

Horsehoes.	
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 1 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.	
Tocals Standard, J.P. & Co.	
"Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.00 per box. Put up in 25-lb. boxes.	



## Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

**ALEX. McARTHUR & CO., LTD.,**

82 MCGILL STREET  
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## HEINISCH TAILOR SHEARS

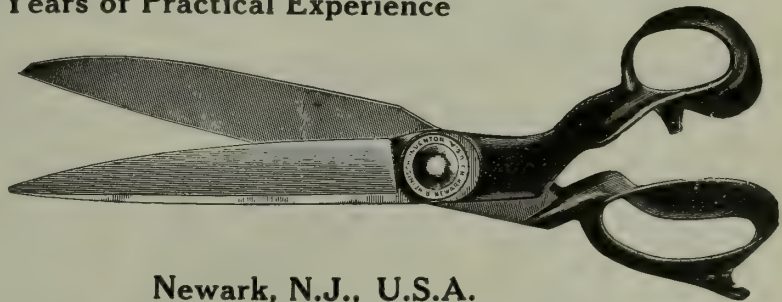
*Are Reliable  
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinisch's Sons Co.,

Newark, N.J., U.S.A.

## RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**

TORONTO WAREHOUSE, THE ONTARIO METAL PRODUCTS CO. 102 Front St. E.

Agents for Alberta: Tees and Persse of Alberta Ltd., Calgary.



# HARDWARE AND METAL

<b>Lumbermen's Supplies.</b>	
Ant hooks, dozen, from	12 00
Axe handles, dozen from	6 90
Cross cut saws, per foot	0 80
Axe wedges, dozen	0 25
Ball and heel calks	4 00
<b>Mallets.</b>	
Tinsmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
<b>Wire door mats, standard, 16x24, doz.</b>	
.....	9 00
<b>Metal Polish.</b>	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
<b>Miners Supplies.</b>	
Mattocks, 6 lb., 18 inch, 36 dozen.	
Picks, 6 to 7 lbs., 4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 16 1/2 in. lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	
<b>Mops and Ironing Boards.</b>	
Mops, per doz.	1 20
Folding ironing boards	16 25
<b>Standard steel wire nails, \$2.40 base.</b>	
Cut nails—Montreal, \$2.60; Toronto, \$2.80.	
<b>Miscellaneous wire nails, 75 per cent.</b>	
Coopers' nails, 3-13 per cent.	
Pressed spikes, 1/4 diameter, per 100 lbs.	\$3.00 base
<b>Plumbers—per 100 lbs.</b>	
Oakum	3 25
<b>Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen.</b>	
Davidson oilers, 40 per cent.	10 00
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
<b>Plated Goods.</b>	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Single" and "Alask," Nevada silver flatware, 42 per cent.	
<b>Pieced Tin Ware.</b>	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pails, 30 and 5 p.c.	
<b>Clay Picks.</b>	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
<b>Wood bench, Canadian, 15 p.c.</b>	
Wood, fancy, 30c to 35 per cent.	
<b>Prices, Pliers and Nippers.</b>	
Buttons genuine, 37 1/2 to 40 per cent.	
<b>Plough Lines.</b>	
Russia snap	30 00
Indian snap	25 00
<b>Pumps.</b>	
Berg's wing pump, 75 per cent.	
<b>Razors.</b>	
Boker's	7 50
Boker's King Cutter	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
<b>Rope and Twine.</b>	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 28
" 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging	0 35
<b>Refrigerators.</b>	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
<b>Rivets and Burrs.</b>	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4 lb. packages 1c per lb.; 1/2 lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
<b>Rivet Sets.</b>	
Canadian, 35 to 37 1/2 per cent.	
<b>Rules.</b>	
Boxwood, No. 68, 2 foot, doz.	1 29
Ivory, No. 1282, 2 foot, each	3 50
<b>Sad Irons.</b>	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 80
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
plated	5 50
Asbestos, per set	1 50
<b>Sand and Emery Paper.</b>	
Sand and emery paper, 40 per cent.	

Sash Weights.		
Sectional, 1 lb. each, per 100 lbs.	2 20	
Sectional, 1/2 lb. each, per 100 lbs.	2 35	
Solid, 3 to 30 lbs.	1 63	
Sash Cord.		
No. 3, per lb.	0 30	
Saws.		
Athens Hand and Crosscut, 25 p.c.		
Diston's Hand, 10 per cent.		
Simonds Hand, 15 per cent.		
Shurley & Dietrich, 40 and 35 p.c.		
Spear & Jackson, 40 per cent.		
Saw Sets.		
Canadian discount, 40 per cent.		
Screen Doors and Windows.	Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 30	
Common doors, 2 or 3 panel, grain-e only, 4-in. style	8 10	
Beaver window screens, 12x18, open 28 1/2 inches	1 00	
Perfection window screens, 12x18, open 22 1/2 inches	1 80	
Model window screens, 12x22, open 36 1/2 inches	2 25	
Scales.		
Gurney Standard, 30 p.c.; Champion, 50 per cent.		
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.		
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50.		
Scythe Snaths.		
Canadian, 40 per cent.		
Screws.		
Wood F.H., bright and steel	85 10	
" R.H., bright	80 10	
" F.H., brass	75 10	
" R.H., brass	70 10	
" F.H., bronze	70 10	
" R.H., bronze	65 10	
Drive screws	65 10	
Set, case hardened	60	
Square cap	60 and 65	
Hexagon cap	45	
Bench, wood, per doz.	55 00	
" iron, per doz.	4 25	
Screws (Machine).		
Flat head, iron and brass, 35 per cent.		
Fillister head, iron, 35; brass, 25 p.c.		
Screw Drivers.		
Sargent's, per dozen	0 65	
North Bros., No. 30, per doz.	1 00	
Scissors and Shears.		
Clausa, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.		
Seymour's, 50 and 10 per cent.		
Acme Shear Co., nickel-plated and japanned, 40 per cent.		
Shelf Brackets.		
No. 140, 65 and 10 per cent.		
Skates and Hockey Sticks.		
Star skates, 35 per cent.		
Baker, hockey, 30c upwards; spring.		
Empire hockey sticks, \$3.00, \$3.50.		
Micmac and Rex sticks, \$4.25, \$5.25.		
Pucks, net, \$1.50.		
Shovels and Spades.		
1st grade	2nd grade	4th grade
Shovels	grade	grade
Draining tools	60	55 and 2 1/2
Scoops	50 and 5	45 and 5
Hollow backs and sand shovels	60	45
Riveted back scopos, 1st, 2nd and 3rd grades, 50 per cent.		
Above discounts on Black Goods only.		
Full Polished Goods, 50c per Doz. net extra.		
Half Polished Goods, 25c per Doz. net extra.		
Squares.		
Diston's, 60 and 10 per cent.		
Stanley Try Squares, size 7 1/2, doz.		
net		\$2 65
Snaps.		
Harness, 25 per cent.		
Soldering Irons.		
Base, per lb., 28 cents.		
Stamped Ware.		
Plain, 72 1/2 and 15.		
Retinned, 72 1/2 and 5.		
Tinners' trimmings, 72 1/2 and 5.		
Saw Spouts.		
Bronzed iron with hooks, per 1,000		7 50
Eureka tinned steel, hooks, per 1,000		8 00
Staples.		
Poultry netting, 100 lbs.		6 70
Bed, 100 lbs., No. 14		6 75
Blind, per lb.		0 12
Coopers' staples, 45 per cent.		
Bright spear point, 75 per cent.		
Stable Fittings.		
Dennis Wire & Iron Co., 33 1-3 p.c.		
Stove Boards.		
Lithographed, 60 and 10.		
Stovepipes.		
5 and 6 inch, per 100 lengths		7 62
7 inch, per 100 lengths		8 18
Nestable, 40 per cent.		
Stovepipe Elbows.		
and 6-inch common, per doz.		1 20
7-inch, per doz.		1 35
Polished, 15c per dozen extra.		
Thimbles, Empire, 70 per cent.		
Stocks and Dies.		
No. 20 Beaver Die Stock		18 75
Stones—Oil and Scythe.		
Washita Oil, No. 1, 6 in., Dozen		6 10
7 in., 8 in.		3 50
No. 2, 6 in., 7 in., 8 in., 2 50		3 10
Hindustan		0 06
slip		0 18
Axe		0 16
Deer Creek		0 18
Deerleik		0 25
Axe		0 15
Lilly White, 6 in., 7 in., 8 in., doz.		6 00
Arkansas		6 60
Water-of-Ayr		6 10
Scythe		3 50
Tacks, Brads, Etc.		
Carpet tacks, blue, 80 and 74 p.c.;		

<b>tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/4 weights, 80; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blue, 65 and 12; cut nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.</b>	
<b>Skin Lines.</b>	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 91
steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 1/2 Steel, No. 1840, 50 ft. ....	1 35
<b>Trowels.</b>	
Diston's, 10 per cent.	
<b>Thermometers.</b>	
Tin case and dairy, 75 to 75 and 10 p. c.	
<b>Tinners' Snips.</b>	
Discount 35 per cent.	
<b>Tinners' Trimmings.</b>	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
<b>Traps (Steel Game).</b>	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Onelda Jump (Star), 50, 10 and 5 p. c.	
<b>Traps (Rat and Mouse).</b>	
Out O' Sight Mouse Traps	0 80
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
<b>Hold-Fast (formerly Devil) Mouse Traps</b>	
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80
<b>Vises.</b>	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
<b>Washing Machines.</b>	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	82 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor., No. 2 & 3, 20 per cent.	85 00
<b>Wringers.</b>	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., doz.	59 25
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
<b>20 per cent.</b>	
<b>Navy, steel wheel, dozen</b>	
Garden, steel wheel, dozen	32 40
<b>Whiffletrees.</b>	
Tubular steel whiffletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neckyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
<b>Wood Handles.</b>	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffles, 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
<b>Wrenches.</b>	
Agricultural, 67 1/2 per cent.	
<b>Wrought Iron Washers.</b>	
Canadian, 40 per cent.	

## WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.95; p.g. oak, \$2.90.	
Auger Bits—"Irwin" bits, 47 1/2; other lines, 70 and 10 per cent.	
Barb Wire—Lynn, 4 p.c., \$2.06 f.o.b. Fort William, \$2.41 Winnipeg; Glidden 2 pt., \$1.94 Fort William, \$2.27 Winnipeg; Baker 2 pt., \$1.93 Fort William, \$2.26 Winnipeg; Waukegan 2 pt., \$1.94 Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.90 Fort William, \$2.18 Winnipeg; American special 3 pt., \$1.68 Fort William, \$1.81 Winnipeg; Plain twist,	

\$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

**Bolts**—Carrage, 50 and smaller, 60; 7-16 and larger, 80; machine, 50 and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 5; small lots, 2 1/2; stove bolts, 7 1/2; sleigh shoe bolts to 3, 50 1/2; 7-16 and up, 40 1/2c.

**Bar Iron**—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$4.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.

**Blocks**—Steel, 50 per cent.; wood, 60 per cent.

**Cut Nails**—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg. \$2.50 Fort William.

**Copper**—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 25c.

**Crowbars**—4 1/2c per lb.

**Corrugated Iron**—28 gauge, \$4.60; 26 gauge, 35. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

**Canada Plates**—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

**Clevises**—7 1/2c per lb.

**Enamelware**—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

**Files**—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

**Galvanized Iron**—Apollo, 16 gauge, \$1.20; 18 gauge, \$1.20; 20 gauge, \$1.30; 22 and 24, \$1.49; 26, \$1.60; 28, \$1.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 28, \$4.85; 28, \$5.05.

**Galvanized Wire**—37 1/2 per cent.

**Grindstones**—Per 100 lb., \$1.65.

**Glass**—Window, single, first break up to 25 united inches, \$1.25; 25 to 40, \$4.60; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

**Horseshoes**—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.80; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

**Horse Nails**—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.55, in 25-lb. boxes.

**Harvest Tools**—60 and 5 p.c.

**Hinges**—Light T and strap, 65 per cent.

**Hooks**—Brush, heavy, per dozen, \$3.75; grass, \$1.70.

**Iron Washers**—Full box, 40 per cent.; smaller lots, 35 per cent.

**Ron Pipe**, black—1/2 inch, \$2.40; 3/4 inch, 2.65; 1 inch, \$3.35; 1 1/4 inch, \$4.00; 1 inch, \$5.75; 1 1/4 inch, \$7.80; 1 1/2 inch, \$9.35; 2 inch, \$12.50; 2 1/4 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

**Galvanized pipe**—1/2 inch, \$3.40; 3/4 inch, \$3.60; 1 inch, \$4.30; 1 inch, \$5.20; 1 inch, \$7.55; 1 1/4 inch, \$10.25; 1 1/2 inch, \$12.25; 2 inch, \$16.40; 2 1/4 inch, \$26.15.

**Logging Chain**—1/4 in., \$5.00; 5-16 in., \$6.50; 1/2 in., \$6.75.

**Lanterns**—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

**Poultry Netting**—55 per cent.

**Plaster of Paris**—Barrel, ton, \$6.00; hard wall, ton, \$11.60; wood fibre, ton, \$12.00. Pig lead—\$5.50. Lead pipe—Full coil, \$6.75 per cwt., cut coil, \$7.75 per cwt.

**Lead Waste**—\$7.25.

**Lead**—Firmier.

**Rivets and Burrs**—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 11, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 8, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

**Rope**—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 15 1/2c; lath yarn, 11 1/2c. Steel Squares—40 off new list.

**Shovels and Spades**—Jones polished, \$3.10 per doz., Fox & Olds, \$7.10 per doz.; Scoops, "E-handle," Black Cat, \$7.00 to \$7.50; "E-handle," Black Cat, No. 6, \$3.40; No. 8, \$3.25; No. 10, \$3.80.

**Solder**—Half and half, \$29 per cwt.

**Screws**—Bright iron round head, 60 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

**Staples**—Bright wire per cwt., \$2.60 at Fort William; \$2.90, Winnieps.

**Lined Oil**—Raw, per gal., 65c; bottled, 70 gal., 80c.

**Turpentine**—Per gal., barrel lots, 75c.

**Dry Colors**—White lead in ton lots, decorators' pure, \$8.75; decorators' special, \$8.00; in small lots advance price 25 cents per cwt.; red lead, kegs, \$5.80; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/2c; less than barrels, 4c; Venetian red, barrels, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

**Putty**—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40.

**Paris Green**—21 1/2 cents per 112-lb.



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Stock an order of Stephens' Yacht Enamel  
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## BUSINESS CHANCES

FOR SALE — **HARDWARE** — SOUTHERN Alberta. Farming and coal mining town. Population 1,000. Stock \$5,000. Half cash handles. Nets \$3,000 yearly. All cash business. Owner retiring. Box 12, Diamond City, Alta. (15)

**HARDWARE BUSINESS—STOCK AT** invoiced prices, store fittings etc., amount to about \$6,000.00. Reason for selling, ill-health. Store and dwelling can be leased. For further particulars apply to Fred F. Heximer, 485 Victoria Ave., Niagara Falls, Ont. (17)

**HARDWARE FOR SALE IN SASKATCHE-** wan town of 300 population, sell stock 90 cents on dollar. Stock and fixtures will run about \$3,000, business established 1903. About \$3,400 cash, property valued at \$3,500. Whole thing can be secured for \$4,500, tinshop, warehouse and barn in connection. In good growing district of city. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask. (20)

**HARDWARE FOR SALE IN WESTERN** City, over 20,000 population, established two years, annual turnover \$50,000. Stock clean and in good condition sell 100 cents on dollar invoice price. Stock runs about \$15,000 half cash payment, balance easily arranged. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask. (20)

FOR SALE—**HARDWARE AND FURNITURE** business at Harris, Sask., on Goose Lake line of C.N.R. Will sell at snap on account of ill-health. Cash for stock and building on time. Write for particulars. T. K. Hopper, Harris, Sask. (16)

FOR SALE—A **FIRST-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A **NICE STOVE AND TIN-** smithing business and residence. Stock about \$1,600.00; turnover about \$10,000.00 per year. First-class locality, convenient to railroads, and plenty of natural gas. Old established business, and will stand closest inspection. Box 734, Hardware & Metal, Toronto. (4tf)

**HARDWARE STOCK AND TINSHOP TOOLS** —in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

WANTED THIS NOTICE TO BE SEEN and answered by a live wire in the Plumbing and Heating and Tinsmithing line who wants an A1 business in good southern Ontario town of 4,500 population. Apply Box 779, Hardware and Metal, Toronto. (8)

FOR SALE—**STOVE AND TINSMITHING** business, also store in the best farming locality in Western Ontario, on main line of G.T. Railway. Splendid opportunity. Box 783, Hardware & Metal, Toronto. (16)

FOR SALE—**GOOD TINSMITHING AND** furnace business. Farm implement trade in connection. Full set of tinsmith's tools and patterns. Good house and shop. Two railroads running into town. C.P.R. and G. T. R. This is a snap for a young man with business ability. Retiring from business and want to close it out at once. Will deal for farm, stock and implements. Box 785, Hardware and Metal, Toronto. (17)

## FOR SALE

**WHITE LEGHORN EGGS FOR SALE, BEST** laying strain in Canada. \$2.00 per 15. Box 225, Lennoxville, Que. (18)

**8 FT. BRAKE, SECOND-HAND, FOR SALE.** Edward Dreis, Chatham. (16)

FOR SALE—**HARDWARE, LUMBER, FURN-** iture and Implement Business. Thriving Manitoba town. Stock, \$5,000, turnover, \$30,000. Particulars, James & Manning, 23 Scott St., Toronto. (16)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —** Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

**THE NATIONAL CASH REGISTER COM-** pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**COMPETENT STENOGRAPHERS IN** search of positions register at our Free Employment Department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator. 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-** stallng an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

## SITUATIONS VACANT

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**HARDWARE SALESMAN WANTED.—** A good salesman. Not less than three years' experience. A fair stockkeeper and a pusher. State salary required. Apply to Geo. A. Sells, Seaforth, Ont. (16)

WANTED — **MAN WITH PRACTICAL EX-** perience in plumbing and steamfitting trades. Must have good education and address. Spend opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

WANTED — **EXPERIENCED HARDWARE** man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

WANTED—**THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

## SITUATIONS WANTED

**FIRST-CLASS TINNER WANTS POSITION** —can also handle any kind of hot water or steam heating. Ready for work at once. Box 782, Hardware & Metal, Toronto. (16)

**HARDWARE SALESMAN — YOUNG MAN,** experience 3 years in Sask., 8 months in Manitoba; married; disengaged end of month or before; a worker; temperate. 504 7th St., Brandon, Man. (16)

**BOOKKEEPER, HARDWARE, FOUR YEARS'** city experience. Have also assisted as salesman. References covering character and ability furnished. Energetic and willing to work. Prefer to go West. Address Box 789, Hardware and Metal, Toronto. (19)

## WANTED

WANTED **IMMEDIATELY — TWO OR** three hardware clerks, with from three to six years' good retail experience. Apply, stating experience, references and salary required, Peart Bros. Hardware Co., Ltd., Regina, Sask. (18)

WANTED—THIS NOTICE TO BE SEEN AND answered by a live wire in the plumbing, heating and tinsmithing line who wants an A 1 business in good southern Ontario town of 4,500 population. Apply Box 719, Hardware & Metal, Toronto. (16)

WANTED—A **RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

**The MacLean Pub. Co.**

143-149 University Ave.

TORONTO



# Jamieson's

*Every can contains the concentrated experience of over half a century.*

## Pure Prepared Paints

Stand for Progress, Profit and Prosperity as every dealer knows who is on our list of agents.

We want YOU to know this too,—it means more business for both of us.

**R. C. Jamieson & Co., Limited**

ESTABLISHED 1858

Montreal

Vancouver



14



## PUMPS

All Kinds

**Hay Unloading Tools.  
Barn Door Hangers.**

The word "MYERS" assures  
QUALITY. Better write to us.

**F. E. MYERS & BRO.  
ASHLAND, OHIO**

J. H. ASHDOWN HARDWARE CO  
Winnipeg, Calgary and Branch Houses

**NOVASCOTIA STEEL  
& COAL CO., Limited,  
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

## New Era Flat Wall Coating IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.

It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

**SANITARY WASHABLE DURABLE**

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

**STANDARD PAINT & VARNISH CO., LIMITED**  
WINDSOR —:- ONTARIO

## TWO CENTS PER WORD

You can talk across the continent for two cents per word



with a WANT AD. in this paper





There is no Better Paint Salesman Than Quality

# Ramsay's PAINTS

## ARE FULL OF QUALITY

You cannot handle a paint that will give the user better service or more satisfaction.

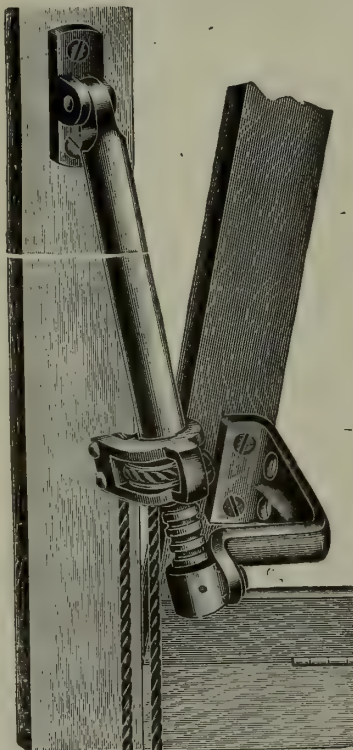
Every can contains quality. Ramsay's Paints cover much surface and are very durable—therefore they are economical.

We want good, live agents to handle this paint. We assure a splendid profit and satisfaction.

Ask us for our proposition.

**A. Ramsay & Son Co. Montreal**

Paint Makers Since '42



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

# EVERED

& CO  
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

## MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

## BRASS FOUNDRY

## LIGHTING FIXTURES

## METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the Factory, Surrey Works, Smethwick, England.





**It takes experience, capital, and up-to-date equipment to make good varnishes. The Canada Paint Company has all these at its command.**

C-P Varnishes are made of carefully selected imported gums which are used with the other necessary ingredients of like high quality and absolute purity.

All our processes are under the supervision of expert varnish makers of long experience. Our Varnish plants are modern and up-to-date in every detail. They have ample stor-

age capacity for the thorough ageing of our varnishes.

**Sun Varnish** is a general purpose varnish to use, inside and outside—it is an ideal product for the dealer to push as a leader.

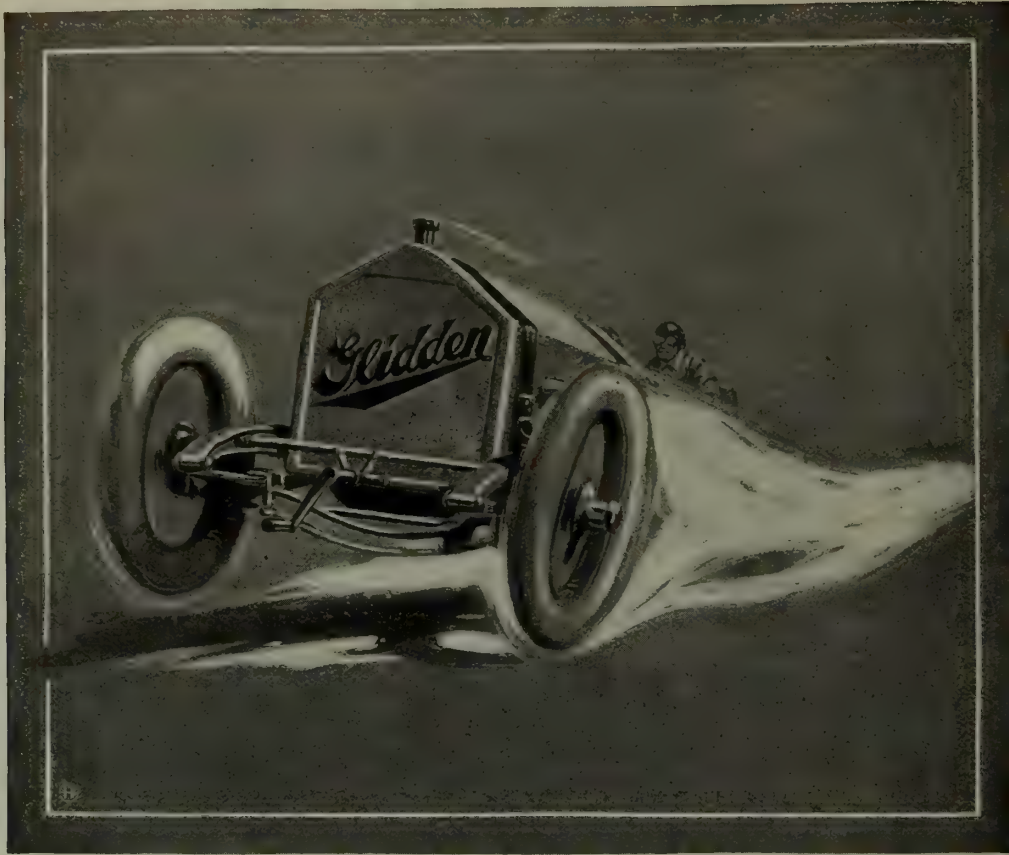
**Sun Water-proof Floor Varnish** is made to withstand foot friction—There is no better varnish on the market for finishing floors or other surfaces subjected to severe weather.



**PAINTS & VARNISHES  
STAINS, ENAMELS, COLORS  
a finish for every surface**

THE CANADA PAINT CO. LTD, MONTREAL, TORONTO, WINNIPEG.





## There's No Speed Limit

**N**OTHING in the world is going to hold you down if you buy right, sell right, hustle, and advertise.

The power behind the Glidden Proposition is a Million Man Power Strong—and more than that. Its cumulative effect cannot be estimated.

We were pioneers in advertising varnishes. We were progressive, we are progressive, and we will continue to be progressive. We work **with** you, not **at** you.

If you don't already know our 1913 proposition on Glidden's Green Label Varnishes, White Enamels, Endurance Wood Stains, JAP-A-LAC, Waterproof Flat Finishes and Cement Coatings, write and ask us.

There's no speed limit to the big profitable business you can build with the Glidden lines plus Glidden quality, plus Glidden co-operation, plus Glidden Advertising.

The *Glidden* Varnish Co.  
TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON



*Here's a  
Good one for  
the Dealer*

The dealer who sells  
*NEU-TONE* has something to toot  
his horn about, and he can blow it as long and  
as hard as he may, but he cannot overtoot the good  
qualities of—

## NEU-TONE

### Flat Washable Wall Paint

If you do not know these qualities, we want to tell you  
about them—we want to put you in the way of a lot of  
good wall business.

Every part of the house has paid tribute to the benefits  
of **MARTIN-SENOUR PAINTS**, and now the walls ring  
like silver to the dealer who sells *NEU-TONE*. You can sell it  
*if you will*—write for the right today.

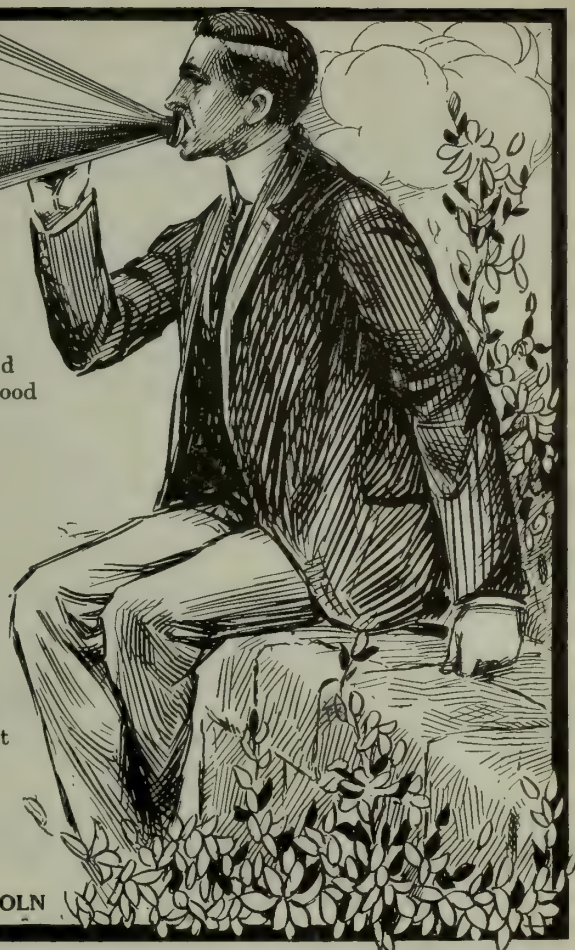
**The Martin-Senour Co.**  
(LIMITED)

MONTREAL

CHICAGO

WINNIPEG

LINCOLN



## STRAIGHT PAINT TALK

Clinching a Grip on the Best Paint Trade

with

### MAPLE LEAF PAINTS AND VARNISHES

The grip that the quality of MAPLE LEAF PAINTS AND VARN-  
ISHES will take on your customers is clinched by the full value service  
they give in spreading easily, covering efficiently, preserving and pro-  
tecting thoroughly and wearing on the job,—not off.

Clinch your grip on the best trade in your town with the MAPLE  
LEAF BRANDS.

#### OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

assists the consumer in  
choosing good colors and  
best methods of applying them. Then directs them to  
the M. L. Agent for their paints and varnishes.

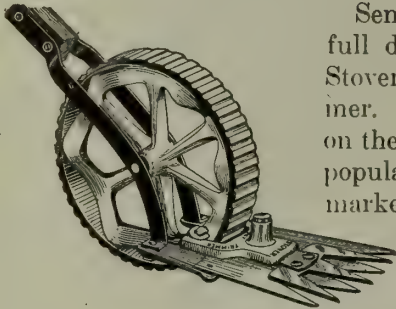
OUR MAPLE LEAF PAINT AND VARNISH PRO-  
POSITION is also a clincher and you will be wise in  
mailing a card to learn of the opportunities it offers  
for better profits.

THE  
**IMPERIAL VARNISH & COLOR Co.**  
LIMITED  
WINNIPEG TORONTO VANCOUVER  
CANADA



# Dealers !

## This is Your Chance



Send to-day for the full details of the Stover Lawn Trimmer. Get the prices on the most efficient popular seller ever marketed.

The Stover gets into the small places — saves back-breaking—is certain of sale.  
Write at once.

**Stover Lawn Trimmer Works**  
Muskegon, Mich.

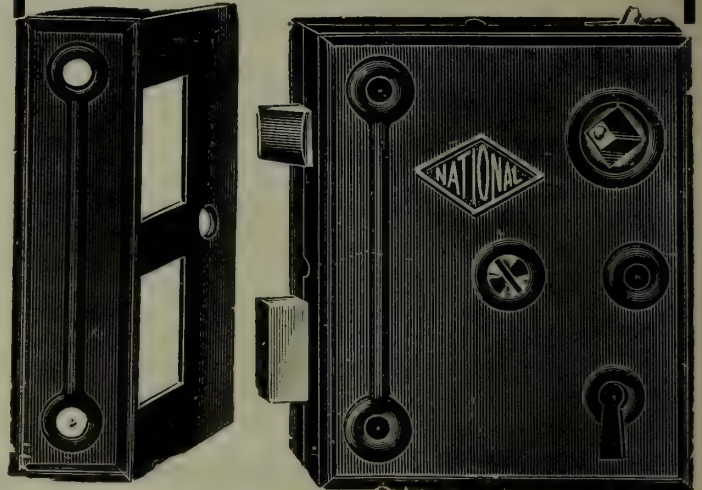
## The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

**ORDER FROM YOUR JOBBER**

**National Hardware Company, Limited**  
ORILLIA ONTARIO CANADA



## To The Hardware Trade



Look over your stock and send your orders in NOW for

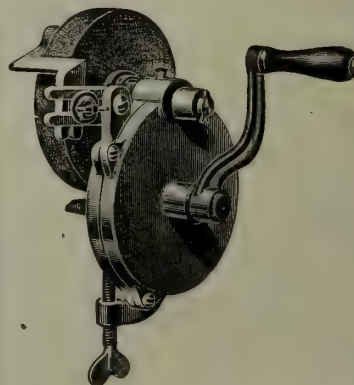
## "Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable time.

Manufactured only by the

**Dominion Belting Co., Limited**  
HAMILTON - CANADA

## Grinder Buyers Will Appreciate The Improved and Patented Features of PERFECTION GRINDERS



They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the 'Perfection' — then you will be sure to satisfy him.

Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.  
Special features for carpenters.

**El Starr Manufacturing Co.**  
Milwaukee, Wis., U.S.A.

Canadian Representative:  
T. Mortimer, Empire Bldg., Toronto, Can.



# DOUGALL

## LINGERWETT

**Dissolves Varnish Instantly**

Apply a good coating. Remove with a cloth or soft brush. No scraping or washing. The surface is ready to refinish.

Booklet free. A Card will do

**The Dougall Varnish Company, Limited**  
MONTREAL

Associated with Murphy Varnish Co., U.S.A.

# VARNISH

## CASTOR OIL

### "HOMCO" BRAND

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

For all medicinal or lubricating purposes.

Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**

Limited

MONTREAL - TORONTO - WINNIPEG

IT HAS BEEN PROVED  
TIME AND TIME AGAIN

THAT

## Reflex Bronze Liquid

when mixed with Bronze Powder forms a Bronze Paint that does not deteriorate as quickly as the prepared kind.

Why not stock these ingredients and recommend them to those who ask for bronze paint. They are **easily mixed** and give a beautiful effect when applied.

The fact that we are receiving many re-orders from dealers is ample proof of the merit of our Bronze Liquid.

**Reflex Bronze Liquid** can be mixed with any make of good bronze powder. We can also supply Bronze Powder if you desire.

We guarantee this combination to give perfect satisfaction or will refund the money.

Send us a trial order to-day.

**The  
Ault & Wiborg Co.**

OF CANADA, LIMITED

**TORONTO**

WINNIPEG

MONTREAL



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

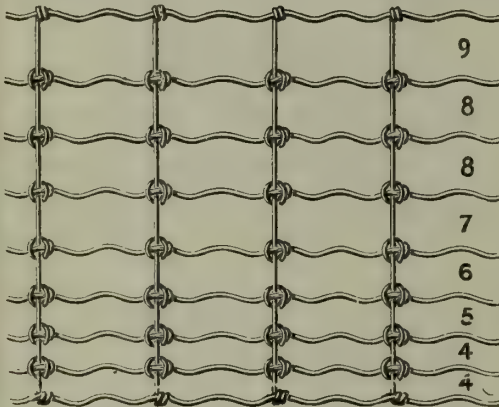
Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

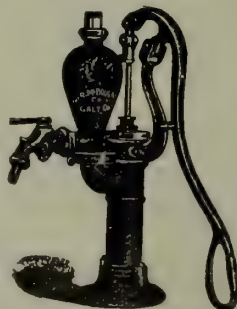
Owen Sound, Ontario

## More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

**The R. McDougall Co., Limited**  
GALT, CANADA

## Revolving Cases

Help Your Clerks to Keep System!

You can do it and save many arguments and much time by installing

**The American Bolt and Screw Case**

Besides being a time saver and a systematizer it gives an up-to-date, business-like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

**The American Bolt & Screw Case Co.**  
Dayton, Ohio, U.S.A.





# Consumers Cordage

Is of a Quality That Ensures Pleased Customers



BRAND

**Cordage, Lathyrn, Twines,  
Packings, Clothes Lines,  
Marline, Tarred Goods,**

of Every Description

Manila Sisal  
Italian Russia  
Jute

Our products are the result of 88 years' experience and the constant aim to keep our goods superior to other makes.

We can give you the quickest service because we have factories and agencies at twelve convenient points throughout Canada.

A trial will convince you that "Lion Brand" Goods are trade winners.

**Consumers Cordage Co.  
Limited**

Factories — Montreal and Dartmouth, N.S.  
Branches — 9 Church St., Toronto and  
St. John, N.B.

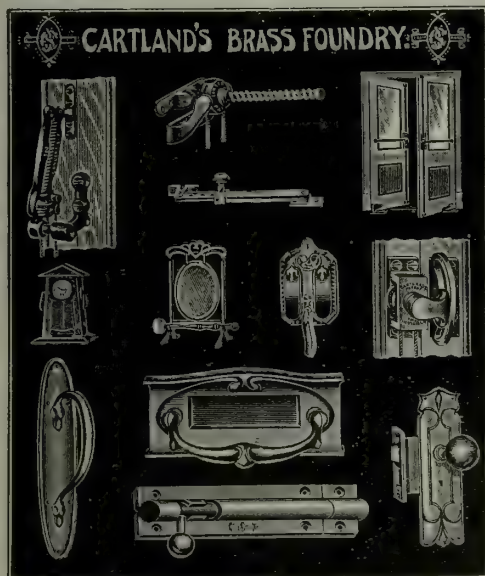
AGENCIES:

F. H. Andrews & Son, Quebec.	McGowan & Co., Vancouver.
Tees & Fersse, Limited, Moose Jaw, Calgary,	Saskatoon, Edmonton.
Winnipeg, Regina,	

## JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.  
Contractors to the Admiralty and War Office



Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

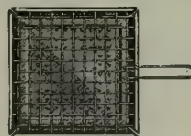
## Wire and Sheet Metal Goods

That Pay Good Profits

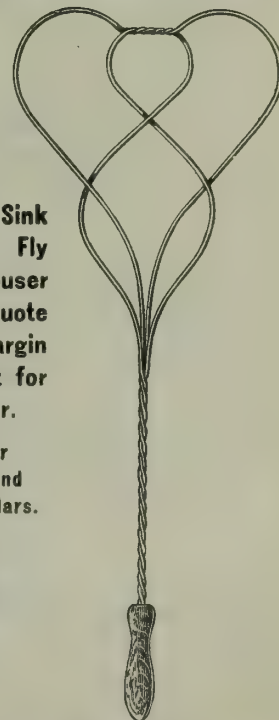
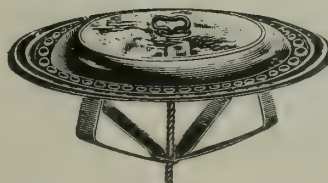
A Splendid Quality For Your  
Notion Counter

We manufacture

Potato Mashers, Electric Egg  
Beaters, Toasters, Flue Stops, Sink  
Strainers, Carpet Beaters, Fly  
Killers, Vegetable Sifters, Trouser  
Hangers, etc., on which we quote  
prices that have a splendid margin  
for profit for  
the dealer.



Write for  
Catalog and  
full particulars.

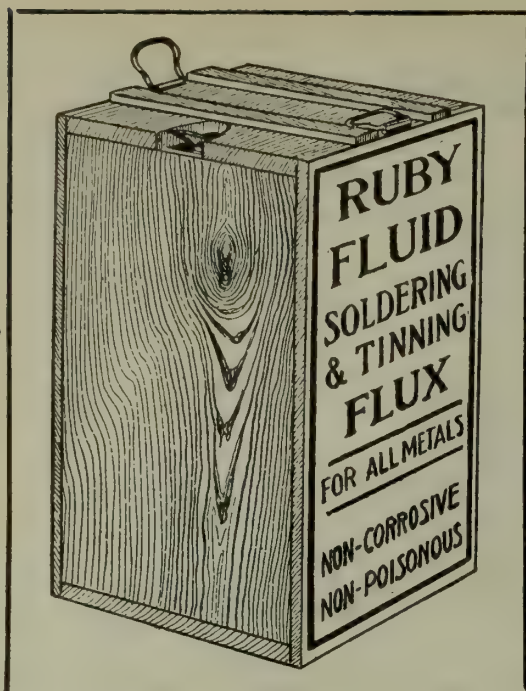


**Andrews Wire Works of Canada, Ltd.**

Watford, Ont.

Rockford, Ill.





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

## Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.



**Something  
Different  
in  
GALVANIZED  
STEEL TANKS**

## No Hoops or Bands

By the introduction of an expensive machine we are able to produce this tank without a hoop or a band. We put two large beads in body which give it great strength. The top edge is folded over twice, making a very strong top.

On tanks 5 ft. dia. and 6 ft. high and larger we put an angle steel around top and one band in center between the two beads. These large beads increase the strength 3 times over, and make the tank very rigid.

Be able to supply your trade with this make of Steel Tank and you'll reap a good profit and give satisfaction.

Our prices to dealers will surprise you.

Write us to-day—our guarantee is your protection.

**The Steel Trough & Machine Co.**

Limited

TWEED

ONTARIO

GORDON & SON  
Eburne, B. C.

J. H. ASHDOWN CO.  
Winnipeg

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



**HANDSOME**

**PRACTICAL**

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

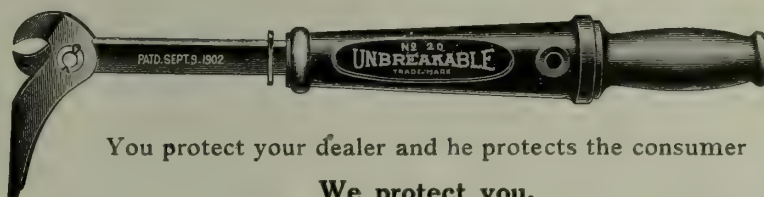
ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO



## Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



You protect your dealer and he protects the consumer

We protect you.

Write for circulars and prices.

**The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.**

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



## There's A Splendid Profit and Much Satisfaction in Selling D. PERES Barrel Brand CUTLERY

If you are particular about the quality of cutlery you handle, sell "Barrel Brand."  
It is the best assurance of absolute satisfaction and good, clean profits.  
The fact that the demand is rapidly increasing is proof of good quality.  
A trial will convince you that "Barrel Brand" Cutlery is the best to handle.

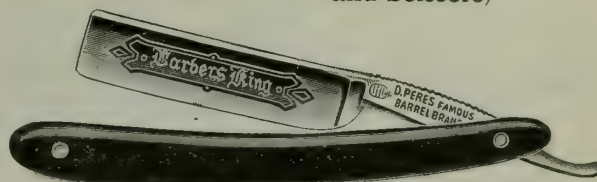
Write to-day for particulars.

Canadian Agents:

**GREEFF-BREDT & CO., TORONTO**

Western Office: Feilman & Jardine,  
222 Portage Ave., Winnipeg.

(Razors, Pocket Knives  
and Scissors)



## Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools

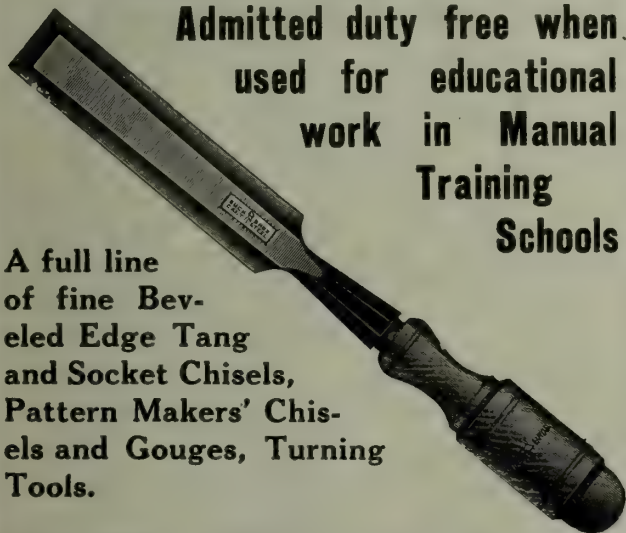
A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.

The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

**BUCK BROTHERS**

Millbury, - - Mass., U.S.A.



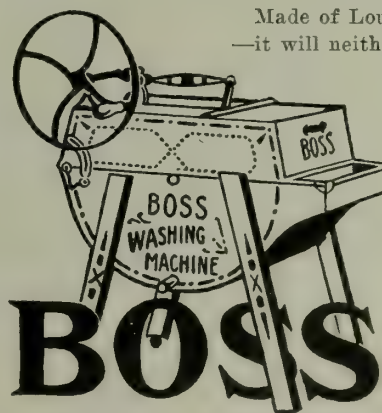
## A Splendid Washer To Offer Your Trade

Your customers can depend on the Boss every week,  
every day if necessary, for a lifetime. It has no parts  
which can possibly get out of order.

Made of Louisiana Red Cypress  
—it will neither warp or split.

Thoroughly  
varnished, but  
not painted.  
The best wash-  
er made. One  
million in use,  
most positive  
evidence of  
real merit.

Give it a  
trial. The sell-  
ing qualities  
will please you.



No. 23

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG



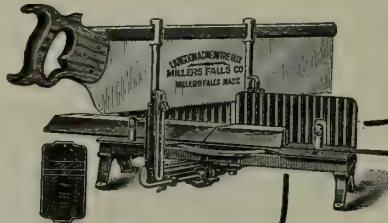


**PERFECT MITRES**  
are always made with  
**THE**  
**LANGDON**  
**ACME**  
**MITRE**  
**BOX**

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

**QUICKLY ADJUSTED FOR ANY ANGLE.** Some of the advantages over older models are:—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 4 in. to 30 x 5 in.



**Millers Falls Co.**  
28 Warren Street  
New York

**Ensure Absolute Satisfaction  
By Selling**

**Peterboro  
Hardware**

**An  
Artistic  
Design  
for  
1913**



No. 18 and 19 Design

**Made in Wrought Brass  
and Steel and Cast Brass.**

**Peterborough Lock Mfg. Co.**  
LIMITED  
PETERBOROUGH, ONT.

**THE AYLMER STOCK  
AND TOWN PUMP**

**Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke**



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

**WRITE FOR OUR  
BIG FREE CATALOGUE**

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO



**The MARK of the MAKER  
Guarantees P. S. & W. Hand Tools**

**T**HIS trade-mark identifies the largest line of hand-tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., offered by any one manufacturer. Every item bearing this mark is fully guaranteed.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Leamont; Frothingham & Workman, Ltd.; L. H. Hebert & Co., Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool Catalog 12-B, listing and describing the complete line.

**The Peck, Stow & Wilcox Co. Manufacturers of Mechanics' Hand-Tools,  
Tinsmiths' Machines, Builders' and General Hardware.** Established 1819  
Address 29 Murray St., New York, N. Y., U.S.A.



**If  
You  
Want  
to  
Handle**



## WIRE NAILS

**OF SUPERIOR QUALITY  
CONSULT US AT ONCE**

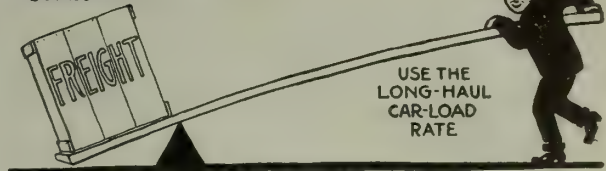
We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

*SEND US A TRIAL ORDER.*

**THE LAIDLAW BALE-TIE COMPANY, LIMITED  
HAMILTON - ONTARIO**

HARRY F. MOULDEN, Winnipeg, Man.  
GEO. W. LAIDLAW, Vancouver, B.C.

WESTERN CONSIGNMENTS  
BULKED TOGETHER



**REGINA  
THE POINT FOR  
RESHIPMENT**

## To Handle Goods at Long Distance

**T**HIS is the way. Bulk together your shipments to western customers, in full car loads if you can. Bill straight through to us in Regina at the low long-haul car-load rate. We will receive, break bulk and re-ship the separate orders to their destinations.

We can also hold a stock of your goods for quick delivery in the West, or we can be your Western Branch House and fill customers' orders.

If you are East and handling goods out this way at a disadvantage, use this long-haul lever, resting the Western end on us. We are at the pivotal point. The three great railway trunk lines pass through Regina and some thirteen roads radiate from it. Already we are storing and forwarding for many Eastern concerns. If you want our service take hold right now. You will be able to move things in the West much more easily.

**REGINA STORAGE AND FORWARDING  
COMPANY, LIMITED, REGINA, SASK.**

WRITE US

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## The Washer

Easy to Sell

**That makes the Washday Bright**

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

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## SUPPLY YOUR FARM TRADE

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# STILL'S

## Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

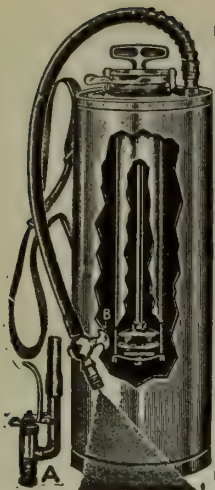
Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

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ST. THOMAS -:- ONT.





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The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

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MANUFACTURERS

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Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

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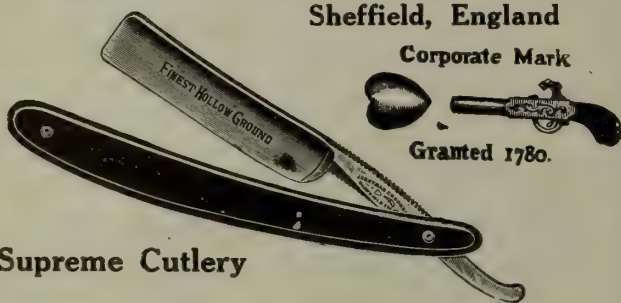
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OTTERVILLE - - - - - ONT.

## Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

## ARCTIC METAL

For Cool Bearings

### BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

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HAMILTON, ONT.

## Pelton's will show you

some excellent lines in Table Cutlery, Butcher's Knives, etc., that are made by G. Perkinson, at 113 Broad Lane, Sheffield, Eng.

They are made from Sheffield steel yet the prices are quite reasonable.

For prices and samples write

### Godfrey S. Pelton & Son

203 St. Nicholas Bldg. - - - - - Montreal

Sole Agents to the Wholesale only

## JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

### CUTLERY

By seeing that this exact  
mark is on each blade.



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### James Hutton & Company

MONTREAL



## The Easiest Running High-Speed Washer Is MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of red cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

### DAVID MAXWELL & SONS, St. Mary's, Ont.



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IS ONE  
of the  
many kinds of  
Machines I  
supply for  
WIRE  
ARTICLES

**MACHINERY**

DRAWING, NETTING,  
CRIMPING, CUTTING,  
WEAVING WIRE.

**FOR**

Making  
Bolts, Coach Screws,  
Cotter Pins, Cut Nails  
and Tacks,  
Electric-welded Chain,  
Furniture Springs,  
Hinges, Hooks, Locks,  
Nails, Rivets, Screws  
Staples, Wire Nails,  
and Any other Article  
made from WIRE.

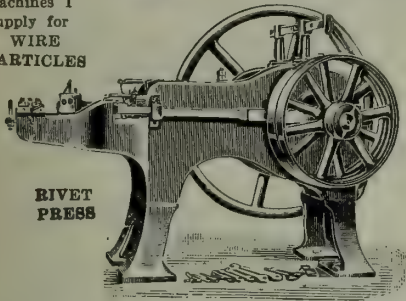
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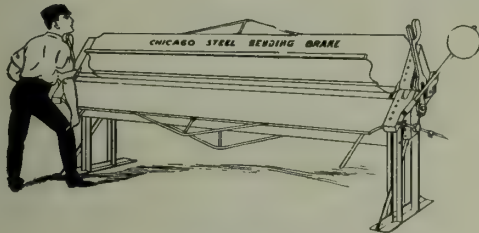
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Specialist

96 Victoria Street,  
Westminster, S.W.,  
London, Eng. Late  
of Manchester.

Cable Address:  
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CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Save their cost in a short time; they do work quickly  
and accurately. Can be operated by one man, and with  
the least effort. Lasting qualities unsurpassed. Write  
for new illustrated catalogue.

Steel Bending Brake Works Ltd., Chatham, Ont.

**BEAR BRAND  
LAMP BLACKS**

The Bear Brand is

the only Germantown Lampblack

We are the Largest Producers and  
Shippers in the United States.

This Black is used by all consumers who are able to dis-  
criminate between a real lamp black and a substitute.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St.,  
Toronto; H. W. Glassco, Winnipeg.

**SCREW AND STRAP HINGES**

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.  
Get our prices.

**NUTS**

We can ship immediately from stock, Square and Hexagon  
Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

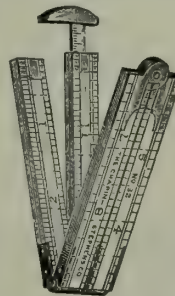
**Natural Gas Goods**

of every description

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**T. F. BERMINGHAM'S**

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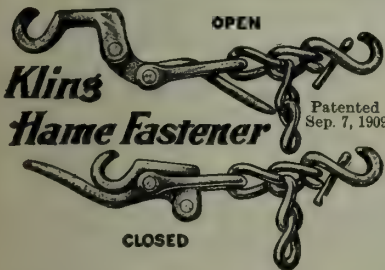
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UNION FACTORY

PINE MEADOW, CONN., U.S.A.

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

**No Horse Can Break the**



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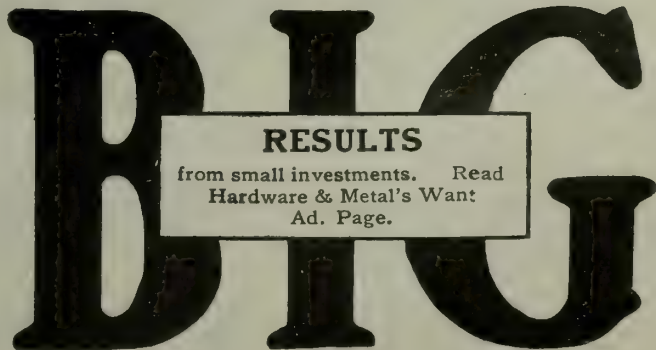
makes no difference how  
he lunges, jumps or jerks.  
No difference who hitches  
up, the hames will be  
tight and exert the same  
pressure every day. So  
good that we guarantee it  
and authorize you to re-  
fund the price to any dis-  
satisfied user. Sells for  
25c. but leaves you a pro-  
fit of 50 per cent., or \$1 on  
every dozen. Costs you  
\$2 a dozen. See "Kling" on  
the lever. Descriptive cir-  
cular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.

Canadian Distributing Agents



**RESULTS**

from small investments. Read  
Hardware & Metal's Want  
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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,  
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Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

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Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.

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Bell Phone 3033 P.O. Box 367  
**Bossé & Banks**  
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.  
Board of Trade Building  
36 ST. PAUL STREET, - QUEBEC

## RIVETS AND STEEL PRODUCTS.

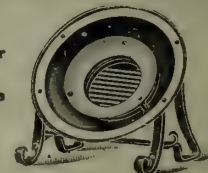
The PARMENTER BULLOCH CO., Ltd.  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Electric Kettles Electric Irons  
Electric Food Warmers Electric Grillers  
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Write to-day for latest Catalogue Liberal Discount



Absolutely Safe Thoroughly reliable Guaranteed for 12 months

Bright Glowing Electric Fire.

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TOWNSHEND'S ART METAL CO., Ltd.  
Ernest Street, BIRMINGHAM, ENGLAND

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**PRIEST'S CLIPPERS**  
THAT'S SUFFICIENT.  
SEND FOR CATALOGUE TO  
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Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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Hardwaremen: Ask your jobber for Poultry Netting Staples put up in handy packages to retail at 5c and 10c.  
**JAMES & REID, [Perth, Ont.]**  
Makers of Good Staples

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### TENTS

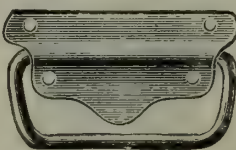
We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

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Wolverhampton, England

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and Wire Strainers for all kinds of Wire Fencing. Illustrated list on application.

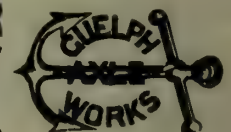
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**The Atlas Bracket**  
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.  
Write us for samples and prices to-day.  
**Atlas Manufacturing Company**  
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White Enamelled, Copper, Stamped Brass and Aluminum Good Quality at the Right Price.  
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**NUMBERS**

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**ANCHOR BRAND**



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CUELPH, ONT.

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THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
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The original and only  
Genuine Preparation  
for Cleaning Cutlery,  
6d. and 1s. Canisters.

'WELLINGTON'

## KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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makes a big difference in your  
yearly income.

Have you ever thought how  
you might add to your weekly  
salary without interfering with  
your regular work?

Will you let us solve this  
problem for you?

So far this year, we have  
shown seventy-five enterprising  
and ambitious clerks how to  
make \$5.00 a week more during  
their spare hours. They will each  
make this additional salary  
every week this year, and longer  
should they wish.

If you would like us to show  
you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.  
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Reproduction of  
**NEW SEYMOUR SHOW CARD**  
12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut  
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sending his business card with request to  
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SEPARATE SEALED TENDERS addressed  
to the undersigned will be received until  
4.00 P.M., on Monday, April 28, 1913, for the  
supply of hardware, brushes, manilla rope,  
packing, paint and paint oil, hose, wire rope,  
oils and greases, steam pipe and steam fittings,  
and chain for the departmental dredging plant  
in Ontario and Quebec.

Each tender must be sent in a separate enve-  
lope and endorsed "Tender for Hardware  
Ontario and Quebec," "Tender for brushes  
Ontario and Quebec," etc., as the case may be.

Tenders will not be considered unless made  
upon forms furnished by Department, and in  
accordance with conditions contained therein.

Combined specification and form of tender  
can be obtained at this Department and at the  
offices of J. L. Michaud, Esq., District Engi-  
neer, Merchants Bank Building, Montreal, P.Q.,  
and J. G. Sing, Esq., District Engineer, Con-  
federation Life Building, Toronto, Ont.

Each tender must be accompanied by an  
accepted cheque on a chartered bank, payable  
to the order of the Honourable the Minister of  
Public Works, for the amount mentioned in  
the tender.

By order,

R. C. DESROCHERS,  
Secretary.

Department of Public Works,

—37612.

Ottawa, April 5, 1913.

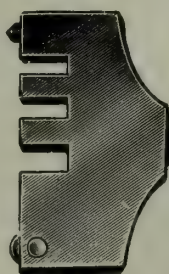
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are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
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## The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

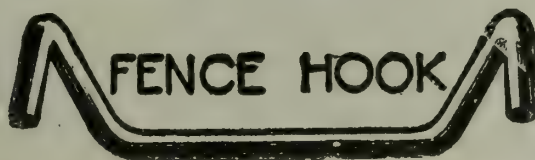
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London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
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OILED and ANNEALED, CLOTHES  
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The Western Wire and Nail Co., Limited, - London, Ont.

PEASE

HEATING SYSTEMS

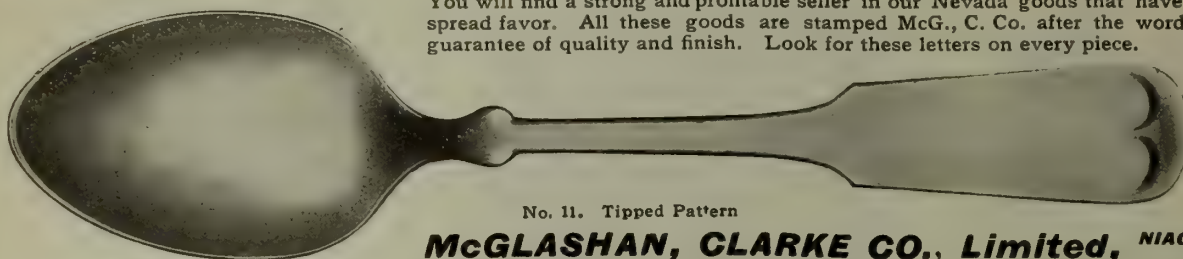
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## High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found wide-spread favor. All these goods are stamped McG., C. Co. after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece.



Nevada  
McG., C. Co.  
Tea Spoon

No. 11. Tipped Pattern

**McGLASHAN, CLARKE CO., Limited,** NIAGARA FALLS, CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

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WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
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Putty and Glaziers' Points  
Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sittings  
Sewer Pipe and Tilings  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

Correspondence Solicited.

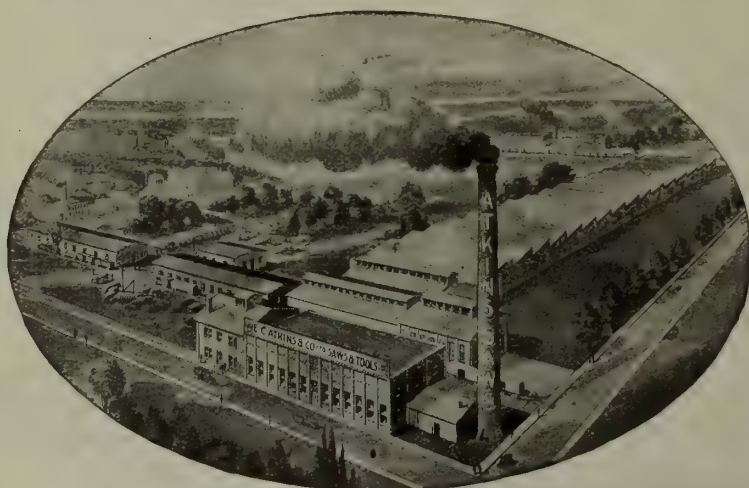
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MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348

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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

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## E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.





Over 5,000,000 Mendets in use.

Order from your jobber or  
write direct.

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.

Why buy the "Near" Brand when the "Best" is  
Procurable?

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Old Standard, Eagle  
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**GERMANTOWN  
LAMP BLACK**

**IS THE BEST AND HAS BEEN  
FOR OVER SIXTY YEARS.**

When we originated Germantown Lamp Black at  
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realized that it would become the STANDARD of  
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FOUR FACTORIES**

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Plasterers' Trowels, Brick Trowels, Chalk Lines, Hacking  
Knives, Shoe Knives, Plumb Bobs.

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**Hardware Dealers Should Feature the "BAYARD" Line**



and watch their profits grow. Look over your stock and see if you have on hand sufficient "Bayard" Automatic  
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The camping season will soon be here, and the camper, sportsman or hunter will certainly want to purchase one  
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Descriptive Booklet for the asking.

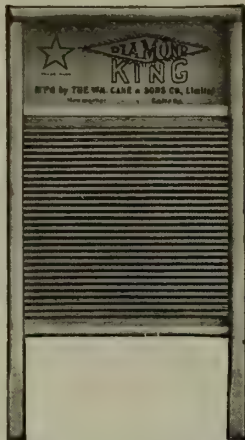
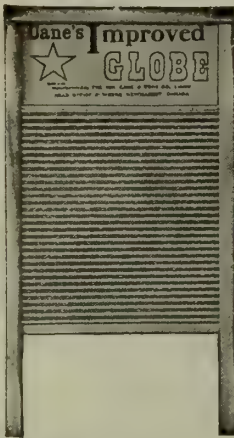
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P.O. Box 580, Montreal, Canada



## THE QUALITY OF **CANE'S WASHBOARDS**

MAKES THEM  
QUICK SELLERS  
AND SATISFAC-  
TION GIVERS.



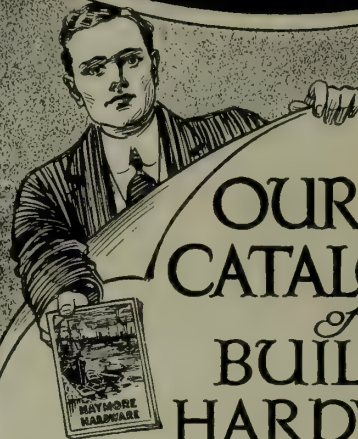
Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Wash Boards are superior to others.

Your jobber has them in all styles and grades. Write us for catalogue.

**The Wm. Cane & Sons Co., Ltd.**  
**NEWMARKET, ONTARIO**

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## OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED  
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*Manufactured by*

**MAY & PADMORE LTD.** BIRMINGHAM

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Regina, May 5, 6, 7, 1913

Hundreds of delegates expected. Papers on subjects of practical importance to retailers will be given by experts. Free discussion. Proposal to form Provincial Association will be submitted to the Convention. Great attractions organized for delegates, including automobile trips, banquet at Parliament Buildings, and theatrical entertainment. Delegates will obtain reduced fares by signing standard certificate at any railway station in province of Saskatchewan. A good time in store for all visitors.

Write for full particulars, to General Secretary.

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## High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

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Limited  
LONDON - ONTARIO





**"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS**  
WILL OUTWEAR ANYWARE

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Best Goods  
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Write to-day for our special bargain assortment offer this month

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ON EVERY ARTICLE

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MADE IN ENGLAND

We carry a stock of the following:—

Tinned Cast Iron Saucepans, Round Pots, Glue Pots, "Anglo" Enamelware. All kinds of Builders' Hardware, Night Latches, Rim Locks, Cylinder Padlocks, Steel and Brass Butts, T. Hinges, Meat Choppers, Potato Mashers, Harness Brackets, Oil Stoves, Church Door Furniture.

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Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.  
Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same.  
Send for illustrated catalogue, it will interest you.

**Cameron and Campbell, - Toronto**

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It is quick at making friends with the housewives because it prevents dust from rising, kills moths, disinfects the home, and makes rugs bright and clean.

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Sold in Barrels for Merchant's own use.

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## NICHOLSON-MADE MOWER FILE

**W**E have a new file—a solid-handle mower file for sharpening sections, that saves removing the knife from mower or binder cutterbars. It is made in regular or reverse style. We not only advertise it to farmers in the Montreal Star—over 1,000,000 advertisements of it distributed among farm readers—but recommend that they use three such files a season.

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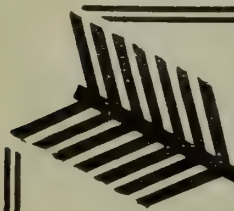
by ordering a stock NOW, through your regular jobber, in your regular "Nicholson-made" File Brand. Remember to order "Nicholson-made Solid Handle Mower File, Regular Section" and also "Nicholson-made Solid Handle Mower File, Reverse Section." Do this now. We are sending the Consumers to your store to get them.

**Order Nicholson-made Files Today through Your Jobber. Sort Up your Stock. Add Solid Handle Mower Files. Here are Nicholson-made Brands:**

**American, Arcade, Globe, Great Western, Kearney & Foot**

**NICHOLSON FILE CO.**  
PORT HOPE, . CANADA

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FITTINGS, WROUGHT IRON PIPE,  
SOIL PIPE, SLOAN VALVES  
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We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

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**The  
JOHN  
STEVENS  
Co., Ltd.**

**Wholesale Plumbers'  
Supplies,  
WINNIPEG**



# HARDWARE AND METAL INDEX TO ADVERTISERS

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**Quick Deliveries  
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Northern Aluminium Co., Toronto.  
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- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**  
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Anti Rattles.**  
Fernald Mfg. Co., North East, Pa.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.
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Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
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- Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**  
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Kinsinger Bruce & Co., Niagara Falls
- Belting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
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E. T. Wright & Co., Hamilton.
- Blinder Twine.**  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
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The Steel Co. of Canada, Ltd., Hamilton.
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Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
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Peck, Stow & Wilcox Co., Cleveland.
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P. & F. Corbin, New Britain, Conn.
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Evered & Co., Smethwick, Eng.  
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- Brass Kacks.**  
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- Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepper Co., Port Elgin.
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Canada Cement Co., Montreal, P.Q.  
A. H. Rogers, Ltd., Toronto.  
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Jas. Morrison Brass Mfg. Co., Toronto.
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- McClary's, London, Ont.**
- Escutcheon Pins.**  
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Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
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The Steel Co. of Canada, Ltd., Hamilton.
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Diston, Henry, & Sons, Philadelphia, Pa.  
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Dennis Wire & Iron Co., London.
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Archibald Kenrick & Sons, Winnipeg  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
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Chicago Flexible Shaft Co., Chicago.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.  
Furnaces, see Stoves.
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lynech Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & North, London, Eng.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.
- Gouges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Jas. Smart Mfg. Co., Brockville.  
Stover Mfg. Co., Freeport, Ill.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**  
Hohlfeld Mfg. Co., Philadelphia.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananogue.  
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananogue.  
Archibald Kenrick & Sons, Winnipeg, Man.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.  
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananogue.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Steel Co. of Canada, Ltd., Hamilton.  
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horsehoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richard-Wilcox Mfg. Co., Aurora, Ill.



- Lumps, Acetylene.**  
Maple City Mfg. Co., Monmouth, Ill.
- Lampblack.**  
The L. Martin Co., New York.  
Wilkes Martin Wilkes Co., New York
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- McGregor Banwell & Co., Walkerville.**  
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Jas. Smart Mfg. Co., Brockville.**
- Lawn Seetees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.
- P. & F. Corbin, New Britain, Conn.**  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos. & Co., Pembroke, Ont.
- Manufacturers' Agents.**  
Gibb, Alexander, Montreal.  
McIntosh, H. F. & Co., Toronto.  
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Match Boxes.**  
Stover Mfg. Co., Freeport, Ill.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Gibb, Alexander, Montreal.  
Henderson & Richardson, Montreal.  
Leslie, A. O. & Co., Montreal.  
Lysaght, John, Bristol, Eng.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonzo W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Talman Brass & Metal Co., Hamilton**  
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**  
Deforest Sheet & Tinsplate Co., Niles, O.  
Galt Art Metal Co., Galt.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oskey, John & Sons, London, Eng.
- Metal Store Fronts.**  
Canada Foundry Co., Ltd., Toronto.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oil Tanks.**  
Bower, S. F. & Co., Toronto.  
Ornamental Iron and Wire.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Douglass Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Lowe Bros., Ltd., Toronto.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Douglass Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B. Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.
- A. C. Leslie & Co., Montreal.**
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B. Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.
- Quick Shift Anti Rattlers.**  
Fernald Mfg. Co., North East, Pa.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Green-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorken Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.  
Kampfe Bros., New York.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor Bones.**  
Carborundum Co., Niagara Falls, N.Y.
- Registers.**  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**  
Dunham Co., Berea, O.  
Eric Iron Works, St. Thomas, Ont.
- Roofing.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
Brantford Roofing Co., Brantford.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex. & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Winnipeg Paint & Glass Co., Winnipeg, Man.**
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Archibald Kenrick & Sons, Winnipeg.  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C. & Co., Hamilton.  
Disston, Henry & Sons, Philadelphia.  
Shurley Dietrich Co., Ltd., Galt, Ont.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.  
Burrow, Stewart & Milne Co., Hamilton.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
F. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Seythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
Acme Shear Co., Bridgeport, Conn.  
B. Heinrich's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.
- J. Wis & Sons Co., Newark, N.J.**
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.
- Sleds.**  
Can. Buffalo Sled Co., Preston.  
Chatham Malleable & Steel Co., Chatham.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.
- Sporting Goods.**  
A. E. Bregent, Montreal.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sporting Specialties.**  
Marble Arms & Mfg. Co., Gladstone, Mich.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
James H. Cumming & Co., Chicago.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**  
Spiramotor Co., London.
- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
- International Varnish Co., Toronto.**
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Alexander Gibb, Montreal.  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton, Ont.**
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
Clare Bros. & Co., Preston.  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**  
Burrow, Stewart & Milne Co., Hamilton.
- McClary Mfg. Co., London, Ont.**
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stevens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Chatham Malleable & Steel Co., Chatham.
- Peck-Hamre Mfg. Co., Berlin, Wis.**
- Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Douglass Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.
- Ventilators.**  
Brantford Oven & Rack Co., Brantford.
- Metallic Roofing Co., Toronto.**  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Vises.**  
Henderson & Richardson, Montreal.  
Chas. Parker Co., Meriden, Conn.
- Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowse Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.
- Waffle Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.  
Chatham Malleable & Steel Co., Chatham.
- Woodstock Wagon Co., Woodstock.**
- Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.
- Windmills.**  
Dominion Well Supply Co., Cargill.
- Windshields.**  
Kinsinger Bruce & Co., Niagara Falls.
- Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton**
- Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton
- Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton
- Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton  
Henderson & Richardson, Montreal.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**  
P. L. Robertson Co., Milton.
- Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton**  
Kuhne-Anderton Co., Port Hope.
- Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**  
Ed Brand, 473 Moss Lane, Manchester, Eng.
- Wire Products.**  
Andrew Wire Works, Watford, Ont.
- Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton  
Henderson & Richardson, Montreal.
- Wood Finishes.**  
Berry Bros., Walkerville.
- Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



# "Ross" Rifles in India



Few Canadian dealers in Sporting Rifles would credit the number of "Ross" 280 High Velocity Rifles which are sold in India. Owing to the large demand we were completely sold out at the end of 1912.

In Canada the merit of this 280 is becoming better known and there is a greatly increased sale for it. Dealers who have the foresight not only to stock it—but to *show* it to prospective customers, are making good day's sales on just a single transaction.

There are to-day in Canada many men who can afford to buy the best and the best sporting rifle is the "Ross." Other models retail at from \$25.00 and upward.

Catalogues and terms on application.

**ROSS RIFLE CO.**

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## STEAM GOODS Of The UTMOST RELIABILITY



Our line of steam goods is of the highest prevalent quality and assures pleased buyers.

Handle Morrison's Goods and you will command the engineer trade in your vicinity.

Catalog to the trade.

**THE JAMES MORRISON BRASS MFG. CO., LTD.,** 93-97 Adelaide St. West,  
TORONTO



Oil Cup—Quick  
Stop, Sight Feed



J. M. T.  
Globe Valve



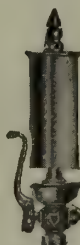
J. M. T.  
SWING CHECK VALVES  
Adjustable lift



Check Valve  
with Drip Cock



Pop Safety Valve



Steam  
Whistle



Gauge Cock  
Brass Wheel Handle



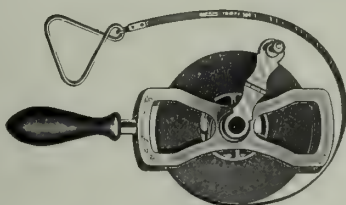
J. M. T. INJECTOR  
(Improved)



The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

# **LUFKIN**

## MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

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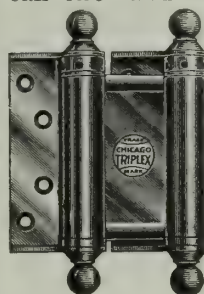
**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

# CHICAGO

## SPRING BUTTS

### A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company**

CHICAGO



NEW YORK

## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**There's a good sale  
for them.**

Manufactured solely by

**Gutta Percha & Rubber, Limited**

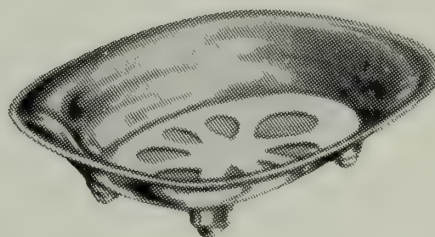
Successors to

**The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.**

Toronto Montreal Winnipeg Calgary Vancouver



## Bathroom Fixtures



A Handsome Soap Dish made with Rubber Feet

Our special Nickel finish. Guaranteed for five years.

**THE GOODS ARE RIGHT and WE  
SHIP PROMPTLY**

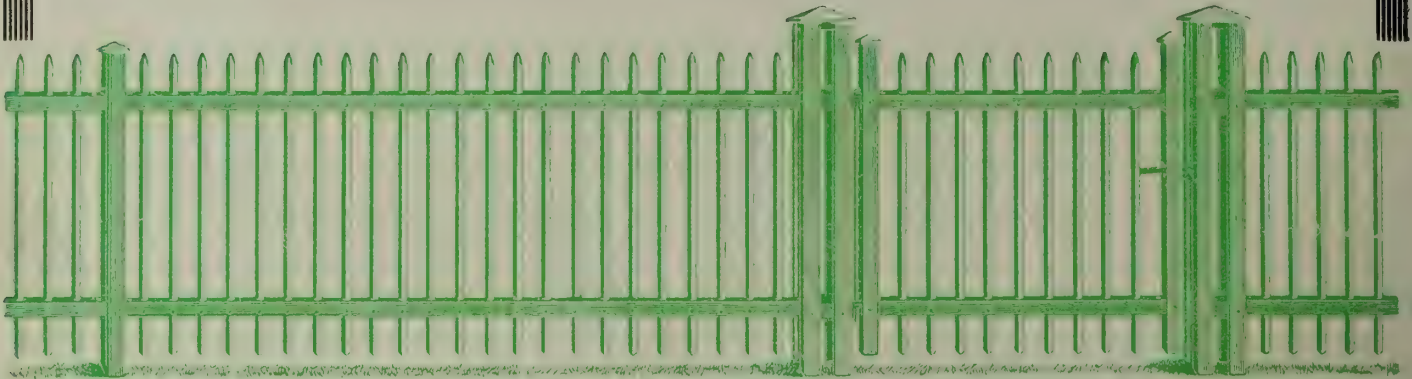
New 40-page Catalogue on request to the Manufacturers.

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada



# Steel Fence—Mission Design

Strong, Good-Looking and Economical



For enclosing  
Parks, Cemeteries, Church  
Yards, School-Grounds, Public  
Buildings, Farm and Town Lawns.

An ornamental fence of massive appearance  
at a much lower cost than ordinary iron fence with  
round or square pickets.

All material used is high carbon, stiff, steel angles. Steel in  
angle shapes has double the strength of same weight of stock in  
ordinary bars or rods. The horizontal rails are 2 in. x 2 in., and  
pickets are 3/4 in. x 3/4 in., spaced 4 in. centres.

The fence is stocked in the following heights—36 in., 42 in. and 48  
in. Other heights made to order.

Gates correspond in appearance and design with the fence.

The more exclusive and better properties, both in cities and towns,  
are now being fenced. There is a big demand for Frost Angle  
Picket Fence for farm lawns. No other exterior improvement  
can show up to quite as good advantage as ornamental fence.

The special angle construction gives this fence the same  
appearance as though built from solid, massive bars. The  
straight lines are most pleasing to the eye. This line  
offers possibilities with the Hardware Trade  
to no reasonable limit. Our prices are  
favorable for establishing a  
substantial and ex-  
clusive trade.

**Estimates**  
**Cheerfully Furnished**

**Our**  
**Service Quick**

**Frost Wire Fence Co., Ltd., Hamilton, Ont.**

Manitoba Frost Wire Fence Company, Winnipeg, Man.



CANADA'S ONLY WEEKLY HARDWARE PAPER

# HARDWARE<sup>AND</sup> METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV,

Publication Office: Toronto, Canada

No. 17

April 26, 1913

## DOMINION AMMUNITION



## DOMINION CARTRIDGE CO. LIMITED

MANUFACTURERS  
MONTREAL





# The Gillette Safety Razor Has Earned Your Confidence

Look back over the last ten years in the razor trade. What has been the outstanding feature?

Undoubtedly the GILLETTE SAFETY RAZOR!

Do you know any other razor whose sales have increased steadily, every year, for that period?

Can you recall any other razor which has been advertised to your customers, year in and year out, for even half that length of time?

Can you think of any other razor which has been so profusely imitated by those who, in this very act, acknowledge the superiority of the Gillette?

Have you handled or even heard of any other razor whose price has never been cut by your local competitors or the mail-order houses?

Do you know any other Safety Razor which is made *throughout* in Canada?

Has any other razor warranted the investment of hundreds of thousands in such a substantial Canadian factory as the new Gillette Building?

Have you ever received from the manufacturers of any other razor the same vigorous, untiring co-operation in selling the goods which you have been induced to buy?

Since the invention of the Gillette, scores of other razors have come with a wealth of promises—and gone. The Gillette is one of the permanent, progressive institutions of Canada, and as such is worthy of your confidence.

**Gillette Safety Razor Company of Canada, Limited**

**Office and Factory The New Gillette Bldg., Montreal**



# SOCLEAN

## Dustless Sweeping Compound



Extra Large Pail, 25c.



**Pays Dealers  
A Big Profit**

A trial is all that is required to make housewives steady buyers of "Soclean"

They are quick to realize the advantage of using it because it prevents dust from rising, kills moths, disinfects the home and makes rugs and floors bright and clean.

Extra large PAIL sells at 25c.

Sold in barrels for use in buildings.

We supply dealers of Soclean with transparent signs, cards and counter booklets.

**SOCLEAN LIMITED, Toronto**

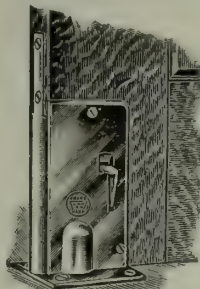
The originators of the Dustless Sweeping Compound in Canada.  
Agents Western Canada: J. J. Gilmor & Co., Winnipeg, Man.

# CHICAGO

SPRING BUTTS

## TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



**CHICAGO "RELAX"  
SPRING HINGES**

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company.**

CHICAGO



NEW YORK

# You Should Place Your Order Now For GEM and LIGHTNING FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They bring trade and help to keep it. Better place your order now for shipment later if you like.

Better Let Your Jobber Quote at Once.

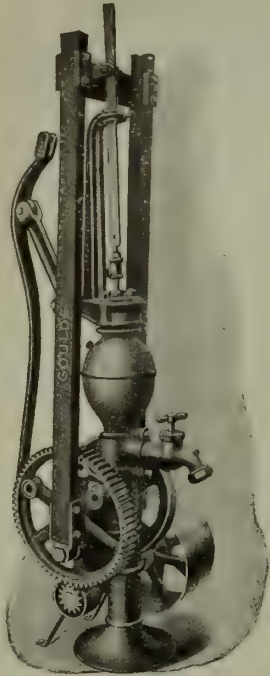
**NORTH BROS. MFG. CO.**

PHILADELPHIA, PA.





## The Goulds Fig. 1560 Jack Adapts Any Windmill Pump For Gasolene Engine Drive



1560

Goulds Jack Connected  
to a Goulds "Star"  
Force Pump.

All that is necessary is to clamp the jack to the pump standard near the base, disconnect the lever of the pump and bolt the pitman to the windmill rod.

The pump can then be operated by hand, windmill or power as desired, by simply changing one bolt and adjusting either the pitman or lever on the pump rod.

Ask for further data and prices.

**The Canadian Fairbanks-Morse Co.,  
LIMITED**

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA

## S. M. P. WATERING POTS

Fitted With

Seamless Breasts, Patent Zinc Roses and Detachable Spouts

Plain Tin or Japanned

Galvanized



Prices on  
Application



Quarts - - - 1 2 3 6 10 14  
Case lots doz. - 6 3 3 3 2 2

Quarts - - - 6 10 14  
Case lots doz. - 3 2 2

**THE SHEET METAL PRODUCTS CO.**

of Canada

SUCCESSORS TO

Limited

**Kemp Manufacturing Co.**

Montreal

TORONTO

Winnipeg



# Summer Time Is Fly Time

"With slime and filth they  
cover their feet:

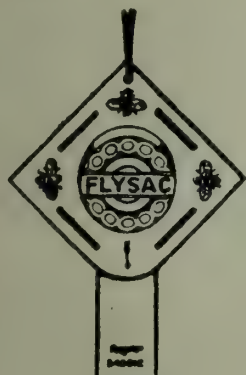
Then wipe it off on our  
bread and meat."



Swat him; catch him; kill him.  
He is a dangerous, filthy pest.

How about your stock of fly-killing devices? Are you prepared to meet the summer demand?

We carry a **Complete Assortment**.—Novelties for those who wish to try something new—old stand-bys for the more conservative.



FLYSAC

*The Best Tape Fly-catcher on the Market.*  
Stocks well and Packs well, Cleanly to handle. Tape pulls out to 27 inches in length,  $\frac{3}{4}$  inch wide; Evenly and Thickly Coated with a Sure-catching Gum. **They Get on and Stay on.** List price per box of 50, \$1.60.



BIGELOW FLY KILLER

So constructed of Fine Wire Tufts that it kills without mashing the fly. It allows the air to pass through the wires and doesn't create a draught to blow away the fly when striking.

Broom Shaped, Tinned Wire Head, 5 x  $4\frac{1}{2}$  inches. Black Enamelled Hardwood Handle; Brass Ferrule. Length over all, 15 inches. List Price per dozen, \$2.10. One dozen in a box.



BALLOON FLY TRAP

One of the best means yet devised for catching large numbers of flies in a small space.

Tinned Wire Body, Tin Bound Edges, Red Stained Wood Bottom. Height  $6\frac{1}{2}$  inches, diameter  $5\frac{1}{4}$  inches. List price per dozen, \$2.70. One dozen in a carton.



TANGLEFOOT  
FLY PAPER

Economical, Sanitary. Always a good seller. Preferred to Poison Fly Paper or Liquid Poison as it doesn't let the flies get away to fall into the hash, butter or gravy.

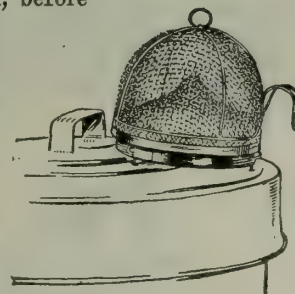
Size of Sheet 9 x 16 inches.

25 Double (50 single) sheets in a carton .....\$0.84  
250 Double (500 single) sheets in a case ..... 7.50

OUTDOOR FLY EXTERMINATOR

Catches them in their breeding places in the stable and around the garbage can, before they get into the house. Same principle as the Balloon Trap, but heavier and reinforced with guard wire.

Can be set on shelf or table, fastened to the garbage can or barrel or anywhere, Brass Plated Wire, Brass Plated Tin Bottom. Height 5 in., diameter  $4\frac{1}{4}$  in. List Price per dozen, \$5.80. One Dozen in a Box.



**LEWIS BROS., LIMITED, MONTREAL**  
OTTAWA TORONTO VANCOUVER



# TWO BETTER HANGERS



Used with No. 31 track. Packed one pair in a box with two end brackets and one centre bracket complete with lag bolts for brackets and carriage bolts for hangers. Has lateral adjustment.

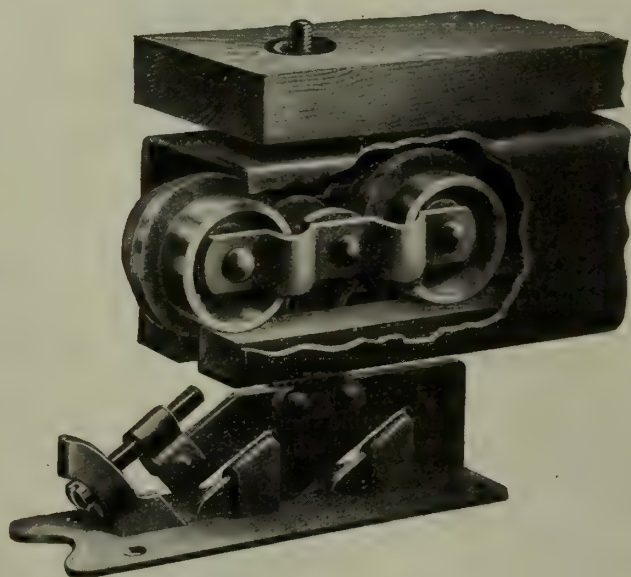
## No. 321. A BETTER BARN DOOR HANGER.

SPARROW-PROOF  
STORM-PROOF  
TROUBLE-PROOF  
FLEXIBLE

A centre-hung trolley hanger always travels better than a side-hung hanger.

Note lateral adjustment for doors,  $1\frac{3}{4}$  to  $2\frac{1}{2}$  inches thick. To remove door, slip out the hinge pin.

We make all kinds of hangers, for flat track, round track, trolley track, but we recommend the 321 especially.



HAVE YOU NOTICED THAT THE BEST GOODS ARE ALWAYS FOUND IN THE LARGEST STORE? THAT'S WHY IT IS THE LARGEST STORE.

## No. W222 (R122) A BETTER HOUSE DOOR HANGER

ALWAYS STRAIGHT  
EASY RUNNING AND  
PERFECTLY NOISELESS

Maple run-way in completely enclosed trolley track. Ball-bearing lathe-turned wheels. Header furnished.

WAGON JACKS  
—  
WIRE STRETCHERS  
—

STAY ROLLERS

ETC.

# Richards-Wilcox



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



VICES  
—  
FIRE DOOR H'D'W'E  
—  
CORNER IRONS  
—  
ETC.



# DO ANY OF THESE LINES INTEREST YOU?

## EAGLE

Three Sizes

7-inch. up to 1/2-inch. pipe or any object up to 1-inch. square.

10-inch. up to 1-inch. pipe or any object up to 1 1/2-inches. square.

13-inch. up to 1 1/4-inch pipe or any object up to 2 inches. square.



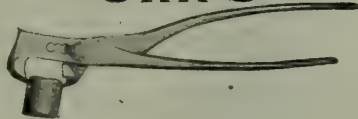
FEW



DIFFICULT



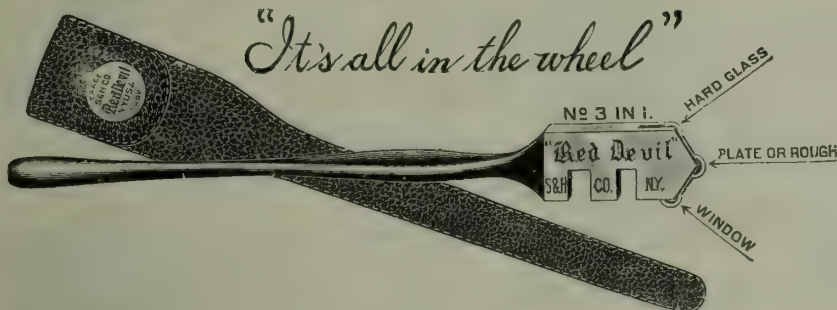
GRIPS



## WRENCH

The 45 deg. wrench is made on an angle of 45 degrees and does work in places where it is impossible to set with any other tool.

It will pay you to put in a stock of this line.



A serviceable tool—three cutters in one



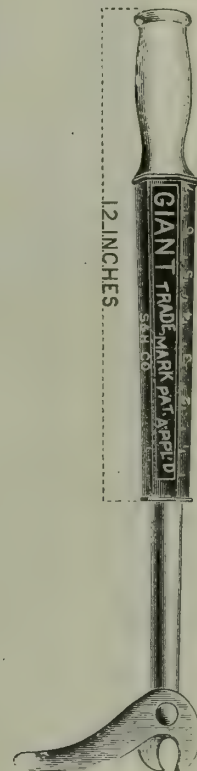
A good seller. Has features that no other Chopper possesses.



No. 482. Saw Set at a popular price.



No. 77. Perfection Saw Vise—all steel.



45 years on the market and still the best.

HOW ABOUT SOME RED DEVIL PAPER HANGERS' TOOLS?

# SMITH HARDWARE COMPANY, LIMITED

## MONTREAL



# The Steel Company of Canada, Limited

## HAMILTON

### Screws.

Bright  
Brass  
Bronze  
Plated  
Dowel  
Felloe  
Headless  
Drive  
Rim  
Wing  
Machine  
Side Knob  
All Style Heads.

### Bolts and Nuts.

Stove  
Track  
Tire  
Carriage  
Elevator  
Machine  
Bridge  
Hook  
Track  
Plow.

### BRIGHT WIRE GOODS

### POLE STEPS

Pole Line Material.

White Lead

Putty

Shot.

### STEEL and IRON

Angle, Angle Bars, Band, Mild,  
Merchant Bars, Machinery, Tire,  
Concrete Reinforcing Bars, plain  
and twisted, Plow Beams, Refined  
Horseshoe, Channel and Rivet.

### PIG IRON

### WIRE NAILS

All kinds and lengths in standard  
and special gauges.

### HORSE SHOES

and

### HORSE SHOE NAILS

"BELL" and "M. R. M." Brands.

### TACKS

### FENCING and GATES

### STAPLES

Fence, Poultry Netting, Bed,  
Electricians' Cooper, Blind.

### Wire.

Bright  
Oiled and Annealed  
Brass  
Spring  
Bolt  
Coppered  
Liquor Bright  
Rivet  
Stove Pipe

### Tinned:—

Bottling  
Broom  
Bookbinders'  
Mattress  
Tagging  
Whisk  
Pin.

### Wire Hoops.

### Rivets and Burrs.

Boiler  
Bridge  
Belt  
Hame  
Chisel Point  
Tinned  
Coppered  
Copper  
Wheel  
All Style Heads.

### Cotter Pins

### Pipe

Carriage Top  
Material.

Stove Scrapers.

### SALES OFFICES.

Hamilton

Montreal

Toronto

Winnipeg

Vancouver

Victoria

Halifax

St. John.





Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

**Allan Hills Edge Tool Co.**

LIMITED

GALT, ONTARIO, CANADA



# If You Want The Best In Trolley Hangers Specify "THE TORPEDO"

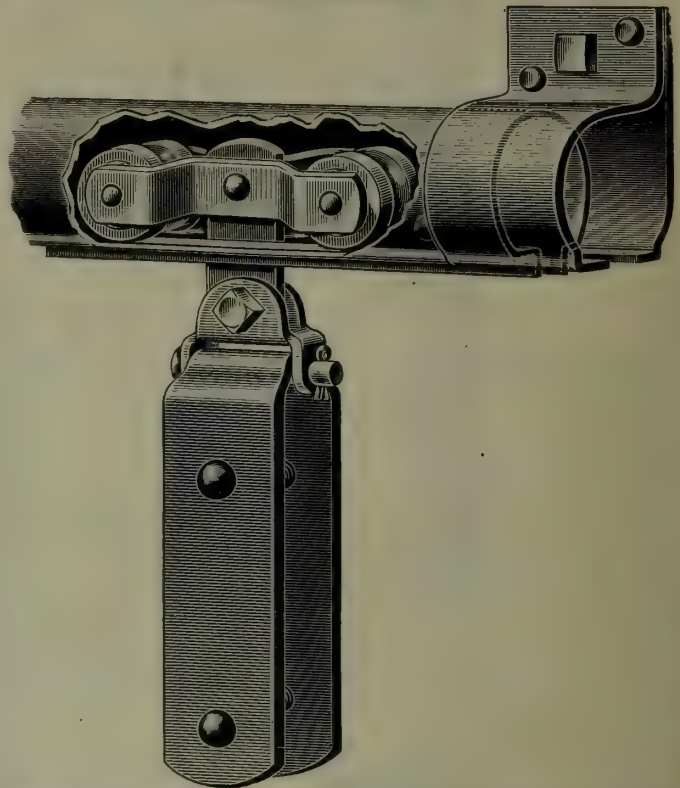
ROLLER-BEARING

The Torpedo Trolley Hanger is exceptionally strong throughout. The rollers are made of chilled steel, and are accurately ground, making them run smoothly on the round, enclosed track. Ball bearings are used, making the action easy and quiet. The Brackets are made of a heavy gauge steel, and will hold a door weighing up to 1,500 lbs.

Packed complete with necessary bolts and screws. Track is supplied in 3 ft. lengths.

**Canada Steel Goods Co., Ltd.**

HAMILTON, - - - ONTARIO



## Most Up-to-date Hardware Stores Sell H. BOKER & CO.'S "TREE" BRAND CUTLERY



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

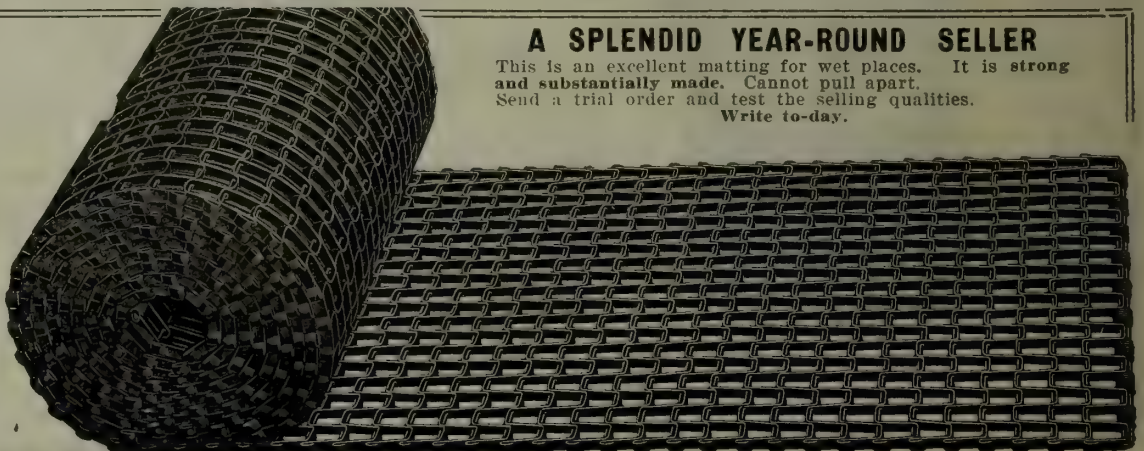
Ask Your Jobber to Show You The "Tree" Brand Lines

### "Keystone"

**Flexible Steel  
MATTING**

MADE IN ANY  
SIZE OR SHAPE.  
NON-RUSTABLE  
SELF-CLEANING  
LASTS A LIFE-TIME

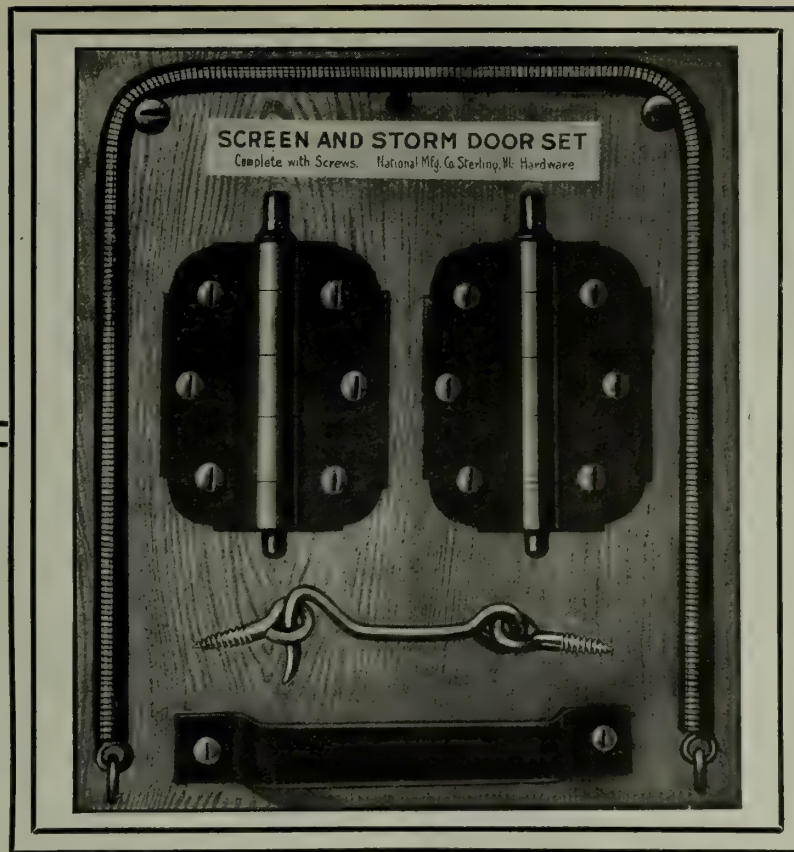
**Kuhne - Anderton  
Mfg. Co.**  
PORT HOPE, ONT.



### A SPLENDID YEAR-ROUND SELLER

This is an excellent matting for wet places. It is strong and substantially made. Cannot pull apart. Send a trial order and test the selling qualities. Write to-day.





TRADE MARK



TRADE MARK

## BUY YOUR SCREEN DOOR SETS NOW

Down here at Sterling we are making a screen and storm door set which is of a sufficiently high quality to warrant you in adding it to your stock. This is an original "National" idea, this combining in a convenient package, all equipment for hanging a screen or storm door.

The set consists of the following:

- 1 pair 3 x 2½" Wrought Steel Loose Pin Surface Hinges.
- 1 No. 3 Perfect Door Spring with loop ends.
- 1 2½" Hook & Eye.
- 1 4½" Wrought Steel Door Pull.

Nickeled screws and hooks and eyes are furnished with the Japanned sets. In the plated sets all parts are plated to match.

With your first order we will mount one set on a handsomely finished board for counter display. It makes a valuable sales help which you will appreciate.

Now is the time to place your order for these sets. Place them in stock, bring them to the attention of your trade. The selling qualities of the sets will do the rest.

If you do not have our 1913 catalog we will gladly mail you a copy.

# NATIONAL MANUFACTURING Co., STERLING, ILL.



# ROGERS'

## CEMENT AND CRUSHED STONE

### Municipal Bridges and Buildings

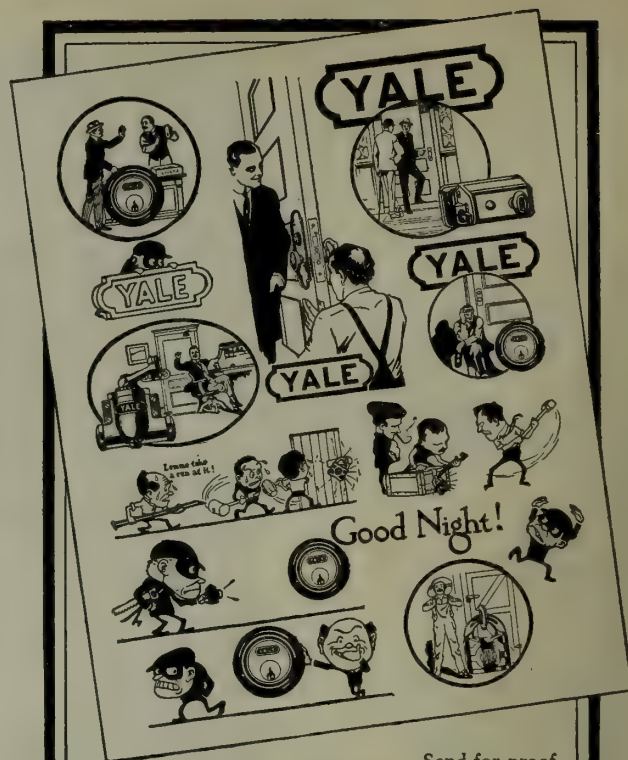
built of concrete made with Rogers' cement and crushed stone will last as long as the city itself, requiring the minimum of repairing. See that your contracts call for Rogers' materials.

Cement and crushed stone from our mills are always of uniform quality.

**Mills at: Kirkfield, Owen Sound, Hanover, Orangeville, St. Mary's, Dundas and Vinemount.**

**Order from  
Head Office**

**ALFRED ROGERS  
LIMITED  
28 KING WEST TORONTO**



Send for proof  
showing these cuts full size

**Liven up your newspaper advertisements with these attractive pictures—the cuts are free to Yale Dealers.**

A clever picture will get the eye of a reader more quickly than anything else, and if it tells a story about something you sell, the business-getting quality of your advertisement is increased.

We go to a great deal of trouble and expense to get good pictures for our dealers, and we have the word of many of them that this advertising help pays.

Send for proofs today and order what you need. This is only one of the ways in which our Dealers' Advertising Service helps you to earn more money. Some of the other ways are shown in our new book, "Selling More Yale Door Checks." Ask for your copy today.

### Canadian Yale & Towne Ltd.

The Makers of YALE Products in Canada  
Locks, Padlocks, Builders' Hardware,  
Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.  
New York Chicago San Francisco  
9 East 40th St. 74 East Randolph St. 134 Rialto Bldg.



# GLUE

## IN PACKAGES

THAT MEANS

## BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

## H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight  $5\frac{1}{4}$  to  $6\frac{1}{2}$  lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

**Harrington Richardson Arms Co.,**

715 Park Avenue,  
Worcester, Mass.



# Haulage And Hoisting Ropes



Derrick and Dredge Ropes  
Ropes for House Moving  
Saw Carriage Ropes  
Smoke Stack Stays

Standard or Lang's Lay  
Wire Rope Fittings  
Wire Rope Grease

**The B. Greening Wire  
Company, Limited**

Hamilton, Ont.

Montreal, Que.

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.  
EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

**THE MORRIS & BAILEY STEEL CO.**  
**PITTSBURG, PA.**

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish  
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any  
thickness from .002" to .250.





“Say, Ernest, how is it you’re using so many files now? There’s no more than the usual amount of work coming through. What’s the trouble?”

“Well, Boss, as I’ve told you before, we’ll have to go back to the old reliable DISSTON FILES.”





# HAVE NEVER WORN OUT A MAGNOLIA BEARING

CLEBURNE ELECTRIC AND GAS CO.

Cleburne, Texas, March 18th, 1911.

Gentlemen:—

For ten years I have been using Magnolia Metal for a variety of service from small Exciter bearing boxes up to boxes for 14 in. x 18 in. Russell Engines. The results have been uniformly satisfactory, and I have never worn out a Magnolia Metal bearing box.

Very truly, C. G. CAMPBELL.

JAMES WATT ASSOCIATION OF STATIONARY ENGINEERS NO. 7.

Of New York City, N.A.S.E.

New York, Nov. 10th, 1910.

Dear Sirs:—

I have used your metal on heavy duty Corliss Engines at McDermott and Howard's Morocco Tannery, 365 Park Ave., Brooklyn. In the year 1900 all the main bearings, Crossheads and Crank pins were rebabbitted and are running up to the present time without the least wear. Since 1907 I have been in the employ of the City of New York, Engineering Department, Water Supply.

Yours truly, ANDREW J. HOWARD,  
203 Willoughby Ave., Brooklyn.

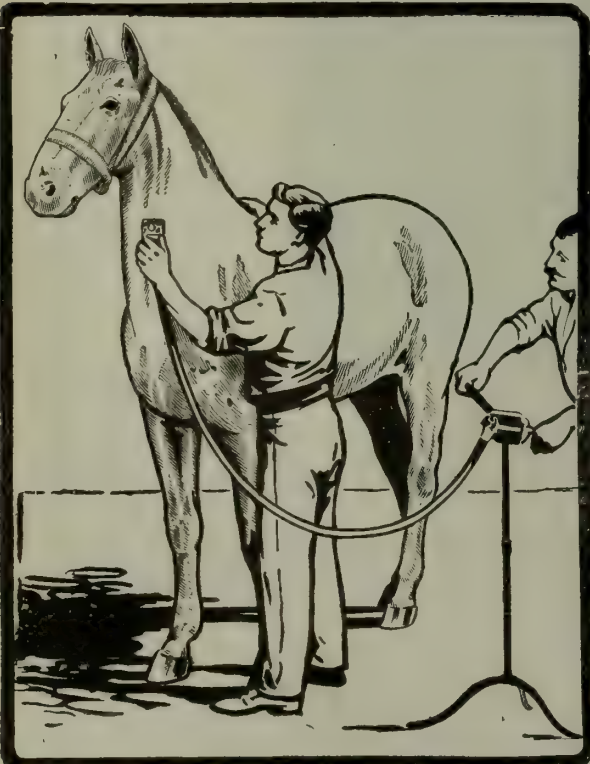
## SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages over 2,000 subjects. Price 40c. post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price.—They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by

## MAGNOLIA METAL CO.

225 St. Ambroise St. - MONTREAL  
NEW YORK CHICAGO



THIS SHOWS

## BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

## B. and S. H. Thompson & Co., Limited, Montreal





# How Much Of Your Net Profit Do You Get?

Your success is determined, not by the volume of your sales, but by the net profit you actually receive. Losses caused by carelessness, mistakes, forgotten charges and temptation must be paid for out of net profit—you have just that much less for your family, your future and yourself.

A modern National Cash Register stops losses and increases trade and profits. It shows how much money should be in your cash drawer and how many sales were made by each clerk. It records all charges, bills paid and money received on account.

It insures your getting that part of every dollar which rightfully belongs to you as a fair return on your labor and investment.

Write for further information.

## The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory, Toronto

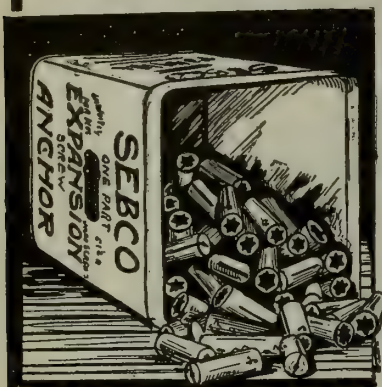


# SEBCO EXPANSION BOLTS

## Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



### Star Expansion Bolts

J. EDWARD OGDEN, Distributor

#### BRANCHES:

377 St. Paul Street,  
MONTREAL

20 Toronto Street,  
TORONTO

1142 Homer Street, VANCOUVER

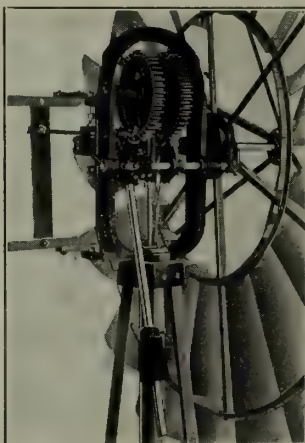
425 Henry Avenue,  
WINNIPEG

## WINDMILLS and PUMPS

### That Will Build Your Business

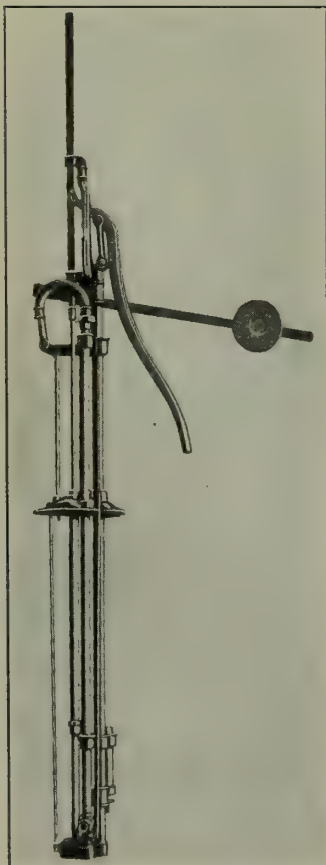
There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO







## METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

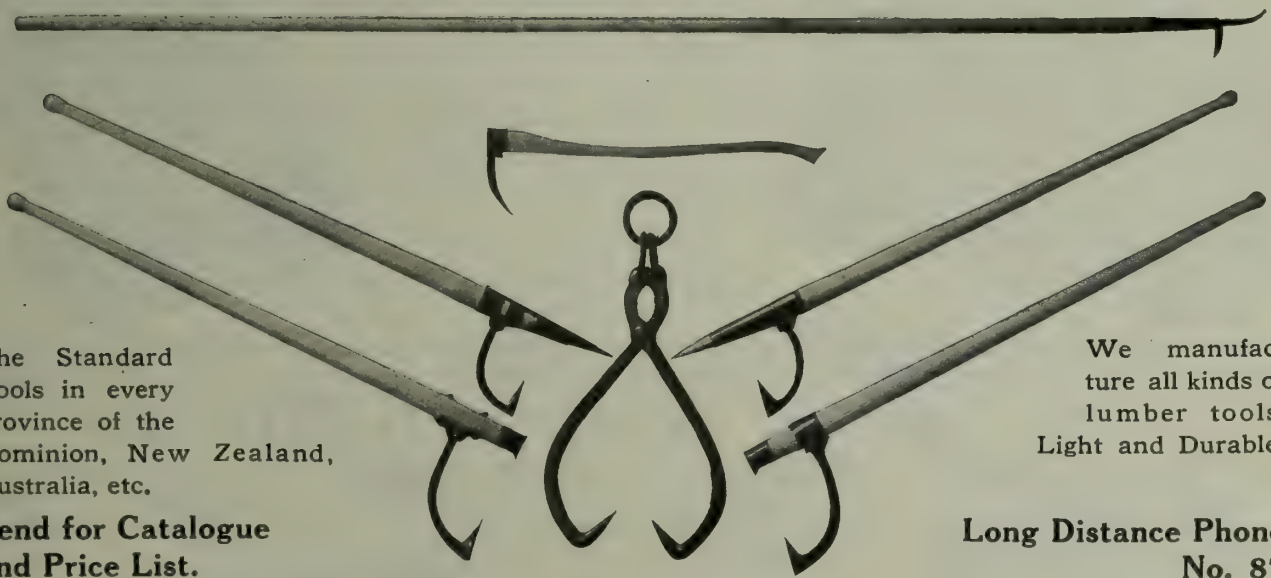
**The Metallic Roofing Co. of Canada, Limited**

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.

## PINK'S LUMBERING TOOLS



The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

Send for Catalogue and Price List.

We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers of **Lumber Tools**  
PEMBROKE, ONT.



# Long Service is a Natural Result of The "Twisted-While-Hot" Process



It must be annoying to the average drill user to have drills made from well known brands of steel fall down on the job. He wants efficiency and can secure it by adopting "Hercules" High Speed Drills.

## "Hercules" High Speed Twist Drills

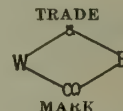
are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.

The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.

Your jobber will supply them or you can send order direct. Send for Catalog No. 82-G.



Tools of Quality Bear These Marks



## The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Stocks carried at Winnipeg and Montreal.

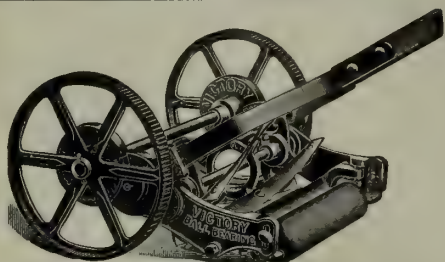
Office and Factory, St. Catharines, Ont.



## Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

Pilliod Lumber Company  
Swanton, Ohio, U.S.A.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

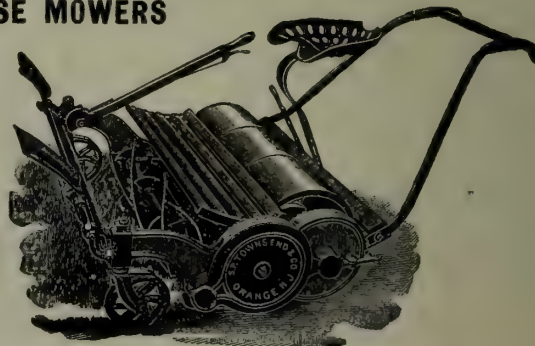
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

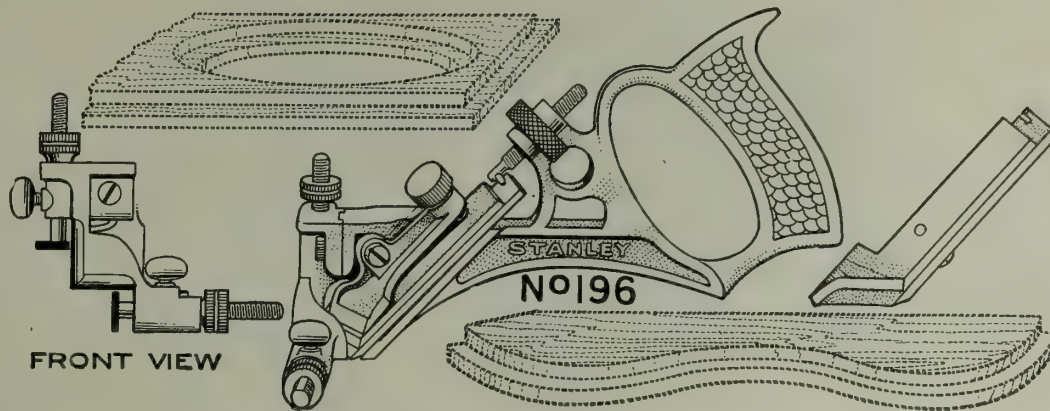
Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.







## Stanley Tools

### STANLEY CURVE RABBET PLANE

Another new STANLEY Plane that will undoubtedly be of great interest to all workers in wood.

As shown in the illustration—it is designed to cut rabbets on circular or other curved and irregular edges. It works equally well, whether the rabbet is to be cut on the outside of the work or on edges cut out from the surface of the work.

The new tool is handsomely finished, being fully nickel-plated.

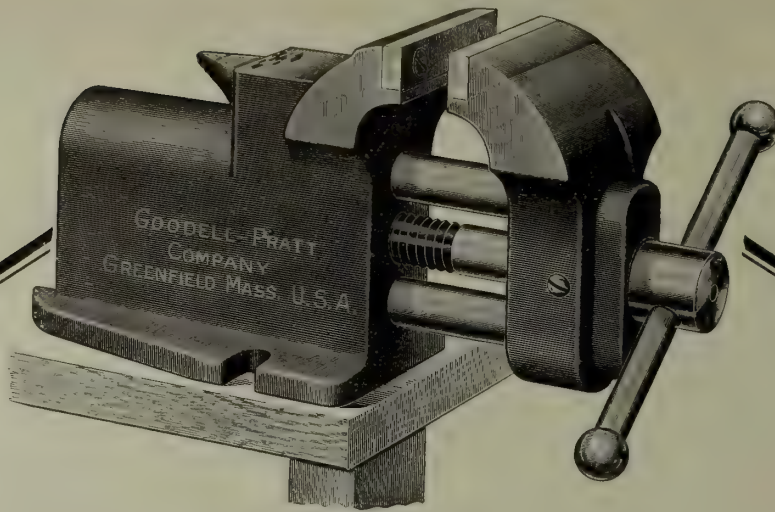
Your tool using customers will be glad to have this new Plane brought to their attention.

STANDARD  
THE WORLD  
OVER

Stanley Rule & Level Co.  
NEW BRITAIN, CONN. U.S.A.

EVERY  
TOOL  
GUARANTEED





The popularity of our Bench Vises, heretofore made only in 1½ and 2-inch sizes, has influenced us to add to the line something a little larger; No. 168 is the result.

A Steel Feed Screw, two Steel Guide Rods, are advantages that will appeal to your customers.

The Jaws are steel faced and the whole Vise attractively finished.

We would be very glad to supply details as well as quote interesting prices.

**Goodell-Pratt Company**

Greenfield, *Toolsmiths* Mass., U.S.A.



**Service and Reputation**  
FOR  
**HIGHEST QUALITY**

have made us the largest  
**EXCLUSIVE METAL DEALERS**  
in the  
**DOMINION OF CANADA**

We carry in stock **ALL INGOT METALS**

**Write for prices. You will find them interesting**

**WE MANUFACTURE:** Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

**The CANADA METAL CO., Limited**

Head Office and Factory: **TORONTO**

Branch Factories: **MONTREAL, WINNIPEG**



# FOX GUN

"THE FINEST GUN IN THE WORLD"

and the very best gun for the dealer

**FOX  
PROOF**

The  
Safe and  
Sound  
Fox Proof  
is on  
Every Gun

**THE FINEST GUN IN THE WORLD**

This gun has been thoroughly inspected and tested, and with 3  
Drs. Smokless Powder and 1 1-8 oz. No. 3 Chilled Shot, the follow-  
ing targets were made on a 30-inch circle at 40 yards distance.

Right Barrel 326 Pellets

Grade *AE*

Weight *7 1/2*

No. *20044*

Price

Length Barrels

Drop *3*

Length Stock

*30*

*14 1/8*

**A. H. FOX GUN CO.**

"THE FINEST GUN IN THE WORLD"  
PHILADELPHIA, PA. U. S. A.

## NOTICE AND GUARANTEE

Every A. H. Fox Gun, when bought at the regular prices printed hereon, is guaranteed to be entirely free from all defects in workmanship or material, and new parts will be furnished without cost, for any that may prove defective, provided the defective parts are first returned for our inspection.

All A. H. Fox Guns are guaranteed to shoot any standard smokeless powder and never shoot loose, and the coil top lever spring and main-springs are guaranteed against breakage for all time.

A. H. Fox Guns are manufactured under United States Letter Patents No. 714,688, December 2, 1902; No. 767,557, August 16, 1904; No. 796,119, August 1, 1905; No. 801,862, October 17, 1905 and No. 810,046, January 16, 1906.

The dealer or agent purchasing this gun for re-sale is licensed to sell the same only at the prices named for this grade in the following Schedule:

Grade A. \$37.50. A. E. \$49.50. B. \$50.00. B. E. \$62.00. C. \$70.00.  
C. E. \$82.00. D. \$140.00. D. E. \$152.00. F. \$360.00. F. E. \$362.00.

The letter E. above indicates Automatic Shell Ejector.  
Fox Sterlingworth \$25.00. Fox Sterlingworth Ejector, \$37.50.

Any sale to the public or user at less than the price specified above, will be an unauthorized sale and an infringement of the ownership of the gun shall revert to the A. H. Fox Gun Co.

Philadelphia, Pa., U. S. A.

**Y**OU can handle the Fox Gun with confidence. You can back it to the limit. We are behind you with the guarantee.

We believe the FOX is as near perfect—in every particular—as twentieth century ingenuity can make it.

The profit is not only very good, but you will be selling satisfaction—and every sportsman in the business knows what that means. The hunter you sell a FOX to will come back and thank you.

Another thing: We're so filled full of Fox confidence that we are going to shout louder than ever about it.

Every city, town and village in the country will be covered by our advertising. Among the papers we will use will be *Field & Stream*, *Rod & Gun*, *National Sportsman*, *Outdoor Life*, *Outers' Book*, *Outing*, *Forest and Stream*, *Hunter-Trader-Trapper*. These alone represent a (June to Oct.) circulation of 4,154,490.

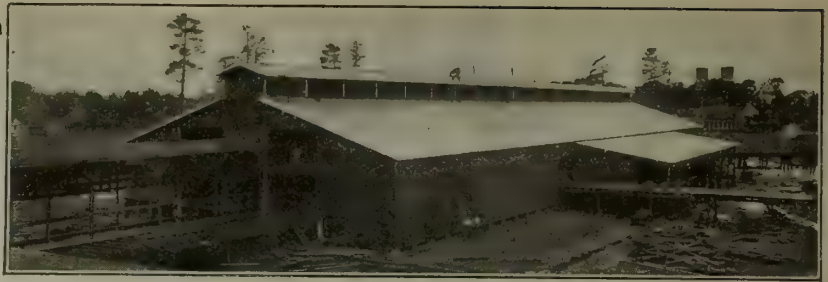
We'll create the demand. It is up to you to fill it—and reap the profit.

Write for our confidential plan for dealers. It tells of our many advertising helps—how we will actively co-operate with you in your neighborhood. Don't wait. Get aboard at once.

**The A. H. FOX GUN CO., 4768 North Eighteenth St., PHILADELPHIA, PA.**



## A Big Money-Maker for Hardware Dealers



J. J. Newman Lumber Co.'s shed, Hattiesburg, Miss. Roofed with J-M Asbestos Roofing

There is an enormous demand nowadays for a ready roofing that gives perfect fire protection. J-M Asbestos Roofing is the only roofing that fully satisfies this demand—because it is the only roofing made of that wonderful fireproof substance—Asbestos. This means that when you sell this roofing you have no competitor. And there is a handsome profit in every sale.

## J-M ASBESTOS ROOFING

is composed of Asbestos and Trinidad Lake Asphalt. Being all-mineral, it affords perfect fire protection, never rots, rusts or deteriorates. Therefore, it never needs coating or any other preservative. It is the **cheapest-per-year** roofing on the market. These are selling points that your customers will quickly appreciate.

Our campaign of advertising, costing thousands of dollars a year, is educating people everywhere to the advantages of this roofing. Right in your territory there are scores of property owners, architects and builders who will become live prospects for this roofing the minute you let them know you are handling it. And, as we have only one dealer in each town, all this good business goes to that dealer! Will that dealer be YOU?

Don't delay. The roofing season is here. Write our nearest branch **TO-DAY** for Catalog 303 and Special Dealer Proposition.

**THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED**

Manufacturers of Asbestos  
and Magnesia Products

**TORONTO**

**MONTREAL**

Trade  
**ASBESTOS**  
Mark

Asbestos Roofings, Packings,  
Electrical Supplies, Etc.

**WINNIPEG**

**VANCOUVER**

1990

## CORRUGATED IRON ROOFING AND SIDING

All kinds of conductor pipe, eavetroughs, elbows, valleys, ridge roll, skylights, ventilators and galvanized iron sheets.

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**



## WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

**The Laidlaw Bale-Tie Co., Hamilton, Ont.**

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.



# NEVERSLIP



# RED TIP



# HORSE SHOE CALKS

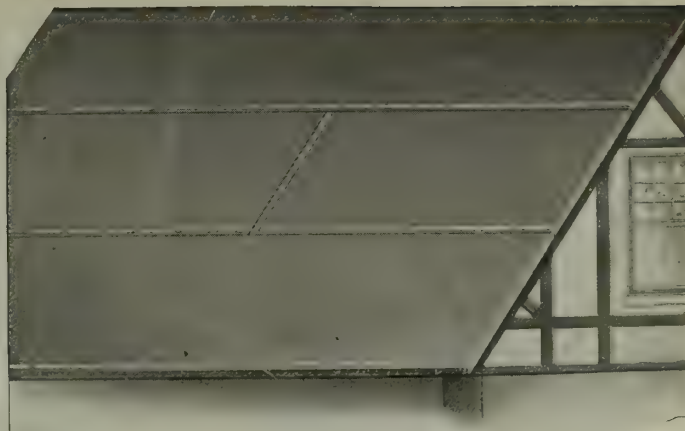


DEMANDED BY HORSE OWNERS EVERYWHERE

**Neverslip Mfg. Co.**

Factories :—  
NEW BRUNSWICK, N.J.  
MONTREAL, CAN.

Canadian Office:—25 St. Peter St., Montreal



**Unless the seams are water-proof the roof will never count for much.**

Nail-hole leaks, warping, bulging, daubs, and cement-smears are the bane of laying ordinary roofing.

There's one roofing, however, that effectually solves this problem with the patented protecting

## Kant-leak Kleet

No cement is needed to make the seams waterproof, and you never have trouble with nail-hole leaks. These Kleets make a handsome finish to the roofing besides.

The Kant-leak Kleet comes in rolls of the smooth-surface roofing fit for such a fastening.

# Genasco

THE TRINIDAD-LAKE-ASPHALT

## Ready Roofing

Genasco is thorough and lastingly waterproofed with Trinidad Lake asphalt.

With this combination of Genasco and the Kant-leak Kleet a roof stays waterproof through years of bad weather.

Talk this to your customers, and be prepared to supply them. Order from your jobber. Write us for samples and full information.

## The Barber Asphalt Paving Co.

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago  
D. H. Howden & Co., Ltd., 200 York St., London, Ont.  
The Canadian Asphalt Co., Ltd., Winnipeg, Man.  
Lewis Bros., Ltd., Montreal. Branches: Ottawa and Toronto.







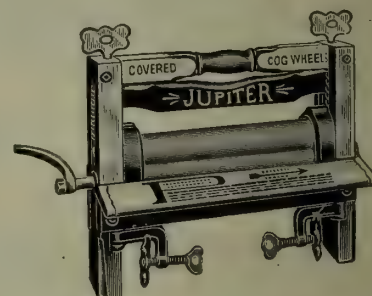
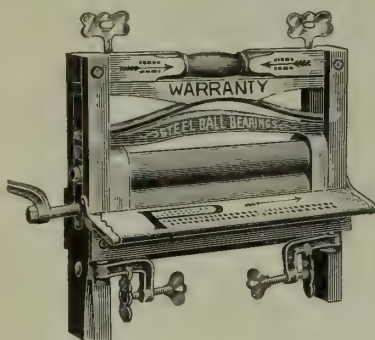
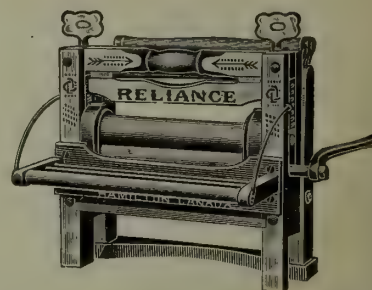
# High Grade Clothes Wringers



The Best Ever and the Best Now

Fitted with Live Rubber Rolls, Most Durable and Highly Elastic. Anti-Chemical Rolls are not affected by acids or Washing Compounds.

We make wringers in many designs and Various Grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own Roof from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.



Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire.

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son,

Montreal  
Winnipeg

—Let us have your enquiries for:—

**Cordage, Cotton Ducks, Waste,  
Horse and Wagon Covers, Tents, Flags, Sails  
Marine Hardware,  
Anchors, Lamps, Etc., Fishermen's  
Supplies.**

Send for our 1913 Catalogue—Now Ready

## John Leckie Limited

77 Wellington St. West, - - - - Toronto



*In Every Single Respect*  
**Delica White**  
**Illuminating**  
**Glassware**  
*Stands Supreme*

That's a strong statement, but **its truth will be absolutely demonstrated** if you compare it, side by side, with any other you may select.

The process which produces such wonderfully perfect glass was developed by Mr. Nicholas Kopp, recognized as one of the leading glass experts of the day. It represents years of study and experiment, scientifically directed toward the accomplishment of certain, definite qualities.

**The Price Is Reasonable**

If you do not sell it you are overlooking the **one best glass, and the one best seller and profit-maker in the entire field.** We do not ask you to place a large order, but **we do want you to try it.**

Write for photographs. **Do it now.** You can't afford to forget it.

**The Pittsburgh Lamp, Brass & Glass Co.**  
**of Canada, Limited**

119½ Wortley Road,  
London, Ont.



R. E. Davis,  
Representative



# "The Plant Behind The Goods"

## Carrollton Pattern

A Neat Colonial Design.

Made in full range of staples and fancy pieces over this noted trade mark.



## Verona Flatware

Sectional Plate

★ ROGERS & BRO.,  
A-1

Artistically designed  
and beautifully  
balanced

Eagle ★ W<sup>M</sup> ROGERS ★ Brand "The Home of Quality Silverware"

The High Standard of Quality and Service which is maintained in this plant is your greatest asset in securing and retaining the best trade in your community.

---Our Trade Marks are Familiar---

Eagle ★ W<sup>M</sup> ROGERS ★ Brand

★ ROGERS & BRO., A-1

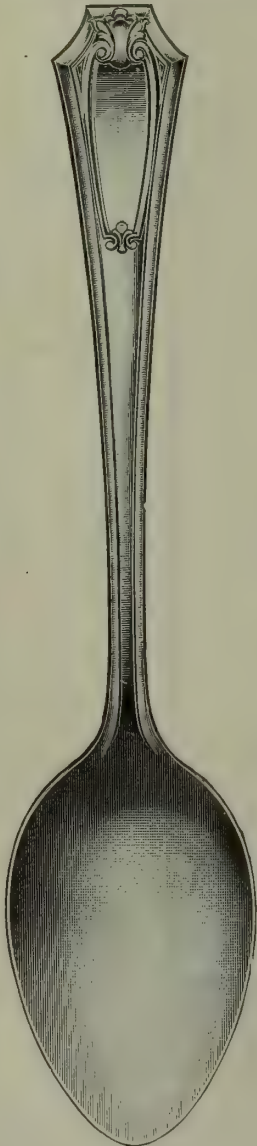


Monarch Goods

## Standard Silver Co.

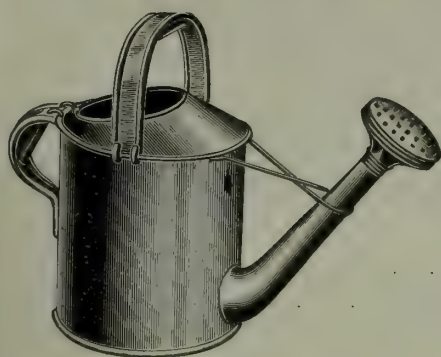
of Toronto, Limited

North Madison Ave.





# GARDENERS' and FLORISTS' SUPPLIES



## —WATERING CANS—

Plain Tin,  
Japanned,  
Galvanized.

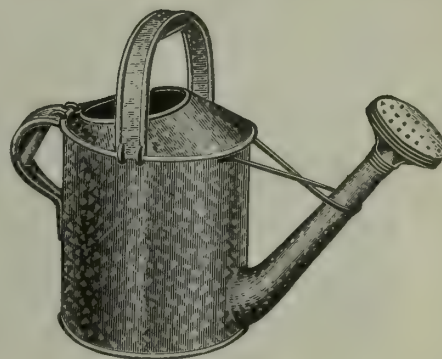
1, 2, 3, 6, 10, 14 and 16 quarts.  
With Zinc Roses, finely perforated,  
which are attached to the spout by  
a screw thread, so they cannot acci-  
dentally drop off.

## —HAND SPRAYERS—

Three Styles.

Also Garden Trowels, Toy Garden  
Sets, consisting of Rake, Spade and  
Hoe, Sand Pails, Sand Shovels, etc.

Send for copy of our Summer Goods  
Catalog.



**E. T. WRIGHT CO., Limited, HAMILTON, CANADA**

(Don't forget that we make Fly Swats and Fly Traps. The fly-swatting season begins right now.)

# CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation;  
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

## OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4  
in., is thoroughly inspected and tested to  
600 lbs. pressure, and every length is  
branded with our trade mark.

## Also NIPPLES

Black and Galvanized  
All Sizes.



**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,**

Works :  
Lachine Canal

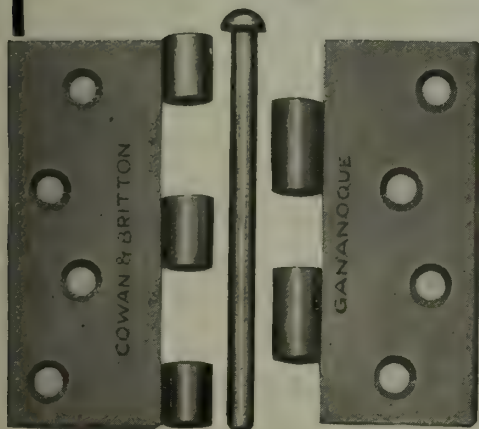
You can talk across the continent for two cents per word with a WANT AD. in this paper.

# High Grade Builders' Hardware

including

## Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly  
acquainted with the quality of our goods.  
Let us send a few on trial. If not satisfied with them we will make  
it right with you. Write for prices and particulars.



**COWAN & BRITTON, LIMITED,**

**GANANOQUE,  
ONT.**



## "Standard" Wickless Blue Flame Oil Stoves



An inexpensive stove of high efficiency and economical operation.

The Burner is simple to operate and produces a smokeless "blue flame" of intense heat.

The Standard Wickless solves the problem of Economical cooking in all country homes and suburban residences where gas for fuel cannot be obtained, giving the user every

advantage, convenience and comfort which the use of gas stoves and other modern appliances afford.

Stocked in three sizes. One, Two and Three Burners.

We can also supply

Ovens with or without Glass Fronts, for use with these stoves.

Order Early to Ensure Prompt Delivery.

Catalog showing full line mailed on application.

**The Thos. Davidson Mfg., Co., Limited**  
MONTREAL WINNIPEG TORONTO

## "White Mountain" Ice Cream Freezers



**Reasons why "White Mountain" Freezers Sell Easily:**

Easy to operate, runs smoothly.

Tubs cannot become soggy or water soaked.

The only triple motion freezer made.

Rust-proof castings; cans won't corrode.

Freezes cream evenly, smoothly, thoroughly, in four minutes.

Duplicate parts may be obtained.

Very durable—lasts a lifetime.

We are headquarters for Power Freezers and Ice Breakers.

London, Toronto, Montreal,  
Winnipeg, Vancouver

**McClary's**

Hamilton, Calgary, St John,  
N. B., Saskatoon, Edmonton



# The use of Certain-teed Roofing is keeping pace with Canada's marvelous building growth

## Certain-teed Roofing

(Quality Cert-ified—Durability Guaran-teed) **Rolls and Shingles**  
**Guaranteed 15 Years—Lasts Longer**

Certain-teed has made good by actual test on the roof

When Ready Roofing was first put on the market years ago, most dealers, builders and architects preferred to wait and see it tested on the roof—in a word, the public demanded that it must prove its value by years of actual wear on the roof before they would accept it.

Certain-teed Roofing has won out on its own merits—its use on all kinds of buildings in almost every country in the world is growing by leaps and bounds—it settled all arguments by giving absolute satisfaction in all climates under the most trying conditions.

The durability of this modern, easy-to-lay Certain-teed roll and Certain-teed shingle roofing is remarkable.

This modern easy-to-lay roofing costs less—lasts longest

Certain-teed Roll Roofing is the most economical covering for cottages, farm buildings of all kinds, factories and garages.

Certain-teed Shingles are recommended where artistic effect is desirable—for residences, bungalows, and cottages. They come in slate gray color, also red and green.

Certain-teed Specification Roof—the modern method of constructing a built-up roof on large flat surfaces.

Certain-teed Roofing costs less than metal, tin, slate or wood shingles—it is inexpensive to lay, guaranteed to wear 15 years and will outlast the guarantee.

**Any live dealer can build up a profitable Certain-teed Roofing business**



General Roofing  
The World's Largest  
Manufacturer of  
Roofings and  
Building Papers

Certain-teed Roofing is advertised extensively in Canadian publications—the demand is increasing every day—all leading Canadian jobbers carry ample stocks.

You make a good profit on Certain-teed Roofing and you turn your money quickly—the price is low and quality high.

Wire, telephone or write your nearest

jobber for 10 to 50 squares of Certain-teed Roofing—he will send you a lot of Certain-teed Selling Helps, including *Free Display Signs*.

We will furnish free to each dealer handling Certain-teed Roofing a desk copy of our new book, "Modern Building Ideas and Plans"—the most complete book of its kind ever published and very useful to all building material dealers. The busy season is here—send your order now—your jobber can make immediate shipment.

**General Roofing Manufacturing Company**

**Winnipeg, Canada**

**E. St. Louis, Ill.  
Minneapolis**

**York, Pa.  
San Francisco**

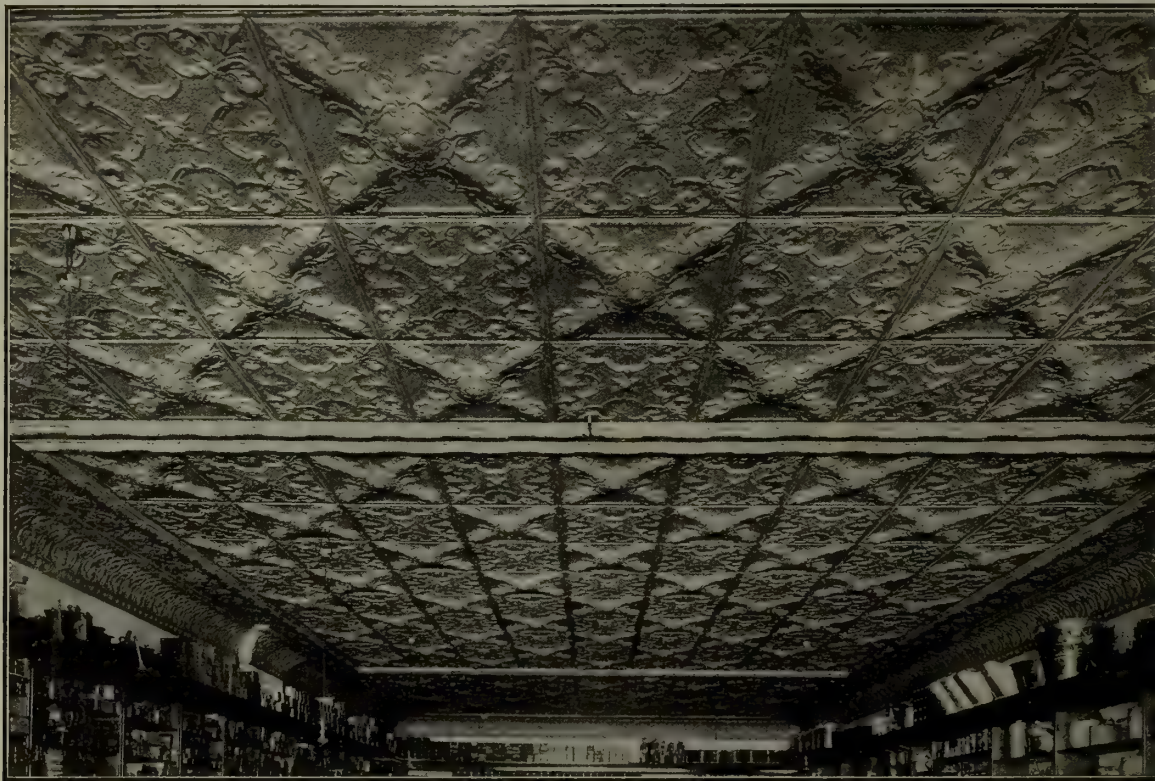
**Marseilles, Ill.  
London, England**

**Memphis, Tenn.  
Hamburg, Germany**





## There's A Big Profit In Store For Every Dealer Who Becomes A Preston Agent



We offer hardwaremen one of the best propositions on the continent.

Dealers are supplied with an attractive catalog which contains illustrations of stores, churches, public halls, etc., with our ornamental ceilings.

All the dealer has to do is to look up good prospects. When he thinks he has a party interested in our metal ceilings he mails us the name and address, and we immediately send an expert salesman, **absolutely free**, to close the sale.

Every sale that we effect through the dealer's co-operation we pay him a splendid commission. Some dealers made from \$300 to \$1,000 last year by being our agent.

Every store and almost every other building in your town that does not have a metal ceiling, affords you an opportunity to make money.

**REMEMBER, WE DO MOST OF THE WORK, BUT YOU GET ALL THE COMMISSIONS.**

Write to-day.

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog on  
"Better Buildings," also agency  
proposition.  
Sign name here.





Wholesale Distributors for

**Stanley Tools**

**Parker Vises**

**Community Silver**

**Colborne Electric Irons**

**Ambroid Universal Cement**

**Cammell, Laird High Speed Steel**



When making out mail orders, address them to us for good goods at right prices.

**All orders given every care.  
Quick shipping facilities.**

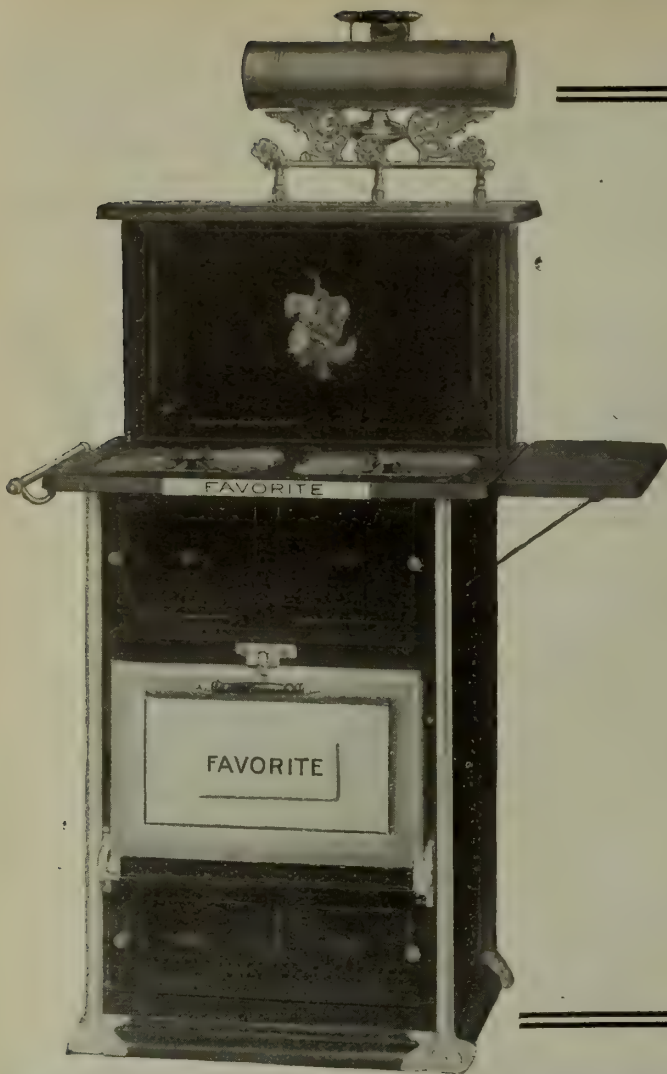
If you are not already a customer of ours, you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, with the most saleable lines.

We carry the Gem and Blizzard Ice Cream Freezers, Poultry and Lawn Netting, Pennsylvania and Great American Ball Bearing Lawn Mowers.

**Caverhill, Learmont & Co.**

**MONTREAL**





# “FAVORITE” Gasoline Ranges

Operate by the simplest and safest methods approved by the National Board of Fire Underwriters.

Attractive in appearance, and occupy small kitchen space.

Just the thing for quick cooking and a cool kitchen.

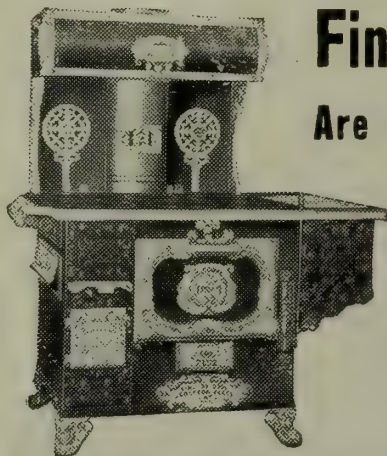
Can be supplied with two burner, three, or four burner top. Glass Oven Door furnished at slight extra.

More of these Ranges are being used every year. Why not reap the benefit of this growing demand?

Write for Illustrated Catalogue.

## FINDLAY BROS. CO., Ltd.

260 Princess St., WINNIPEG



**CROWN FAVORITE**  
16 and 18-inch Ovens

## Findlay “Favorite” Stoves and Ranges Are a Very Profitable and Dependable Line to Handle

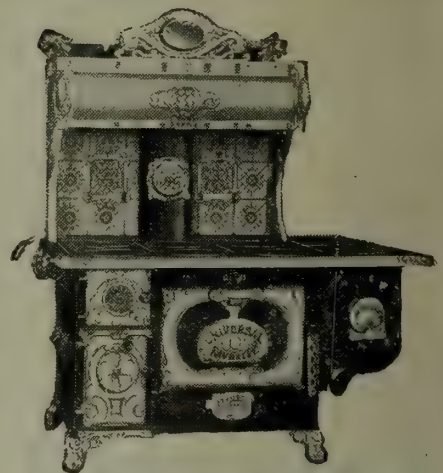
### *The Smooth Castings, Tight And Well-Fitted Joints*

Attract trade and bring inquiries, but when you go into details regarding FINDLAY CONSTRUCTION, people at once decide that the FINDLAY FAVORITE RANGE is the one to buy.

WE MAKE STOVES AND RANGES AT A PRICE WHICH EVERY PERSON CAN AFFORD.

The Gleaner is our lowest-priced range and it cannot be equalled in quality for the price.

LET US SEND YOU OUR BEAUTIFULLY ILLUSTRATED CATALOG.



**UNIVERSAL FAVORITE**  
18 and 20-inch Ovens



**GLEANER—14 and 16-Inch Ovens**

## Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta; Revillon Wholesale Limited, Edmonton.

D. V. Cope & Co., Calgary Distributing Agents Geo. D. Horsman, Vancouver





## The Improved Construction of The Crown Perfection Range

Assures a Higher and More Even Temperature  
With Less Fuel Than In The Old  
Style Construction

The main body of the oven is included within  
the body of the range.

Back flue extends over the entire  
back of the oven. The entire surface  
of the oven, except the door, is ex-  
posed to the heated gases in the flues:  
The oven bottom is steel.

The improved flue construction  
forces the heated gases against every  
part of oven plate.

This range will prove the best seller  
you ever had. Send us a sample order  
now. Our prices will please your customers.  
Absolutely Guaranteed.

Write for full particulars.

The JAMES SMART Mfg. Co., Ltd.  
BROCKVILLE, ONT.



## "The Empire Line"



NOW is the time to place your orders for

## "EMPIRE" FURNACES and REGISTERS

Made by

CANADIAN HEATING & VENTILATING CO.  
OWEN SOUND

MONTREAL

WINNIPEG

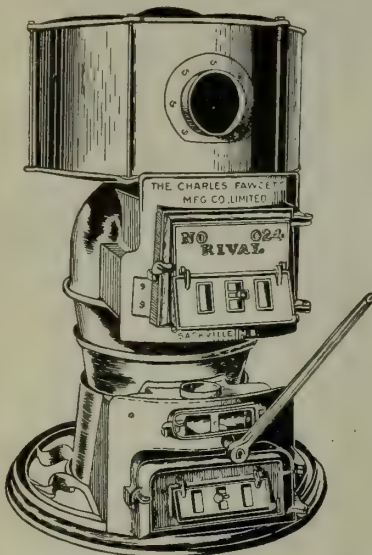
VANCOUVER



# Williams & Taylor

MFRS. AGENTS

288 Princess St., - WINNIPEG



Chas. Fawcett  
Ltd.

Stoves  
Ranges  
Furnaces

Sussex Mfg. Co.,  
Refrigerators

Bolte Mfg. Co.  
Concrete Mixers

We carry stocks of the above lines  
and can ship promptly.

TRY US.

## Glass

and

## Emery

## Paper

and

## Cloth

For nearly 100 years  
the products of

**Peter Orr & Sons**  
**280 Cathedral St.**  
**GLASGOW**

have been used in all  
parts of the world.  
They are famed for  
their excellence and  
hard wearing qualities.

You will find Orr's  
Glass and Emery Cloths  
and Papers a good line  
to stock.

Samples and prices  
from

Agents—

George Peatt & Co.  
Box 1651, Winnipeg, Man.

PRICES QUOTED IN  
DOLLARS & CENTS.

# McClary's REFRIGERATORS



"Model"

On McClary's 1913 Refrigerators all  
superfluous ornamentation has been  
eliminated but the round corners, pan-  
elled sides and fine finish attract the  
eye at once.

The "Model" here shown is white  
enamel lined, with retinned wire  
shelves. Put it in the row with other  
makes and the McClary "Model" will  
be picked out by your prospective cus-  
tomer as the most serviceable refriger-  
ator of the lot.

Our catalogue describes many styles.  
Now is the time to stock. Write.

## McClary's

London

St. John Montreal Toronto Hamilton Winnipeg  
Calgary Vancouver Saskatoon Edmonton

*McClary's is a Quality Name*



# McClary's 1913 Gas Ranges

Cooking Efficiency  
with  
Economy of Fuel



Large Oven  
Capacity in  
A Limited Space

*For Natural or Manufactured Gas.*

This model, like all McClary Gas Ranges, is brim full of selling points. In addition to this the general public has come to recognize the name **McClary** as the hall mark of a quality article. This has been brought about by excellence of material and workmanship backed by construction on a right principle. **Your customers** are included in the "general public." They will ask for McClary Ranges. Have them in stock.

London  
St. John  
Montreal  
Winnipeg

Calgary

## McClary's

Vancouver

Saskatoon

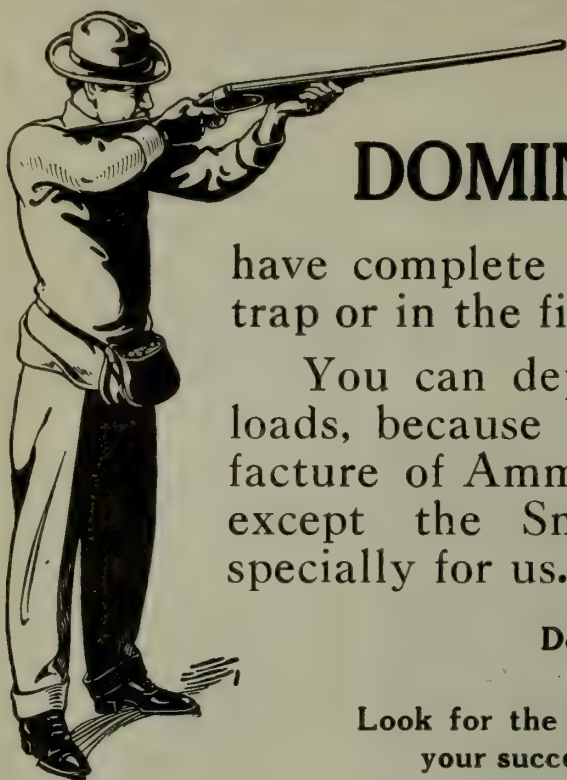
Toronto  
Hamilton  
Edmonton

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*"McCLARY'S" IS A QUALITY NAME*

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Shooters who use

## DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion  
Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures  
your success. Every box is absolutely guaranteed.

**DOMINION CARTRIDGE CO., Limited**  
MONTREAL . CANADA



Every Inch of

## "QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.  
This means uniform wear.

John Lysaght, Limited  
Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited  
MONTREAL

Managers Canadian Branch



## CHARCOAL TINPLATES

High grane genuine Charcoal Plates  
Tissue Packed.

*Specify "DOMINION CROWN" on pour next order.*

**A. C. LESLIE & CO., Limited**  
MONTREAL



# Business Outlook is Most Promising

Reports From all Sections Indicate That the Hardware Trade is Enjoying a Full Measure of Activity—Ontario is Promised a Banner Year—Manufacturers Are Proceeding With Extensions.

Although there are some phases of the business and financial situation which incline men to feel doubts, the outlook in the hardware trade is uniformly bright.

The prospects are that business will be heavy all year. In Ontario and the eastern provinces there has never been any doubt of this from the start. In the West there were certain stages when the outcome looked doubtful, and men were gaining the habit of speaking reservedly of the future. This condition has been dispelled pretty much, however, since the opening of spring. Business in the West has shown such marked stimulation that the usual characteristic optimism is again manifesting itself. All that is wrong with the West at the present time is that money is still extremely tight and collections slow.

It is anticipated that Ontario will have a banner year. Conditions are brisk in the old province, and, as building operations will be on fully as large a scale as ever before, the outlook for the hardware trade could hardly be improved upon in view of conditions elsewhere. Representatives of Hardware and Metal who have visited points in Ontario during the past few weeks state that everywhere they found the retail hardwareman brimful of confidence and preparing for a busy season.

One retailer made the significant statement that he has placed his orders for the spring trade in larger bulk, because he can see every evidence of a larger demand than ever before. "My sales have already shown an increase,"

he asserted, "and as there are new buildings going up all over the city, I feel confident that I am going to keep up the good work."

From the manufacturing standpoint the outlook is equally bright. All manufacturers report that they find the demand quite as much as they can handle; in some cases rather more than they can look after. All extensions and additions projected last year are being carried out, and in some instances new extensions are being planned—a pretty conclusive evidence of confidence.

Dealing with the business outlook from a monetary standpoint, The Financial Post says:

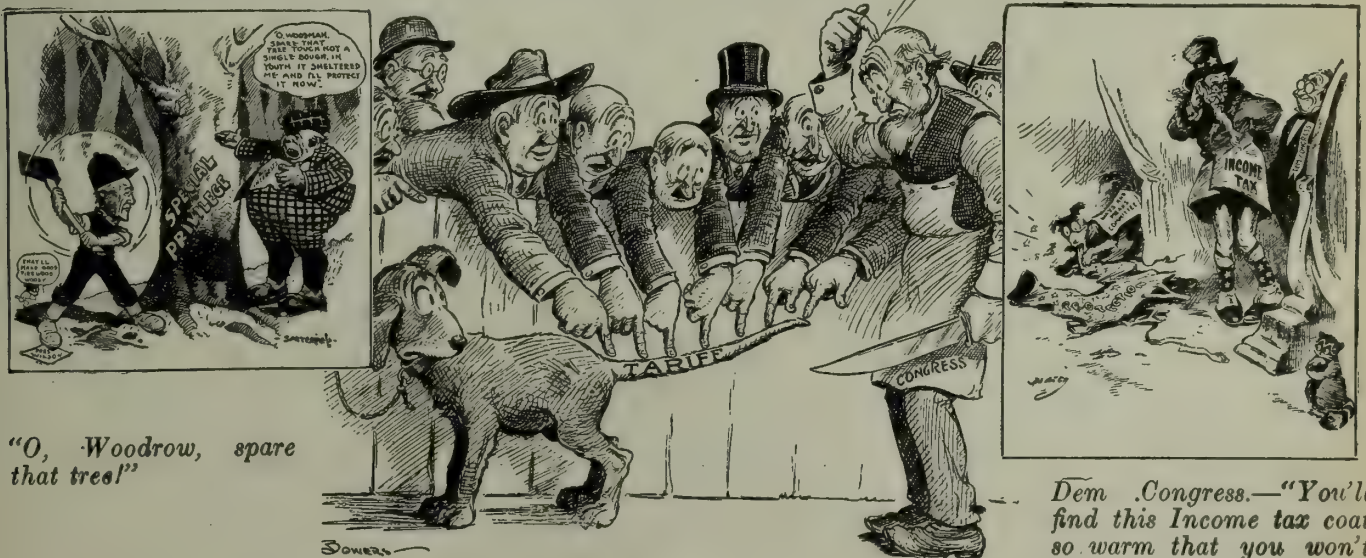
"Although money is much easier in the world's centres, it may be some time before the effects are felt in Canada. Bankers are not disposed to increase credits. Most of them have adopted the policy of taking care of customers on the same terms as they were given last year. There will be very few loans made by Canadian banks for the purpose of increasing plant, for strictly commercial purposes, all classes will be in a position to get lines of credit on the same basis as last year. All the financial machinery, therefore, is available for Canadian commerce to handle the same volume of business as it had last year. If collections remain indifferent it may be awkward for those who have been giving extended terms. Pressure generally is being brought upon traders to keep within limits agreed upon, and this will necessitate them

pressing laggards in respect of payments."

The Post's information continues to be such as to warrant conclusion that Canadian industries generally are quite active. Those engaged in the production of building material are finding no let-up in respect of orders. If anything the situation in that respect appears to be improving. Although real estate speculation and trading is being discouraged by financial institutions, nevertheless there are signs, especially at Eastern points, that it will become very active. In the West there does not appear to be any tendency of prices to decline, and building does not show signs of being materially less in volume than it was at the corresponding period of last year.

Although winter projected itself well into April, it was succeeded by extremely open and favorable weather for seeding. It can be said that the seeding operations are proceeding satisfactorily and in their normal season. In Ontario the crop outlook is steadily improving. At the same time the farmers are finding a better market for their stock and there is a keen demand for breeding stock. This latter is a healthy indication from a business standpoint.

Large machinery houses report exceptionally heavy demand from the large railroad companies. General business is also stated to be better. In the far West capital expenditure is somewhat restricted because of the difficulty of getting, and the high price of money.

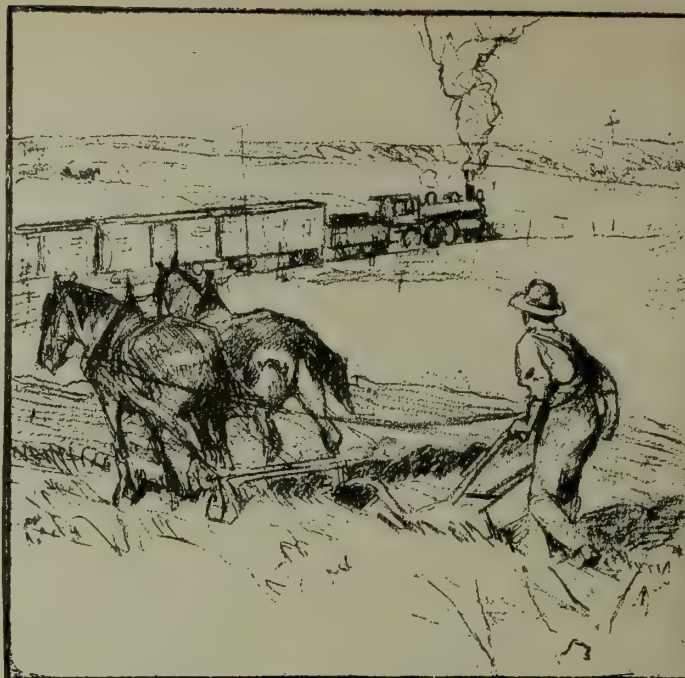


Chorus—"Cut it off here."

DIVERGENT VIEWS ON U.S. TARIFF REVISION AS EXPRESSED BY THE CARTOONISTS.



# Getting the Farm Trade



**A Story Which Tells How a Firm on the Brink of Bankruptcy Managed to Weather the Storm by Pushing the Sale of Certain Lines With Farm Customers  
—A True Story With a Moral of Vital Importance To-day.**

This is a true story as told to the writer by the hardwareman who figures in it under the name of Jones, that name being selected chiefly because it isn't his right one. Jones is a prosperous dealer to-day, in a quiet but active town of about 6,000 people. He is rated S.C. and he takes his discounts every time. White, his partner, went west four years ago and now has two stores in the West and a bunch of real estate, which will be worth a few hundred thousand some day soon. He gets a new motor car each year.

But now for the story. Back in '06, Jones who had been struggling along for six years in the role of third and latest hardwareman in a field which could support two decently, was just about "at the end of his string." He was a careful business man, very thorough in his methods, very attentive to collections and scrupulously particular about the appearance of his store. He carried a good stock, had an attractive looking place and was pretty well liked in the town. Nevertheless, he had been finding it necessary to ask for extensions, and the credit men were beginning to look askance in his direction. Jones rather expected to see the sheriff walk in any day.

The truth of the matter was that Jones was getting a fair share of what business was going in town; the trouble being that there wasn't enough going. The place was in a bad slump. One of the few factories it boasted had been lured away to a neighboring town, and the local sawmill had been temporarily

closed. There were plenty of men unemployed around town. The place had reached the stage when empty stores had begun to dot the main street at regular intervals.

At the time when the story proper opens, Jones had \$68.29 cash in the bank and payments amounting to \$1,275 due inside of two weeks. His books showed outstanding accounts of about \$1,900, but not a quarter of that amount was collectable within the fortnight. And the worst of it was that the elasticity of Jones' credit had been stretched just about to breaking point. Then something in the nature of a miracle happened.

Jones had a customer named John A. White, a stock raiser, who kept up a pretentious place about six miles from town and who always bought the best of everything and paid cash for it. To harrassed Jones, John A. White had been the one sure pay oasis in a desert of stalls, excuses and requests for more time—if a mixed metaphor be permissible. About the time that Jones was trying to make up his mind whether he would give up in despair or try to stall off his creditors a little longer, White came in to buy a new cream separator.

"There's a little matter I've been thinking of broaching for some time, Jones," said White. "Ever feel the need of a partner?"

"Not as far as the work is concerned," said Jones. "I can run this business quite nicely myself. What I need is a partner with plenty of capital right at the present moment."

"My boy Fred has a hankering for the hardware business," said White. "I'd be willing to put up the necessary cash to acquire an interest in some store where he could get a good insight into the business—where he could learn it, in fact, I've had you in mind for some time."

Jones was an honest man. It was only his well established reputation for sterling integrity which had averted prompt closure on the part of the credit men a long time before. He thought over White's suggestion for a few moments then gave it up with a regretful sigh. "It's no use considering it White," he said. "This business is in bad shape. I'm just about up to my eyes and I expect to go under in about two weeks. Taking in a partner would fix things up temporarily, but I couldn't guarantee that things would remain fixed for the future. Business is powerfully slow in town just now. Your investment would be a poor one."

"Just how badly off are you?" asked White.

They went over the books together, Jones, whose innate sense of scrupulous honesty urged him to present the case without any limitations, literally spread his hand out on the table. "I need one thousand dollars in two weeks to meet immediate payments," he said. "More payments will be falling due in a month after that and, as it is a dull season of the year, we couldn't count on taking in enough to meet them. That's how we stand. This old business is badly water-logged, I'm afraid."



"I don't think your case is hopeless," said White, after deep consideration. "This town is going to go ahead after it shakes off the effects of recent reverses. If you can only weather the storm for a few months more, you'll pull through. Now, I have great faith in this boy of mine. He's a salesman from away back. Last summer he went out for the Farmer's Independent Telephone Co. and got men down as subscribers who had been too stingy to put a lick of paint on their homes for twenty years back, and he's just chock-full of ideas. I think he could make things hum in the hardware business."

"If he can make things hum in this town," declared Jones, in deep dejection, "he will be a sure enough genius."

White finally decided to "take a chance" and his son Fred started in the store at once. Enough money was put in to clear up immediate indebtedness and to give the new firm a little leeway. Fred was a brisk young fellow of about twenty-three with a vast amount of energy and, as his father had said, a fertile brain for hatching up new ideas. He was both original and a hard worker and that, permit us to here remark, is a winning combination.

The first couple of weeks he devoted to rearranging the store, writing cards, and putting in window displays. The store had always been well kept, but he made it look better several times over and his window displays, for an amateur, were extremely clever. It was soon talked around town that "young White was going to wake things up in the the business."

Sales at the end of the two weeks showed an increase of \$8.27 over the previous fortnight.

Nothing daunted, Fred started in during the following two weeks to do some advertising. He advertised an offer of \$2 to the first person to bring a copy of the paper into the store and point out a typographical error—an old dodge, but one most distinctly new in this town. Every person in the place bought a copy of the paper and then rushed to the store, but they did not go "on buying intent." The scheme boomed the circulation of the Weekly Intelligencer, but did not create much expansion in the cash balance of Jones and White.

At the end of the first month, Fred had expended about \$200 worth of extra energy, and had boosted the store sales by about \$20.

This result made him do some tall thinking. The outcome of his cogitations was summed up in a remark made to his partner Jones, who, by the way, had accepted the failure of their efforts, as the final proof of the futility of further attempts at infusing life into a

business that was so unmistakably becoming moribund.

"It's no use trying to get business out of the townspeople, Mr. Jones," he said. "I've come to the conclusion they haven't got the money to spend. Otherwise we would sure have got some of it, for we offered them tempting bait. There's only one way to turn them. We've got to get after the farmers. Some of these horny handed tillers of the soil are mighty prosperous, although they may not look it. There's many a roll of musty bills as big as young stovepipes stowed away hereabouts and we've got to bring them out into circulation."

"Go as far as you like," said Jones, busy getting out his monthly 'dunners.' "It's your dad's money you're spending, not mine."

Fred took a day off, hitched up and drove out around the country. He talked with every farmer he met, kept his eyes open all the time and came back with the nucleus of several real ideas. He studied a few farm journals that evening.

Next day a traveller for a cement firm landed in and White hailed him like a long lost friend. "Just the man I'm looking for," he declared. "I want some pointers on the use of cement on the farm."

"I could talk all day on that subject," said the traveller.

He talked for a good hour and, when Jones happened to come within earshot, he was horrified to hear Fred placing an order for more than double the amount of cement that the store had sold the previous year.

"Far be it from me to interfere with a man's spending of his own money, Fred," he said, with an attempt at ironic indifference, "but if you go on this way, my conscience will compel me to warn John A. White that his good money will soon be gone up in smoke."

"Don't worry about this," laughed Fred, lightly. "I've found the way to sell all this."

Next day he was out on the warpath, sizzling with the information he had secured about the possibilities of using cement on the farm. Pamphlets protruded from every pocket.

A couple of weeks after that, he was waiting on a farmer who had dropped in to buy a keg of nails. It was not long before the conversation was dragged around to the subject of cement.

White started to tell how the farmer could save money by using cement. The customer was inclined to be sceptical. "Don't see that it would be much use to me. I've never seen it used," he declared.

Fred dived down under the counter and brought up a handful of photo-

graphs. "You know Si Wilkins of Wilkins Corners? Here's a picture of a new hitching post that he put in last week. Know Jones of Swanville? Here's a photo of some work he did. Both are delighted with it—and they found it cheap."

The customer decided that he could not do better than follow the example of such well known agriculturists as Si Wilkins and Henry Jones—and bought a supply. Others did the same. Shortly afterwards Jones was looking around the warehouse and was surprised at the smallness of the cement stock on hand. "Where's all that cement going to?" he asked. "Selling it," replied Fred, laconically. "Have to order some more in a few days."

The attention of the junior partner was then turned to explosives and he managed to waken up quite a few farmer customers to the expediency of using explosives for clearing up land. It was a comparatively new idea in that section, but it soon took hold. Then Fred began to work paint. He got out a booklet showing how much a year a farmer could save by keeping his buildings, wagons, and implements in proper condition by painting. It was an ingenious argument, rather daringly worked out, and presented, presenting figures which caused the farmers to gasp. They didn't believe it all, but it set them thinking and many of them decided that there was something in it after all; and they bought paint, more paint than had ever been sold before in that sleepy town.

Just before the time came for the purchase of rope, Fred noticed that, owing to an advance in the price of raw material, rope prices were likely to advance. (He read it in Hardware and Metal by the way). Without losing time, he put in a big order, again startling Jones by its size. Shortly after, the price did go up according to advance predictions and the two partners figured out that, provided they were able to sell their stock, they stood to clean up at least fifty dollars over and above what they would ordinarily have made. And they sold the stock, every last coil of it. Fred scoured the countryside for a good week, going right to the customer before he (the customer) had had a chance to get in touch with other dealers.

Three months after the new partnership was formed, Jones and White were still in the ring. They had managed to meet payments and, although a formidable total of indebtedness still faced them, the volume of business had picked up so remarkably that they felt quite safe in estimating that money taken in would be sufficient to meet all outstanding.

(Continued on page 48.)



## The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President  
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## Hardware and Metal

JAMES G. LORRIMAN - - - Manager  
T. B. COSTAIN - - - Editor  
GEO. D. DAVIS - - - Associate Editor  
H. C. LOWREY - - - Associate Editor

### CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

### OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255  
Toronto - 143-149 University Avenue. Phone Main 7324  
Winnipeg G. Rutledge, 34 Royal Bank Building, Phone Garry 2313  
Vancouver - H. Hodgson, 18 Hartney Chambers  
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960  
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector  
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

### SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, April 26, 1913

### BARGAIN AND QUALITY BUSINESS.

When a retail merchant follows a continuous policy of advertising bargains, does he lose in time the "quality" trade; that is, the custom of people who put quality in goods ahead of price? This is one of the most interesting merchandising problems facing the retailer to-day. An item encountered in an American exchange brings it into mind. This item reads:

One of the large New York department stores formerly had a very high grade business in a certain line selling to the exclusive people articles as high as \$6 and \$7. This, in fact, was the bulk of the business. It is now said that, because of the change in their advertising policy, practically all the store's business is now done on articles selling under \$4, at odd prices, like \$3.85, etc. Through advertising sales so constantly, the store has attracted a different type of customer, and then when the regular customer called she was made so nervous by being in such a large crowd of people who were so different in taste from her own, that she stopped going to that store. This was pointed out to show that it is impossible in the department store to-day to do both kinds of business.

The case quoted is not an isolated one. In the large departmental stores, where of necessity they advertise daily bargains, it is found extremely difficult to retain quality business. People who can afford to buy what they need irrespective of price considerations generally, prefer to go elsewhere, choosing exclusive stores where they do not have to jostle with crowds of bargain hunters.

It must not be supposed that the same rule holds good in connection with the smaller retail store necessarily. Conditions are vastly different. It may possibly be that the retail merchant can adopt the policy of advertising bargains at all seasons and still hold his share of the

quality trade, even if the big departmental stores find it increasingly difficult to do so. We repeat that it is possible he may do so, not that it is certain.

All merchants are anxious to have a big connection with the class of customers who buy the best of everything and are willing to pay a high price in order to secure quality. It is this class of trade which carries the best profit and which is most pleasing to handle. If it were possible to do so, every merchant would play for this trade alone. Unfortunately, there is not enough of this class to provide the average retailer with a sufficiently large turnover to make his business profitable. To secure a large turnover, he must go after the business in cheaper lines where sales are more rapid and where a large volume of business is soon secured. This brings him face to face with the necessity of advertising price inducements.

In the opinion of Hardware and Metal, it is possible for a retailer in places of average size to do both classes of business. His advertising of bargains need not hurt his connection with the quality trade, provided that he does not carry it to excess nor allow the bargain side to completely overshadow the quality.

### PUTTING CREDIT ON BUSINESS BASIS.

The Saskatchewan Division of the Canadian Credit Men's Association, Ltd., has issued a pamphlet to retailers relating to the financial stringency. They state that the financial stringency is not a new one; it has visited us before and will no doubt visit us again, and will have every commercial community within its grasp unless the fundamentals of business principles are strictly adhered to by every dealer and every merchant. They wish to impress on the minds of the retailers that they cannot afford to lend their money to all and sundry without satisfying themselves as to the intention and ability of the borrower to repay. Why not then use the same care in parting with merchandise which represents money? They point out that the indiscriminate giving of credit does untold harm to the wholesale houses who carry the retailers and rely upon them to promptly discharge their obligations to the wholesalers. They strongly advise merchants to introduce the cash system as much as possible and, although it may not be possible to place a business on a cash business at once, it is a good plan to make a very rigid selection of credit accounts and to give credit only to those whom experience has proved to be entitled to credit. Merchants are advised never to allow credit sales to exceed 25 per cent. of their turn-over, also to collect all outstanding accounts now and teach customers to do business on a cash basis. They also state that the day is not far distant when the merchant who persistently refuses to curtail his credits will in turn have his credits curtailed by the wholesale trade.

As per predictions in Hardware and Metal, white lead has advanced again. No retailer should neglect to follow closely our market reports.



## WHITE LEAD ADVANCES AGAIN.

The importance of following the market reports in Hardware and Metal was demonstrated most forcibly during the past fortnight. When the recent slump in the price of white lead was declared, it was intimated that the reduction was likely to prove temporary only. The following week, it was predicted that white lead would shortly return to the old level, and the reasons for same were stated. The weakness in pig lead, it was pointed out, had proven of short duration only, followed by sharp advances. With the cost of raw material back at the former high level, it was only a matter of time before white lead would also return. During the present week the prediction has been borne out by a substantial increase in the price of white lead.

A large number of dealers availed themselves of the low price, and on the advice of Hardware and Metal bought during the brief period when the low quotation was offered. Others disregarded the prediction and will now have to stock up at the advanced figure—an opportunity for a neat profit gone.



## BIG DEMAND FOR PAINT.

While business generally is very brisk in hardware lines, in no department is there more marked activity than in paints and paint specialties. Reports show that all manufacturers are being pressed to fill their orders and that business continues to be placed in most satisfactory volume. It is quite apparent that a record year is ahead.

The growth of the paint industry has been most rapid and continuous. Each year has seen a marked advance. This is due, one feels convinced, not only to the growth of the country, but to an awakened interest in paint and a growing conception of the real value and possibilities of the article. Manufacturers are doing a great deal to enlighten the public on the subject, but a large share of the credit is also due to the retail hardwareman. Dealers have been showing a greater interest in their paint departments and making more determined and enlightened efforts to push sales, with the result as aforementioned.

The good work may only be said to have been started, however. Many times over the volume of paint now used would be required if the general public used paint to the extent justified by its many uses and its undoubted value. There is still plenty of missionary work to be done.



## POINTED EDITORIALS.

Opening of spring means big profits in baseball supplies and all sporting goods generally. Feature the sporting goods department.

• • •

The merchant who keeps his collections up to the mark every day in the week and every week in the year will never find them particularly slow.

• • •

Manufacturers cannot hope to get retailers interested in their products by compulsion. Efforts made to build up a demand from the consumer without appealing to the retailer direct, savors of compulsion.

## The Use of Motor Trucks

SINCE retail merchants began in some instances to use motor trucks for delivery purposes, considerable controversy has been waged on the relative value and cost of operation of horse delivery vs. motor truck. Tables of costs have been produced from time to time, but seldom have they been complete. There are many items to be considered in arriving at the actual cost of a delivery system, such as interest, depreciation, overhead expense and insurance.

In a recent article in the Review of Reviews, the question of motor truck costs is taken up exhaustively and with a thoroughness in matter of detail, which convinces one of the accuracy of the conclusions arrived at. The tables presented are from the cost records of departmental stores. They show an average cost of 14.31 cents per mile. This average is higher by quite a margin than the small retailer would have to pay, as the cost increases rapidly with the mileage covered each day. In the stores in question, the machines covered an average of 60 miles per day each. This meant heavier wear on the machines and necessarily a larger allowance for repairs and depreciation.

The chief difference between the light delivery truck and the heavy truck lies in the fact that in the case of the light truck the capacity of horse-drawn vehicles is duplicated, the advantage of the truck lying in its ability to make rapid deliveries and to operate under conditions which greatly decrease the efficiency of the horse. With the use of the heavy motor truck, however, the advantage of carrying a heavier load in quicker time at a lower cost for each load unit presents the most favorable argument in favor of the motor vehicle. The engine and body of the heavier tonnage motor truck form a very powerful combination for the most efficient handling of merchandise, while the adaptation of the motor truck to a wide variety of uses has kept pace with the rapid advancement in other fields of commercial activity. Aside from the haulage of merchandise and the transportation of raw materials, the modern motor truck is used in a variety of ways which prove interesting to the investigator and tax the ingenuity of the motor-truck designer.

The largest truck now manufactured carries ten tons on its chassis. This load is drawn by an engine having no larger horsepower than many of the engines supplied with trucks of smaller capacity.

This type of truck, however, is not recommended by the manufacturers for use outside of cities where well-paved streets and operating conditions are most favorable. The use of the motor truck as a tractor is comparatively little known in this country, but in Europe, where the road conditions throughout the country districts are very much superior to our own, it is not unusual to see a five-ton truck hauling three, four and five-ton trailers of from one and one-half to three tons' capacity each.

For city operation and for use where the road conditions are unusually good this type of operation would seem to be by far the most economical, but the development of good roads in this country is so far behind that of European countries that it does not seem likely that the adoption of the motor truck as a tractor will be at all general for some time to come.



# To Bring Results Ads. Must be Seasonable

It is Easy to Fall Into a Rut in the Matter of Changing Copy and Allow Advertising Matter to Run Along Until it Becomes Quite Out of Season—Criticisms of Four Typical Retail Hardware Advertisements.

One of the strongest factors in advertising is seasonability. This point was dealt with at some length in the article on advertising which appeared in last issue. The reproduction in connection with last week's article of an advertisement of Christmas goods, which had been clipped from an April issue of a Canadian newspaper, pointed the moral in most forcible manner. This point cannot be made too strong, however, for it is one which is very frequently overlooked.

Where the hardwareman writes his own copy, he very frequently finds it hard to get the necessary time. Being busy with a hundred and one other matters, it frequently happens that the writing of the ad. is left until the very last moment when it is dashed off in a red-hot hurry. Under the circumstances careful attention to detail is impossible. Unfortunately, it sometimes happens that the preparation of the new copy is either forgotten altogether or word is sent to the publisher at the last moment to repeat the old copy. Once done, this is likely to become a habit and before he observes the fatal rut into which he has turned, the merchant is changing his copy at rare intervals only then just "dashing off" a crudely prepared presentation of facts. When this stage is reached, the advertiser, it may be taken for granted, is getting the minimum of good from his advertising.

Unless close attention is paid to the copy every day or every week, as the case may be, it is impossible to keep the advertising seasonable. And, unless the copy is seasonable, satisfactory results need not be expected.

People are not interested in reading about goods for which they have no immediate need; or it is very rare indeed that their interest can be aroused by a belated announcement of a past season's necessities. It is safe to assert that never is interest aroused by an announcement which has been repeated so often that it has become out of season.

The four advertisements reproduced were chosen partly because of their splendid seasonability. Each ad. deals with a line or lines, distinctly interesting to the public at this time of year.

**Peterboro' Hardware Co.**—The most striking feature of this advertisement is the fact that it "stands out." Surrounded by advertisements of any other description, it would still possess the

quality of being quite distinctly different and consequently noticeable. This is partly due to the unusual heaviness of the border and in a greater degree probably to the unusual arrangement of the border. Breaking the rule and turning it in beneath the heading is a new "stunt" which has the advantage of novelty, but which has disadvantages also, chief among which is the fact that it seems to almost cut the ad. in two and to isolate the heading from the body of the advertisement.

The ad. is extremely timely and a commendable feature is the listing of articles with prices attached. Greater strength would have been added, however, had a brief description been given of each article. To make this possible, it would have been necessary to make the heading smaller and to condense the type. This would have effected an improvement in itself, however, as the heading and introductory matter, as they stand, occupy more than half of the available space. Too much space is used before getting down to the "meat" of the advertisement, i.e., the list of goods and prices.

The phrases "see our windows" and "watch our ad." could have been introduced to better effect in panels beneath the firm name at the bottom of the advertisement. In their present location, they serve to break up the connected thought between the heading and the introductory statement below without adding any to the typographical appearance.

**Martin, Finlayson & Mather.**—The advertisements of this firm have been discussed before in these columns and, as usual, much is found to praise. The style adopted is perhaps the most effective known for the retail advertising of hardware. A variety of articles, with descriptions, cuts and prices, neatly arranged—such is undoubtedly one of the surest forms of advertising known where direct results are desired. The writer has seen many better samples of the advertising done by Martin, Finlayson and Mather than the one reproduced, however. The lack of a heading in the present instance is a serious weakness. It would have been better to eliminate, if necessary, a few of the articles advertised in order to make room for a broad announcement at the top. An improvement might have been effected also in the arrangement. The heaviest cuts are grouped on the one side, thus

destroying the effect of perfect balance so much to be desired.

**R. Chestnut and Sons.**—This ad. does not strike one at first glance as attractive, for this there is one reason. There is altogether too much sameness in the type used. Look at the column starting at the top and extending down the centre. It is set in the same size type right through and in caps at that. This has not only brought about inequalities in spacing and line arrangement, but the matter has a jumbled appearance. It is difficult to read and nothing stands out to catch the eye. A further disadvantage of this arrangement of the type is that a great amount of space is used to say very little.

This ad. would have looked much better if the body of the matter had been set in much smaller type and in upper and lower case. A heading across the top in good sized type would have set off the rest of the matter and served the valuable purpose that a heading is intended for—to catch the eye of the reader and draw attention to what follows. By putting the baseball cut in the centre with reading matter in small type above and below and with a panel at each side, the layout would have been infinitely improved.

**Fawcett Hardware, Ltd.**—Some of the faults noted in the last advertisement are found in the ad. of the Fawcett Hardware. There is too much sameness in the type, the space is filled up to the farthest corners, leaving no alleviating white space worth mentioning, thus giving the whole ad. a general "dead level" appearance from which nothing stands out with the desired prominence. The required improvement could have been effected by indenting the solid matter beneath headings, leaving a margin of white space on each side. This would give increased prominence to the headings. The introduction of an illustration would go a long way toward the improvement of this ad.

The reading matter has been carefully prepared and the arguments advanced are forceful and pointed.



## COMPANIES INCORPORATED.

"D. G. C. Valve Co., of Canada, Ltd., have been incorporated with head office in Montreal for the purpose of manufacturing and dealing in valves, lubricators, injectors, couplings, etc.



## Put Your Lawn and Garden In Trim!

SEE OUR WINDOWS!

WATCH OUR AD

Now's the time to start on pruning and trimming your trees and hedges digging up the Garden, Flower Beds, etc. Be sure to buy good tools for this work. Our

### Garden Tools

are made of the finest quality steel. They have remarkable keen cutting edges, strength and durability.

Pruning Shears.....	40c	Garden Rakes.....	35 to 90c
Pruning Saws.....	60c	Garden Hoes.....	35 to 55c
Hedge Shears.....	85, 1.00, 1.25	Ladies' Hoes.....	40c
Lawn Rakes.....	50, 60 and 75c	Spading Forks.....	1.00
Grass Hooks.....	25 and 50c	Spades.....	75c
Tree Pruners.....	90 and 1.25	Garden Trowels.....	10, 15 and 25c
Dandelion Pullers.....	60c	Garden Forks.....	25c
Turf Edgers.....	90c	Asparagus Knife.....	30c

Flower Bed Fencing Painted White, 12 in. 10 ft. 18 in. 12c ft.

DAVIES LAWN AND GARDEN DRESSING—A fertilizer to enrich the soil. 50 lb sack \$2.00, small quantities 5c per lb.

**Peterboro' Hardware Co.**  
LIMITED

### A Nicely Painted House



looks better, last longer and is more valuable than one that needs painting. **Barro Paints** cover a lot of surface, wear well, and do not crack, scale or peel off. Half-pint tin..... \$2.50 Gallon tin..... \$2.50 Also in pints, quarts and half gallons. **White Lead**, per lb. 71-2c up. **Zinssed Oil**, pure, per gallon..... \$1.00 **Turpentine**, gallon..... \$1.25

### For Picture Frames



Mouldings, furniture, etc. use **Art Zinamel**. It dries quickly and gives a beautiful gloss. In 100 beautiful shades, also black and white. Per tin..... 25c That Bath Tub will be given a bright new finish by a coat of **Bath Enamel**, not affected by hot or cold water. Per tin 25c **Aspinall's Bath Enamel**, tin 50c

### Good Brushes



Well made from best quality bristles, securely bound.

**Kalsomine Brushes**—25c to \$7.50. **Varnish Brushes**—15c to \$1.75. **Paint Brushes**—25c to \$2.25.



### A Dark, Dingy Room

can quickly be made bright, cheerful and sanitary by a coat of **Alabastine**; may be put on over plaster, wood, brick or any other wall surface, easy to apply, and will not rub off. 21 delicate tints, and white 5lb. pkgs., covering 25 sq. yards, for... 50c



**For Old Furnishings**—Instead of banishing your shabby old furniture to the attic, give it a coat of **BARRO LAC**, and it will be presentable again in **Barro Stains and Varnishes** at the one application. It is fine for floors, too. Colors of oak, mahogany, walnut, etc. per tin..... 30c, 50c, 90c

**Oil Stains** give a better effect than varnish stains on woodwork not previously painted or varnished. Half-pint tins..... 25c Gallons..... \$2.00

Also in pints, quarts and half gallons. **Varnishes**, per gallon 85c to \$6.00 Small size tins, up from 25c



**For Radiators**, exposed plumbing, iron fences, flower pots, etc. **Aluminum Paint** is just the thing. Per tin 25c

**Boyle's Old English Floor Wax**, for floors, furniture, and all woodwork. 1lb. tins..... 50c 5lb. tins..... \$2.50

Also larger sizes. **Powdered Floor Wax** for dancing floors..... 40c and 75c

**Brightener**, for cleaning floors, for floor wax; also for giving a bright new look to old furniture. Most of the preparation..... 60c and \$1.00

**Polishing Brushes**, heavy, for waxing and polishing hard wood floors. Side and ends are protected by rubber bands. 15 lbs. and 25 lbs. \$2.50 \$3.00



**Martin, Finlayson & Mathers Ltd.**

MECHANICS' TOOLS—CUTLERY—BUILDERS' HARDWARE

45 Hastings Street West

Between Carrall and Abbott Streets

**Reach**



BASE BALL GOODS

BATS, BALLS, MITTS, GLOVES, MASKS, SHOE PLATES, SCORE BOOKS, BODY PROTECTORS, PITCHER'S TOE PLATES,

Our line of these goods are now complete.

Call and get one of Our Illustrated Catalogues.

UMPIRE INDICATORS. DOLCE just the thing to keep your glove or mitt in first class condition.

Official Base Ball Guide for 1913 only 10 cents.

**R. CHESTNUT & SONS**

WHOLESALE

The Hardware People

RETAIL

Domestic Sanitary and Heating Engineers.

## Busy Housewives!

Read this List carefully Before You Commence the Spring House Cleaning. Every Line is Valuable.

Furniture Polish, Big 4 Liquid Veneer, Old English Floor Wax. Brightener for Furniture. Japalac for floors, furniture and anything you want to brighten up. Paint and alabastine in all colors.

## Sanitary B-B Dust Cloths and Mops for Dusting Floors

Save time and labor. They also absorb dust, as a sponge absorbs water. Prices from 20c to \$3.00.

### WAGONS FOR BOYS

Of all ages from \$1.00 up.

Hammocks, \$2.00 to \$10.00. Tents \$7.00 to \$30.00.

Also Screen Doors and Windows. Refrigerators, Etc.

**Fawcett Hardware**  
LIMITED

Kempthorne Block

Second Avenue



# The Household Goods Department

## Methods of Selling Vacuum Cleaners

**How Canadian Hardware Salesman Won Prize in Contest—Made Thorough Study of Machine and Gave Demonstrations at Homes of Customers—Window Demonstrations Did Not Pay as Well.**

*The accompanying article is written by a hardware salesman who took a prize in the contest recently conducted by a firm manufacturing a high price vacuum cleaner. He explains the methods which he adopted to get prospects and to close sale, the foremost plan having been to conduct demonstrations in the homes of people who had shown an interest. The article is of particular interest at the present time.—Editor.*

Some time ago the manufacturers of a certain line of vacuum cleaners instituted a selling contest in which several cash prizes were offered. The contest was open for four months and the clerks or salesmen taking part in the contest were divided into two classes, namely, those who devoted their entire time to selling vacuum cleaners and those who were only able to give a portion of their time. I belonged to the latter class because I had many other duties to attend to. I felt, however, that I would make a determined effort to have a large number of sales, and if I lost the prize money I would at least have the satisfaction of knowing that the profits on the machines I did sell would help to swell the firm's treasury. At the close of the contest, I was fortunate enough to be declared one of the prize winners.

In the city where I worked the vacuum cleaner had not been introduced to any great extent, and the wise ones told me that it would be impossible to get any person to pay a high price for a cleaner especially when the price ran over \$100. I could not see it that way, and I set forth to sell machines with more determination than ever. In the store where I was employed we stocked vacuum cleaners ranging in price from \$7.50 to \$150.00. The machine involved in the selling contest was one that retailed at \$135.00, and was a machine in which I had explicit confidence. Before I started to show the machine to prospective customers, I made a careful study of the mechanism of the cleaner and demonstrated it many times to my personal friends. By doing this I learned a great deal about the machine on account of my friends asking all kinds of questions, and by answering them I was preparing myself to answer the

many questions that would be asked by prospective customers later on.

After gaining a thorough knowledge of the machine and seeing exactly how it would work under all kinds of conditions, I was fully convinced that it was a splendid machine.

Salesmen should always be on the look-out for some one to interest in the machine he is selling, and should devote a portion of each day in planning how to interest a new prospect. In addition to many householders to whom I sold machines I found that churches, lodges, banks, hotels, charitable institutions, libraries, etc., were good prospects. There are many people in every community who are willing to purchase labor-saving and health-preserving appliances providing they can be shown that they should have the appliances and that they are in need of them.

A mistake that is often made by salesmen is to begin to talk the superiority of the appliance they are selling before they try and create a desire for the appliance in the mind of the prospect. After a prospect has been shown the need of an appliance is the time to show and talk the superior qualities of the line you sell. I think it is a good plan to pick out about a dozen prospects and concentrate your efforts in their direction. This I think is a better plan than scattering your efforts on a much larger number of prospects without taking care of all of them in a thorough and effective manner. After each sale is made you can add another name to your list.

I found the most effective manner in which to sell machines is to demonstrate them in the home of the prospect, and allow the prospect to use the machine. With a good machine it is astonishing the amount of dust and dirt you can

take out of an apparently clean rug or carpet. After I got a prospect interested in the subject of vacuum cleaning, I invariably made arrangements to give a demonstration in the home of the prospect. During the contest I often had demonstrations in the store window and, although large crowds gathered and watched the demonstrations, I found that resultant sales were almost nil. During the contest I only failed to make sales in three instances where I had demonstrated the machine in the home of the prospect, and in one instance they made a purchase after the contest had closed.

Never be deceived by the thought that your territory is worked out as there are always good prospects, many of whom will become interested by those to whom you have previously sold machines. I found that it was a good plan to telephone occasionally to purchasers of cleaners and make enquiries regarding the satisfaction their machine was giving. By doing this I often received tips regarding other people who had been in to see the machine and appeared to be interested. I remember one instance where a telephone order was received from a doctor for one of the cleaners. He had not even had a demonstration or been approached regarding the subject. He had, however, been looking at a cleaner I had sold to another physician which the latter was delighted with and was recommending it to his friends.

There are some people who cannot afford to purchase a high price cleaner, but for these people there are many lines of medium priced cleaners that do very effective work.



### ANOTHER MADE-IN-CANADA TRAIN.

In view of the success which attended the tour of the "Made-in-Canada" train last year it has been decided to send out another train this year, leaving Montreal on May 14 and returning about July 5. The tour will be arranged on practically the same basis as in 1912, and 120 towns and cities in the Western Provinces will be visited, the stops varying from 2 to 48 hours, according to the size of the town. The route will be over the C.P.R. main line to Winnipeg, thence over the C.N.R., G.T.P. and intermediate lines in Manitoba, Saskatchewan and Alberta.



# Featuring High-Grade Cooking Utensils

How Retail Merchants Can Work up a Demand for the Best Quality Articles—  
Public Beginning to Appreciate the Advisability of Buying Such Lines—Sam-  
ple Advertisement For Aluminumware.

Written for Hardware and Metal by F. L. Edman.

There was a time when roughly-fashioned clay vessels and other equally crude receptacles served quite satisfactorily the purpose of cooking utensils. Quality was then an unimportant factor; and really it has been only within the last few years that the cry for goods of merit has replaced, to a great extent, the former demand for the cheaper grades.

The vigorous educational campaigns recently conducted have, however, brought about changed conditions. At present the fecundity of the market for high-grade utensils is really surprising, as will be testified by merchants who are stimulating and developing the demand in their respective localities. In this work retailers have been ably assisted by manufacturers.

But it is our purpose here to deal only with the 'retailer's' side of the question.

First, of course, he must stock a dependable line, then proceed to identify his store as the supply channel for same. He must associate his firm name so closely with the trade that the consumer thinks simultaneously of the two.

"That's much easier said than done," you will say. Very true, but nothing worth while is accomplished without effort. The means are at your disposal; why not utilize them?

To gain quick and effective publicity through the local paper, the merchant should, on taking up the sale of a new and high grade line, contract for one certain space, for say ten or twelve issues, and let this be devoted entirely to setting forth the merits of these utensils. For the other goods to be advertised in the meantime, additional space should be procured.

By retaining the same position week after week, or day after day, changing copy with each issue, you are bound to direct attention to the articles you are pushing, providing your ads. are interesting, attractive and full of life. People will come to look for your announcement in the particular space you have chosen, which is much better than compelling them to search through the entire paper.

Your advertisement need not be large. A small space used continuously is much more productive than a large one used spasmodically. A big display advertisement attracts attention, to be sure, but people must be reminded again and

again, or the interest thus created, gradually dies down, and the force of your arguments is largely lost.

The first ad, accomplishes its purpose if it merely gets people to thinking; if it creates in their mind a germ, so to speak, which germ must then be firmly planted, nourished and developed until it gets to a point where it compels action. This may be accomplished by advertising judiciously and persistently.

Now, as to the preparation of copy. One must, of course, bear in mind that his appeal is to be directed to the housewife and he must be governed accordingly in text-building.

## A Sample Advertisement.

In order to get a definite basis on which to work, let us take aluminumware as an illustration.

The first step is to construct the headline. In this we must say a great deal in very few words. We will first place ourselves in the position of the housewife, then attempt to answer this question, "What factors are of most importance in selecting cooking utensils?" Then we look at our product and compare its special qualifications with what is demanded of it. Using this process, we find that the following headline is perhaps the most logical one for an advertisement on aluminumware:

## Aluminumware — Serviceable—Sanitary —Economical.

Though not a literary gem, this headline brings to the housewife's attention the very points in which she is most interested. This may then be followed up with text matter something on the order of the following:

When you buy aluminum utensils, you get something that is sure to give you an immense amount of service.

Of special interest to the housewife is the fact that they are so easy to keep clean.

Even the worst discoloration may be readily removed.

Fruits or other food may be cooked without danger of burning or sticking to the vessel.

These utensils are economical, because aluminum has wonderful heat conducting power, thus making them time, labor and fuel-savers.

And further because they are everlasting—strong as steel.

Let us help lighten your kitchen work.

One retail firm experienced very satisfactory results by running a series of small ads. such as this, entirely without the use of illustrations, thus allowing more room for working out good type effect. On a commodity such as this, illustrations do not generally add greatly to the effectiveness of an advertisement, as the particular points of merit are not readily discernible from the picture. However, we believe it advisable to run in an occasional cut to break the monotony and give tone to the text.

Aside from the points brought out in the specimen advertisement, the dealer should also dwell to some extent on the fact that high-grade utensils will not scale off under the most severe test of heat and become mixed with the food being cooked in them.

## Showed Lines to Customers.

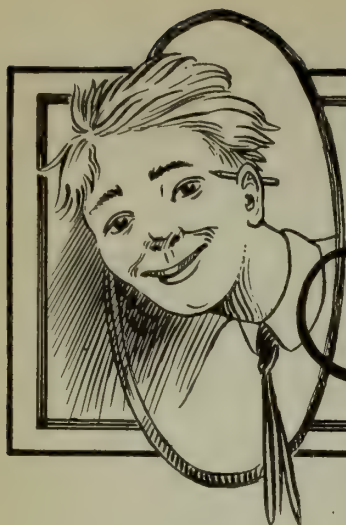
The hardware merchant is, of course, not confined to the local paper. There are other means which he may employ to further acquaint consumers with the merits of the products he is marketing. We have gone into detail on newspaper copy merely to give an idea as to the important points to be emphasized.

"I took up the sale of high-grade cooking utensils a few years ago," says a progressive hardware merchant, "and by vigorous campaigning, worked up a very profitable trade on these goods.

"Aside from utilizing the local newspaper, circulars, etc., I made it a point, whenever possible, to show our line to every lady who came into the store, and endeavor to sell her at least one utensil. I kept a record of each sale; then, after waiting a reasonable time, wrote each buyer a personal letter, asking her opinion of this ware, and calling attention to one other certain piece which I was anxious that she get next. In this way I supplied several families with an entire outfit of high grade utensils by selling them one piece at a time.

"While I have never deemed it advisable to attempt to tell a customer what he or she wants, yet oftentimes I have succeeded in selling the better quality utensils where it was the original intention to purchase cheaper goods, and in practically every instance the buyers have been well pleased with their bargain."





# THE JUNIOR CLERK'S P · A · G · E

## MAKING OF PLATE GLASS.

A very interesting article dealing with the manufacture of plate glass, and written by Edward Edwards appeared in a recent issue of the Abrasive Age, which I thought would be very interesting to clerks. Very little is known generally regarding the manufacture of plate glass and the description of the process of manufacture will give clerks some idea of how this important commodity is manufactured. The materials used as the basis of plate glass are silica (sand) soda, ash and lime, with the addition of arsenic, charcoal, etc., for various purposes. Sand, which is the foundation of the mixture, must not contain the smallest amount of impurities, either organic or metallic. To remove the organic impurities, the sand is first washed, then calcined, the latter operation also serving to remove the moisture left in the sand after washing. Iron in the form of oxide of iron exists in even the purest of sand and must be neutralized by the addition to the mix of arsenic, which acts as an oxidizing agent, preventing to a large extent, the discoloration of the glass. The mixture is placed in a clay melting pot large enough to hold about a ton of material and then conveyed to a furnace where, for several hours, it is subjected to a heat of about 2,000 degrees Fahrenheit. After the impurities are skimmed from the top of the molten mass the pot is carried by means of an overhead crane to the casting table. The casting is similar to that of pouring batter on a griddle and the subsequent rolling is like the rolling of dough for pastry.

The casting table in a modern plate-glass factory is about twelve feet wide and twenty-four feet long, and is made of longitudinal segments of cast iron bolted together, the top of which has been machined to a perfectly smooth surface. The molten glass is poured on this table, and an iron roller the width of the table, and about two feet in diameter, weighing several tons, is drawn

the length of the table over the glass, flattening it into a sheet. Guide rails on each side of the table carry the roll and also determine the thickness of the plate glass. The glass now being in a sheet and sufficiently cool to be no longer plastic, is shoved into the annealing oven. This is a continuous kiln and is a modern invention called a lehr. The glass enters on end, travels slowly on rails and gradually cooling and softening on its journey to the lehr mouth, which it reaches in a few hours. The glass is taken from the lehr onto the cutting table, where any defects due to casting are eliminated. The glass is then cut into sheets, which are then placed in the racks ready for grinding. The glass is now about  $\frac{3}{4}$  in. thick and has a rough semi-transparent finish. The grinding is done by laying the sheets of glass in a bed of plaster of Paris on a large circular table about thirty feet in diameter, built of triangular segments of cast iron. The table weighs about thirty tons. The top being perfectly level, the glass is put into place and matched to thickness. The table is then put under a pair of grinding discs, revolving in unison with the action of the table which is pivoted and driven in a rotary motion from below. Sand and water are played in large quantities on the table, the grinding surface of the discs being arranged to allow the sand to get between the runner and the glass, causing the actual grinding or removal of the surplus glass. After the glass has been ground to the desired thickness, the sand is washed off and the operation of smoothing begun. Very fine sand is first used, followed by several different grades of emery, which smooth the surface of the glass preparatory to the polishing process. The polishing of the glass is done by transferring the table (without disturbing the glass) from the grinding machines to the polishing machines, where the table is rotated (the same way as when roughing) under felt discs with the addition of rouge and

water, which gives the surface of the glass a high lustre. The table is returned to the grinding department, the glass turned over and the grinding and polishing operations repeated, the glass is then taken to the cutting room, where it is graded as to quality and cut into various sizes ready for the glazier, the beveller, mirror manufacturer and various other artisans.—Junior Clerk.

• • •

## SOME NEVERS AND DONT'S.

Written for the Clerk's page of Hardware and Metal by F. A. Taylor, London, Ont.

1. Never sit down or stand at the back of the store until the customer arrives at the counter; go to meet him.
2. Never lose patience with old people or children.
3. A man's value depends upon the amount of supervision he needs. Have your own ideas and always be on the look-out for new ones.
4. Don't wait to be told to do things. See the need of them yourself.
5. Don't be afraid to show a customer a good assortment of goods. Show the best lines first.
6. Pay as much attention to children as you do to adult customers.
7. Be as polite at the 'phone as you would be if face to face with your customer.
8. Always offer to procure any article that is temporarily out of stock.
9. Never allow a dissatisfied customer to leave the store without an explanation.
10. Never neglect a promise to a customer. If you agree to deliver goods at a certain time—Do it.
11. When a customer registers a kick, hear him patiently. If his claim is a reasonable one, allow it.

• • •

## REMARKS OF THE JUNIOR CLERK.

A second is lost every time a lazy man looks at the clock.



A drunken man will tell you everything he knows—but what's the use?

\* \* \*

Hard luck is often due to an effort to avoid hard work.

\* \* \*

A crank who makes a success is a genius.

\* \* \*

Hens can moult, but fat people have no such sinecure.

\* \* \*

Some men like to talk to themselves, because they like an appreciative audience.

\* \* \*

Promises not only come home to roost: They also lay for you.

## Catalogues and Booklets

### H. & R. Arms.

Harrington and Richardson Arms Co., Worcester, Mass., have issued their 1913 catalogue showing their full line of revolvers and shot guns. The catalogue contains 48 pages, and half-tone illustrations of their many lines are shown.

### Issued New Catalogue.

The Toledo Cooker Co., Toledo, Ohio, manufacturers of steam cookers and fireless cookstoves, have issued their 1913 catalogue. The new catalogue is very attractive, illustrations are shown, and descriptions given of many new lines. Copies of the new catalogue will be mailed to dealers on request.

### Decorative Effects.

G. F. Stephens & Co., Winnipeg, Man., have issued a very attractive booklet, entitled "Decorative Effects for Interiors and Exteriors." The booklet contains 16 pages, and shows a large number of attractive color combinations, suitable for interior and exterior decorations. Copies will be mailed to dealers on request.

### Attractive Show Card.

Simonds Manufacturing Co., Fitchburg, Mass., manufacturers of saws, knives, files, steel, etc., have issued an attractive show card, size 13½ x 21½, printed in colors, and made up in a bright and interesting manner, which makes it very useful as a window decoration or store display card. The card shows the smiling old carpenter, who takes pleasure in recommending his Simonds saw. The card will be mailed to all Simonds' dealers on request.

### Pratt & Lambert Artists' Proofs.

Pratt & Lambert, Inc., varnish makers, are supplying their dealers with a very attractive set of artists' proofs. It is claimed that the plates and drawings alone from which the four proofs were made represented a total cost of \$1,800. Dealers are asked to place them in their show windows, either on the glass or at the back of the window, or in some prominent part of the store. The drawings are the work of a well-known artist.

### Booklet on New Store.

Rice Lewis & Son, Ltd., Toronto, have issued a booklet in connection with the opening of their new retail store. The booklet, which is entitled "Another Milestone in the History of the House of Rice Lewis & Son, Ltd.," in addition to thanking their patrons, whose loyalty has helped to ensure the consistent prosperity the firm have enjoyed, tells of the steady growth of the business, and informs the public that since they hung the padlock (the sign of the house) in King Street 66 years ago they have built three stores, each larger than its predecessor. A cordial invitation is extended to all to visit the new store.

### Issued Summer Catalogue.

E. T. Wright Co., Hamilton, Ont., have issued their summer catalogue of "Kool Kitchen Konveniences" for the warm months of 1913. The catalogue contains prices and information regarding warm weather goods. The catalogue shows a large range of automobile gasoline funnels, measures, and cans. Summer stoves, ovens, refrigerators, sprayers, carpet whips, ice shares, water coolers, lanterns, wire goods are also featured. For the convenience of those wishing to send in telegraph orders, code words are supplied with each list. Copies of the booklet will be mailed on request.



### NEW FIRMS.

Melfort, Sask.—The Melfort Electric Co. are opening a store on Burrows Avenue.

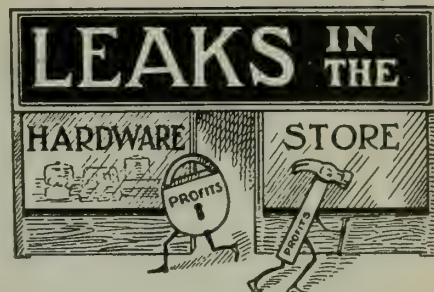
\* \* \*

The Carleton Hardware Co., Ottawa, Ont., started business on April 14. A. F. Ironside is manager of the new store.



### STOCK IN MONTREAL.

Henderson & Richardson, Board of Trade Building, Montreal, are carrying a stock of the products of The Peck-Hamre Mfg. Co.'s line of barn door latches, mail boxes, special trucks, etc.



The writer was in a hardware store a short time ago when a customer entered and asked to see a medium priced double-barrelled shotgun. The guns were on display in a wall case equipped with sliding doors. When the clerk showed them to the prospective purchaser, the latter discovered that the interior of each barrel was very rusty, and, although he was offered one of the guns at a reduced price, he refused to make a purchase.

This is a leak that could easily have been prevented. The merchant not only lost the profit on a sale that could, no doubt have been made had the guns been in proper condition, but the chances are that they will always be slow sellers, and will have to be sold at greatly reduced prices. Where a stock of guns or rifles are carried, they should be cleaned thoroughly at stated intervals. If the interiors of the barrels are cleaned regularly, using a good quality gun oil, and the ends plugged with corks or other coverings, there is little danger of lost sales on account of rusty barrels.



The following items were taken from the issue of Hardware and Metal of April 29, 1893:—

"The hardware establishment of James Robertson & Co., Winnipeg, was damaged to the extent of several thousand dollars on the 20th by fire. This is the third fire the firm of James Robertson & Co. have suffered since last August."

\* \* \*

"Green wire cloth has been advanced to \$1.90 owing to a scarcity."

\* \* \*

"R. C. Jamison, Robert Munro, Wm. Johnson and J. C. McArthur, representing the paint, oil and varnish trades, waited on the Ministers of Trade and Commerce and Finance during the week regarding the revision of the tariff."



# Progressive Hardware Retailing

Methods Adopted by Montreal Dealers to Feature Sporting Goods—Guelph Firm Gives Tungsten Lights With Every \$2.50 Purchase—A Good Series of Window Displays.

## PUSHING SPORTING GOODS.

Montreal, Que.—Walking up the Main street, the writer's attention was drawn to the large crowd in front of one of the windows of Lariviere, Incorporee, hardware store. The crowd was laughing and talking and seemed to be intensely interested in the window display. Upon a closer view of the window the attractive feature was seen to be a bicycle race. Two bicycles were arranged on a mechanical device that turned the wheels at a very rapid pace. Riding the bicycles were two wax figures bent over the handle bars with their legs going just as fast as they could go. At first it looks very real and cannot help but attract the attention of the passerby. Bicycle supplies were arranged in the remainder of the window and were planned to strengthen the attractiveness and pulling power of the bicycle race. The idea is a clever one and brought in a lot of business.

The sunny spring weather of the past few days has filled the playgrounds to overflowing with baseball enthusiasts. This means a lot of business for the enterprising dealer. Everywhere one sees in the windows of the sporting goods stores and hardware stores displays of baseball outfits, but it takes the wise dealer to devise some plan that will insure his getting the lion's share of this profitable trade. By showing a full set of baseball accessories from "Home Plate" to referee's scare tabulator in the shape of a ball diamond, a Montreal sporting goods man attracted wide attention to his store and his line of goods.

The display was a ball diamond with 1st, 2nd, 3rd, and home plate, pitcher's box, etc. At each position were placed the best gloves or mitt for use in that position with a price ticket on the glove. On the base plates, bats, balls, and other supplies neat price tickets were placed in plain view. The background of the display was baseball suits. On the window were photos of the celebrated players while at vantage points in the window were photos of the "World's Series."

During the Dominion Championship series in Rugby Football last fall, Nelson's Sporting Goods Store used a unique method of giving that store an individuality and thus impressing on the minds of the public the fact that Nelson's sold sporting goods and were up-to-date. In the windows a miniature gridiron with the opposing teams in miniature was displayed with a "bleacher" background filled with dolls, Indians and miniature figures of all kinds. The teams were dressed in the colors of the opposing teams and as the reports of the progress of the game came in the teams were moved to correspond with game. At each side of the window were score boards giving the correct score of the game. This display attracted very wide attention.

After the game was over and the home team had won each player of the home team had a miniature pennant bearing the colors of the team placed in his hand to hold aloft. The opposing team was knocked all over the field. The display was an immense success.

## GOOD WINDOW DISPLAYS.

The accompanying illustration shows a series of window displays which were arranged in the store windows of Carriert & Fils, Hull, Que. Unfortunately the cut does not bring out the detail of any of the displays. The paint and stove displays were of particular merit. Owing to the size of the window, a large assortment of stoves was shown. Two sporting goods displays are included in the series. Both proved good trade winners.

## GETTING THE FARM TRADE.

(Continued from page 39.)

ing debts as they fell due. And it was the farm trade which had done it. Records of sales showed that most convincingly.

Space does not permit of detailed explanation of the expedients adopted by the firm of Jones and White to keep and increase their valuable connection with the farming community. Suffice it is to say, that the resourceful junior partner was able to meet every emergency and to find the means of adequately pushing each line.

To sum it all up, the redemption of the business had been brought about, not by increasing the sale of what were then staple lines, so much as bringing to the attention of the farm trade lines which were then little used by them through ignorance of their utility. The moral of the story is that the farm trade is well worth cultivating now as then, and by all dealers.



*A series of window display in the store of Carriere & Fils, Hull, Que.*



# Current News of Hardware Trade

## Death of Hardware Merchant.

Montreal, Que.—The death is announced of Charles Fortier, hardware merchant.

## To Erect New Plant.

Saskatoon, Sask.—It is reported that the Metal Shingle and Siding Co., of Preston, Ont., will erect a new plant here.

## Will Visit Europe.

Chatham, Ont.—W. H. Nichol, gunsmith and sporting dealer, left recently for St. John, N.B., en route for England. He will spend a couple of months touring the continent.

## New Stove Plant.

Winnipeg, Man.—It is expected that work will commence at once on the new stove foundry and factory of C. Scholting & Sons. The plant here will be a branch of their St. Paul, Minn., business.

## Prince Albert Industry.

The citizens of Prince Albert, Sask., have recently passed a by-law authorizing the council to give an additional 60 acres of land to the Great West Iron Wood and Chemical Works for a manufacturing site.

## Stove Firm for Weyburn.

Contracts have been made between the town of Weyburn, Sask., and The Cleveland Manufacturing Co. respecting the intention of the latter concern to build and operate a plant for the manufacture of stoves and furnaces.

## Baseball League in St. Marys.

St. Marys.—There will be a town baseball league this season composed of a team from David Maxwell & Sons, the Minerva's of the St. Marys Hardware Co. and the Ramblers. A schedule is being drawn up for the season.

## Addition to Cordage Plant.

Brantford, Ont.—A \$25,000 addition is being planned to the Brantford Cordage plant, as a result of which 100 new spinners will be added, and between 40 and 50 more hands employed. The company is asking for a ten-years' fixed assessment on the entire plant.

## Working on Nail Plant.

Fort William, Ont.—Surveyors have been at work for the past two weeks on the task of laying out property for the Maritime Nail Company on Island, and a gang of men are busy clearing

away the bush preparatory to commencing the construction of the building.

## Organized Ball Team.

The Winnipeg Ceiling and Roofing Co.'s baseball team have re-organized for the season at a largely attended meeting. The team will again enter the mercantile league and there is some promising material to form a fast nine. W. J. Wilson was elected president and Dan McDougall, secretary.

## New Industries Mooted.

Battleford, Sask.—Two industrial propositions were presented at a recent meeting of the council and were referred to the board of trade, one for the establishment of a stove factory employing 200 men and the other for an automobile factory. Free sites and subscription of stock were asked for in both instances.

## Fire Loss.

Gaspe, Que.—Malcolm Le Touzel, tin-smith and grocer has suffered a fire loss.

St. John, N.B.—McAlary & Co., hardware and grocers, have suffered a fire loss.

Joseph J. Mitchell, dealer in stoves, tinware and metal work, has suffered a fire loss.

Swan River, Man.—The warehouse of the Imperial Oil Co. was destroyed by fire recently.

Medicine Hat, Alta.—Fire recently destroyed a large shed in the rear of Birnie's hardware store. The shed was for storing oil and gasoline.

Montreal, Que.—The factory of Pater-son Manufacturing Co., makers of waxing paper, which recently suffered a fire loss will be repaired at once.

## Business Changes.

Welwyn, Sask.—L. A. Leavens has disposed of his hardware store.

Maple Creek, Sask.—The Maple Creek Hardware Co. are reported as sold out.

Richwood, Ont.—Thomas McGaw of Kincardine is opening a general store here.

Edmonton, Alta.—Jas Fitzgerald has taken over the business of the Reliable Plumbing Co.

Fox Warren, Man.—L. E. Armit has taken over the hardware business of Dunlop & Rorke.

Asquith, Sask.—A. H. Pickett and L. S. McGuinn have purchased the hardware business of T. W. J. Mather.

Southey, Sask.—The Southey Hardware Co. have dissolved; Samuel Sandomirsky is continuing the business.

Dauphin, Man.—Mark Cardiff has taken over the tinsmith business formerly conducted by the Dauphin Hardware Co.

Quinton, Sask.—Walter Stock has sold his hardware business, and is moving to Winnipeg.

Eddberg, Alta.—Barnstable and Belcher hardware and harness dealers, have dissolved partnership; H. Barnstable is continuing the business.

Amulet, Sask.—J. Bradley, hardware dealer, has removed to Tomkins and has purchased the hardware stock of the Tompkins Supply Co.

Chatham, Ont.—Garnet Kemp, for two years past head of the automobile department of the Stephens-Douglas hardware store here, has left for the Canadian West, where he will represent the McLaughlin Motor Car Company.

London, Ont.—W. A. Langford has taken over the business of Parsons, Fair and Hardware, 646 Dundas St., and will deal in small hardware, paint, granite ware, china and similar lines. The business opened under the new management on April 19.

## New Firms.

Winnipeg, Man.—The West Electric Co. have opened for business.

Edmonton, Alta.—Whetstone Bros. have established a plumbing business.

Winnipeg, Man.—J. Nebelowicz has established a hardware and grocery business.

Chinook, Alta.—The new Banner hardware store is nearly completed and the firm expect to move in their stock of hardware this week.

Harcourt, Ont.—It is reported that the New York Graphite Co. will erect a refining plant here. The works will have a capacity of 100 tons of ore per day and will require the employment of 50 men.

## Personal Notes.

E. C. Hall, of The Hall Hardware Co., Calgary, has a son and heir.

Mr. Hubbard, of Stacey Bros., Sheffield, England, table cutlery, has left for England, after a successful business trip to the coast.

H. Fleming, hardware merchant, Lanigan, Sask., has left for Fisk, where he will spend the summer. B. Fleming, of Sutherland, will look after Mr. Fleming's business interests during the latter's absence.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE

THE MARKETS during the past week have been dominated by a brisk tone. There have been price fluctuations up and down, mostly up, but the changes have not been sufficiently marked in any line or in either direction to constitute a distinct trend. On the whole, it may be said, however, that greater strength and firmness have been shown.

In Montreal, poultry netting, iron and galvanized pipe have been advanced in price, but an easier tone has been noted on the metal markets. In this respect, the condition of the metal primary markets has been reflected. In Toronto, it has been more markedly in an upward direction. Poultry netting is now quoted at 50 per cent. discount instead of 50 and 10, the second advance within a short time. The discount on traps and bends has been reduced from 50 per cent. to 40 per cent., and on lead pipe from 20 per cent. to 15 per cent. Wrought iron has advanced and an increase of 10 cents has been made in spelter.

The feature of the week undoubtedly was the advance in the price of white lead. This development was predicted last week in Hardware and Metal.

Demand all around is very heavy. In some lines temporary shortages have developed, notably in shovels. Deliveries continue slow in iron and steel products, particularly in bars, sheets and plates.

It is reported that the money tightness is less pronounced. A particularly hopeful note is received from Winnipeg. Although collections are still slow in the West, it is believed that relief is in sight now that money is being realized on the crops.

### MONTREAL.

Montreal, April 23.—Now that navigation has opened in earnest the hardware and allied trades are simply swamped with business. The easier money conditions also tend to increase trading. The stove market is especially brisk this week and quite a large volume of business has been transacted both for immediate and future delivery. There is still a big scarcity of shovels, but as supplies are coming forward more frequently this week it is thought that the shortage will soon be a thing of the past.

Prices remain firm and only one change is noted in general hardware. Poultry netting all sizes have been advanced to 50 per cent. off list instead of 50 and 10 per cent. quoted last week. There is still a serious shortage in all lines of poultry netting and it is more than likely that prices will advance still higher before the season is over unless supplies come forward more freely.

### Tools Selling Well.

All lines of tools are selling well. Shovels are still very hard to get. Farm tools are in good demand as are also garden tools, hose, sprinklers, etc. Carpenters tools are selling in larger volume than for some time.

### Builders' Hardware.

There is an enormous demand for wall board and the temporary shortage experienced last week has been overcome by a large shipment received this week and now dealers are prepared to handle all the business that is being offered. Door sets, hinges and locks are selling in increased volume and with the big increase in building operations planned for this season a banner year is expected.

### Sporting Goods.

Sales in the sporting goods departments of both the wholesale and retail stores are increasing by leaps and bounds during the favorable spring wea-

ther. Baseball goods are the biggest sellers and nearly every order received calls for its quota of sporting goods.

### Brisk Business in Stoves.

Trading in stoves is quite brisk this week as the opening of navigation has brought in a big bunch of orders. Quite a few heavy ranges are being shipped this week and all lines but heaters are moving quite freely. Oil stoves are selling a little slower than during the past few weeks. The oil stove business was placed about forty days earlier this year than usual and now that the trade has been stocked up trade is slackening up. The volume of business transacted so far this season is ahead of that accomplished during the same period last year.

### Gas Stoves.

The demand for these stoves continues steady and has improved considerably during the last day or two. It was thought that the bulk of the business had been accomplished, but this weeks sales seem to disprove that. The gas stove business seems to be increasing each year, and this increase marks a new era in the mode of living.

### Furnaces Selling Early.

A few furnaces are being sold even at this early date which speaks well for the coming season. Furnace makers are anticipating a big season's business.

### Ranges and Boilers.

Trading is quiet and uninteresting. Prices are the same but it is thought that the price on range boilers will be advanced as the cost of material has gone up. The price of boilers to-day is low when this advance in raw material is taken into consideration. Iron pipe and galvanized pipe advanced this week. The advance is from 2½ per cent. on some sizes to 5 per cent. on others. The net prices have not been announced

## Lower Quotations on Pig Iron

Montreal, April 24.—Pig iron is up 2s 6d in London, but the local market is lower as the prices quoted for the opening of navigation have gone into effect. The ruling prices to-day are:—

Canadian Foundry, No. 1 .....	\$21.00
Canadian Foundry, No. 2 .....	\$20.50
Summerlee No. 2 .....	\$22.50
Carron soft .....	\$22.00
Cleveland No. 1 .....	\$22.00
Clarence No. 3 .....	\$21.50



yet but will likely come out in time for next week's issue.

Refrigerators are still selling fairly well, but the bulk of the trade has been supplied. Enamelware and tinware is selling better than last week but the "moving fever" which is so popular in Montreal every year at this time will create a big demand for kitchen and household supplies in the next few weeks.

#### Metal Prices Slightly Easier.

The metal market is a little easier this week and seems to have reached the top of the wave. Metals are fluctuating more or less this week and seem to be a little weak at present prices. However, the opening of navigation ought to be a strengthening factor and be sufficient to hold prices at the present levels.

Tin is selling at £227. 10s. on London market which is about the same price as a week ago, but during the week has been as high as £230. 10s. and lower than to-day's price. The New York market is a 1/4 cent lower than last week. The local market remains the same as the anticipated advance did not materialize. Prices, however, are very firm, with an upward tendency.

The English copper market is a little lower than last week while the New York market is 10c per 100 lbs. higher than last week. The local market is unchanged with a good demand.

The London pig lead market is off £1 a ton from last week's price and is now selling at £17. 15s. St. Louis lead is selling at \$4.35, which is 12 1/2c higher than last week. The local price of pig lead is lower than last week. Domestic pig and imported pig lead is quoted at \$5.00 per cwt. this week instead of \$5.25.

Bar pig lead is selling at \$5.25 instead of \$5.50. The demand is good.

Lead pipe discounts have been changed to 15 per cent. off list price and the discount on lead waste pipe is also 15 per cent. now instead of 20 per cent. The discount of traps and bends is 40 per cent. instead of 50 per cent quoted last week.

Spelter is up 7s. 6d. in London, while St. Louis spelter is 15c per cwt. lower than last week. The price of spelter on the local market is \$7.00.

The price on angles and bars remains the same as quoted last week with an increased demand due to the opening of navigation.

Wrought iron pipe and galvanized pipe advanced this week and below is given the new list price with the new discounts:

Size.	List price.	Blk.	Gal.
1/8	\$5.50	as	before
1/4	6.00	63	48
3/8	6.00	as	before
1/2	8.50	as	before
3/4	\$ 11.50		
1	17.00		
1 1/4	23.00		
1 1/2	27.50	72 1/2	62 1/2
2	37.00		
2 1/2	58.50		
3	76.50		
4	109.00		

#### TORONTO.

Toronto, April 24.—Business in all branches of the hardware trade in Toronto is reported as being exceedingly brisk. There is a good demand for metals and prices are firm. Spelter lead pipe traps and bends have advanced in price during the week.

Hardware jobbers are exceptionally busy. Another advance is noted in the price of poultry netting.

Stove manufacturers are sending out large shipments of summer stoves.

Considerable difficulty was experienced in getting deliveries during the recent strike of teamsters, but this has been settled and the situation relieved.

#### Metal Markets Firm.

The general situation of the metal market is unchanged. Prices are firm. Spelter has advanced 10c per hundred lbs. during the past week. There is still the same pressure in obtaining deliveries in bars, hoops, sheets and plates. There has been an advance in the price of wrought iron. The Canadian pipe makers have adopted the list adopted by American manufacturers in January, with a view to having the lists uniform and on account of increasing weight of pipe. The reduction in discount is reported due to the continued strength of the steel market.

Solder is quoted in Toronto from 28 3/4 to 31c for half and half. Copper remains unchanged and is in good demand, quotations ranging from \$16.10 to \$16.35.

Pig iron is unchanged and there is a fair demand in small lots.

#### Lead Strong in Good Demand.

There is a good demand for lead. Stocks in Toronto are light and quotations range from \$4.85 to \$5.10 per hundred lbs. Prices are firm.

#### Slight Advance in Spelter.

Spelter is still on the up-grade and a further advance of 10c per hundred is noted this week.

#### Tin Unchanged.

No change has taken place in the price of tin since the advance of 1c per lb. reported last week. Good business is being done.

#### Iron and Steel.

No price changes are reported, there is still the same pressure in obtaining deliveries of bars, hooks, sheets and plates.

#### Babbitt Metals.

Quotations are firm with prices ranging from 6c to 60c per lb., according to brand.

#### Other Metals.

The situation in antimony and pig iron is unchanged. Aluminum is quoted at 21c per lb. Good business is being done in old materials.

#### Advance in Lead Pipe, Etc.

The discount on lead pipe has been changed from 20 per cent. to 15 per cent. The discount on traps and bends has been changed from 50 per cent. to 40 per cent. The lead market has been very strong of late and the demand has been good. Quotations are firm at the new discounts.

## Strike Is Over — Glass Shortage Averted

*Brussels, April 22.—Owing in great part to the advice of the King, the Government to-day accepted the compromise proposed by the Liberal leader, F. Masson, and the great strike for manhood suffrage, which, on account of the remarkable discipline maintained, the solidarity of those who joined in the movement and skilful organization, is unique in history, will be called off Thursday.*

*The leaders of the Socialist trades unions and their followers have gained their first point, which was to make the Government take into consideration a change of the Belgian Parliamentary franchise hitherto to their disadvantage at the polls, owing to its system of plural votes for the wealthier and more highly educated classes.*

*The conclusion of the strike dispels the fear of a shortage in glass. Conditions in Canada had not been affected, but if the strike had continued for any length of time, there would undoubtedly have been an advance all around in glass prices.*



## Nails, Wire, Etc.

Wire nails are quoted at \$2.40 base in small lots; cut nails at \$2.80 in small lots; there is a heavy demand for nails at the present time. Barb wire still remains \$2.55 in small lots.

## Advance in Poultry Netting.

A further advance has taken place in the price of poultry netting and the discount is now 50 per cent. for 2 inch mesh. This is the second advance within the past few weeks. Screen wire cloth is quoted at \$1.55 in 100 ft. rolls and \$1.60 in 50 ft. rolls.

## Summer Goods.

Corrugated rubber hose  $\frac{1}{2}$  inch is quoted at 13 $\frac{1}{2}$ c per foot;  $\frac{3}{4}$  inches at 17c per foot, with an extra 5 per cent. in 500 ft. coils. Manufacturers and jobbers are shipping large numbers of refrigerators, ice cream freezers, lawn mowers, grass catchers, etc.

## Washing Machines and Wringers.

The demand is good and the discount still remains 20 per cent. List prices may be found in current market quotations.

## Gas Ranges in Demand.

There is a heavy demand for gas ranges, due to the advent of spring and to the increase in the popularity of this class of stove. Gas plates and ovens are also being sent out in large numbers. Ovens are quoted from \$1.00 to \$4.00 each.

## Good Demand for Galvanized Wares.

Garbage cans, tubs, pails, etc., are in good demand. The spring housecleaning season helps to stimulate the demand to a great extent. Galvanized garbage cans are quoted at 40 per cent., galvanized tubs at 45 per cent., and pails at 50 per cent.

Enamelware is in heavy demand and the discounts remain unchanged.

## Stoves, Furnaces, Etc.

Trade in ranges and heaters is rather quiet, especially the latter style of stove. A number of furnaces have been sent out during the week. Summer stoves, such as coal oil and gasoline cooking stoves are in good demand.

Small summer oil stoves are offered on the Toronto market from 60c for 1 burner and upwards.

## Tinware, Aluminum, Etc.

There is a good demand for tinware, especially dairying utensils. The discount on this line remains unchanged. There is an active demand for aluminumware.

## Summer Goods.

A large number of orders have been received for refrigerators, ice cream freezers, sprinklers, water coolers, etc. These orders are mostly in anticipation

of the arrival of warm weather and the busy season for the retailer in these lines has not opened up yet.

## Lanterns.

There is a fair demand for lanterns. Plain tin polished cold blast lanterns are still quoted at \$7.00 per doz.; short bowl at \$7.00 per doz.; Japanned cold blast \$7.50 per doz.; brass wall japanned, \$9.25 per doz.; all brass, \$24.00 per doz.; lantern globes are quoted at 50c per doz. in crates.

## Sporting Goods.

Baseball, lacrosse, football, tennis goods, fishing tackle, etc., are in good demand. A large number of retail hardware merchants are now stocking sporting goods and in many cases have found the lines profitable. Bicycles are also very much in evidence this year.

## Auto Accessories.

There is a growing demand for auto accessories and a large number of dealers are now pushing various lines, chief-

## LARGE SHIPMENTS OF SHEETS.

*It is reported that the first direct steamers from Bristol to Montreal are bringing over large quantities of black and galvanized sheets. Jno. Lysaght Limited, have on the S. S. Cornishman, of the Dominion Line, over 18,000 cases of bundles and sheets.*

ly tools, spark plugs, dry cells, jacks, bearing scrapers, automobile gasoline funnels, etc. By stocking these lines the merchants are often enabled to get other business for oils, polish, chamois, etc., from auto owners.

## WINNIPEG.

Winnipeg, April 22.—Following the upward movement in the East, lead is a little firmer here, an advance of 25c being announced on pig lead, and the same on white lead. This was hardly anticipated by the trade, as it was thought recent reductions were here to stay.

All metals are firm and any changes are likely to be in the way of advances.

Sheet metal workers are fairly busy, and there will be a good demand for metallic roofing, guttering, etc., in the course of a week or two, as the first quota of the season's residential buildings nears completion.

Building permits are coming in in good shape in the city and western towns, and there promises to be a first-rate demand for structural iron and steel of all kinds.

Woven wire fencing of the better qualities is already selling freely at retail. Delayed freight is causing some inconvenience.

## White Lead Advances.

An advance of 25 cents on white lead is a feature in paints this week, and came rather as a surprise after the recent sharp reduction.

There is now an excellent demand for both interior and exterior paints and painters' supplies, and the beautiful weather of the past two weeks has been most favorable to business.

All lines of stains, floor paints, kalso-mines, etc., that figure in spring housecleaning have been moving briskly at retail.

Prospects are good. Much work was left over from last season, and indications are that there will be plenty to do this year.

The painters' strike is yet hampering business to some extent. The men themselves, however, seem to be the only sufferers. Contractors claim that all work is going on.

## Building Season Opens With Rush.

The building season is opening up with a rush, and permits issued this year in the city now aggregate something over four million dollars, and very satisfactory activity is reported from the most of western towns.

On the whole, business is showing a decided improvement with the exceptionally fine weather enjoyed during the last two weeks.

Builders' supplies and summer lines are moving quite freely, such lines as garden fencing, garden tools and sporting goods being in particularly good demand.

Railroad contractors have been busy with their specifications, and a very active trade in contractors' supplies is anticipated during the next two weeks.

## Collections Still Slow.

Collections are still slow, but a decided advance in the price of wheat and the fact that there is yet some 20,000,000 bushels to market is encouraging for a brisker circulation of money in the immediate future.

## Exodus of Campers.

The lovely weather of the past two weeks has started the annual exodus of campers to the outskirts of the city much earlier than usual, and there has been quite a demand for oil stoves, camp stoves and granite ware, which will be much stronger in another week.

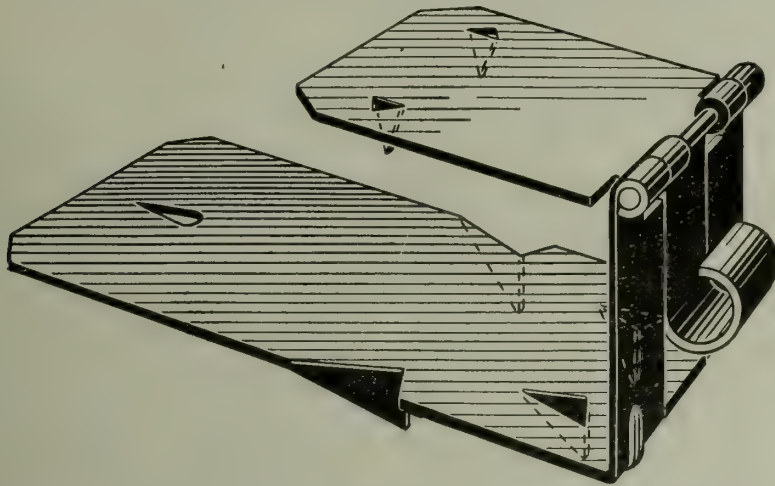
The idea of spending the summer under canvas by river bank is becoming every year more popular here, and camping parties of bachelors and bachelor maids, as well as families, are all the rage.



# New Hardware Goods

## ROOF SCAFFOLD BRACKET.

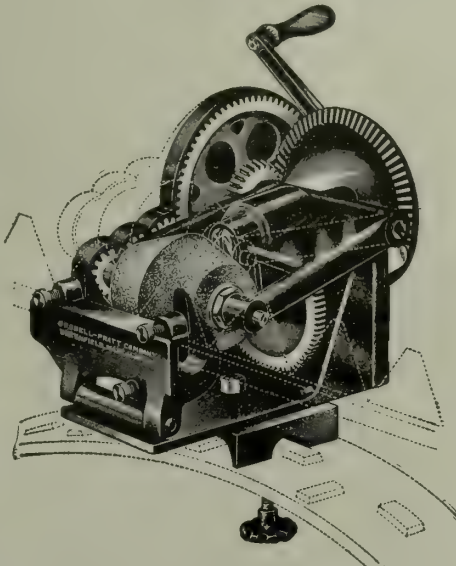
The Richards-Wilcox Canadian Co., Ltd., London, Ont., are offering the trade a new product which will be of



interest to the building trade. It is called a roof scaffold bracket, and is herewith illustrated. It is said to be so designed that it can be placed on a roof in a few seconds, and that it will not give way or split the shingles. It is stamped from heavy sheet steel. The bottom plate has four half-inch sharp projecting lugs, which are forced into the roof when weight is applied to the bracket, preventing the bracket from slipping out of place. The top plate is strongly hinged to the upright end of the bottom plate, and has an extending arm, against which the 2 x 4 rests. When the 2 x 4 is pushed against the extending arm, the two sharp lugs extending from the top plate are forced into the top of the 2 x 4, and hold it tightly and securely in place. The bracket can be used for repairing old roofs, as well as for new work, also in the repairing of chimneys. The manufacturers issue an illustrated circular showing the scaffold bracket in actual use, and giving many interesting particulars regarding its use.

which encloses the chain of four gears most exposed; an adjustable bar holder with a stop which can be set to stop the bar at any desired point. It is pro-

vided with an extra clamp plate, by which the grinder can be attached to the wheel of a moving machine fastened to



a bench at the operator's pleasure. The crank handle is 9 inches long. The grinder is fitted with a very high grade

## GOODSELL-PRATT SICKLE GRINDER

The Goodell-Pratt Co., Greenfield, Mass., have recently added to their line a sickle grinder that is claimed to be rapid, accurate, and durable. It is thoroughly mechanical in its construction, having cut gears (meaning gears cut from solid blanks), steel spindle, reamed bearings and oscillating motion which can be used or thrown out as the operator desires. It has a gear guard,

wheel  $3\frac{1}{2}$  in. in diameter at the centre, beveled to  $2\frac{3}{8}$  in. in diameter at each end, and  $3\frac{1}{2}$  in. long over all; of a grade and grit suitable for grinding mowing machine knives. The oscillating motion can be thrown out by throwing the lever at the back of the ma-

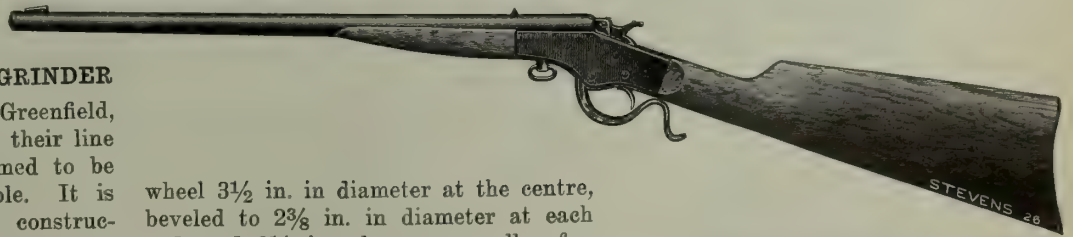
chine. The arrangement with the sickle bar is constructed with a view to having only the slightest pressure necessary when the sections are being ground. In fact, with numerous cutter bars the weight of the bar lying against the wheel is all that is required.

## THE CRACK SHOT RIFLE, NO. 26.

A new rifle is being offered to the trade by the J. Stevens Arms and Tool Co., Chicopee Falls, Mass., known as the Crack Shot Rifle, No. 26, here illustrated. The rifle weighs  $3\frac{1}{4}$  lbs., has take-down feature, and is made in 22



and 32-calibre. The rifle has an 18-inch round barrel, blued frame, lever action, oval stock, carbine butt plate, knife blade front and open rear sights. It is adapted for B.B. caps, 22 short, 22 long, or 22 L. rifle and 32 L. rifle cartridge. The company are also offering to the trade a crack shotgun, No. 26, the description of which is the same as the rifle, but with smooth bore for shot cartridges.



## NEW VACUUM BOTTLE.

The Icy Hot Bottle Company, Cincinnati, Ohio, have recently produced a new design of vacuum bottle. This bottle is



known as the No. 29 and has the unique feature of being completely demountable. At the touch of a spring, it separates into its several parts making it sanitary, easy to keep clean, and easily repairable at home in case of breakage. The new bottle is guaranteed to keep contents steaming hot for 24 hours or icy cold for 72 hours without ice or fire. The new bottle is made to withstand breakage and is protected at the neck by a soft thick rubber collar and the bottom of the glass rests on a soft pad supported by a spring which absorbs all ordinary jars or jolts. The cup and the bottom are nickel plated and the case is black enameled with orange lettering. A special booklet dealing with the subject will be furnished by addressing the Icy Hot Bottle Co., 122-126 W. 2nd St., Cincinnati, Ohio.

## HARDWARE LETTER BOX



### Lawn Mowers—Horse.

D. Misteale, Rodney, Ont.—“Kindly advise where one horse lawn mowers may be purchased.”

Jas. Smart Mfg. Co., Brockville, Ont.; Whitman & Barnes Mfg. Co., St. Catharines, Ont.; Supplee Hardware Co., Philadelphia, Pa.; S. P. Townsend & Co., Orange, N.J.; Taylor-Forbes Co., Guelph, Ont.—Ed.

### Bicycle Tires and Accessories.

Vance & Brown, Inwood, Ont. — “Kindly inform us who manufactures bicycles, tires and accessories.”

Canada Cycle & Motor Co., Toronto, Ont.; Planet Bicycle Works, Queen St., E., Toronto; Hyslop Bros., Shuter and Victoria Sts., Toronto; Hobart Bird & Co., Coventry, Eng.; New Imperial Cycles, Ltd., Birmingham, Eng.—Ed.

### American Roofing Pitch.

Carleton Hardware Co., Ottawa, Ont. — “Kindly advise us what firms manufacture American Roofing Pitch.”

Paterson Mfg. Co., Montreal, Que.; General Roofing Co., Winnipeg, Man.; Canadian Supply Co., 220 King St. W., Toronto.—Ed.

### REDUCTION IN EXPRESS RATES.

Ottawa, April 23.—A 20 per cent. reduction in express rates in the West, with rates in the East left alone for the present till the board has obtained further information as to the working out

of the reductions formerly made, is the sense of a unanimous judgment issued this morning by the Railway Commission.

A rearrangement of Canadian express rates was made some years ago by the board under the late Judge Mabey. Last Autumn the commissioners took the matter up again, and the present 20-page judgment is the result. A feature is the statement that the inauguration of the parcels post system in the Dominion will considerably cut down the express companies' business; this is, indeed, the reason advanced why no greater decrease than 20 per cent. can be authorized.

Taking up the companies separately, the judgment finds that the Canadian Express Company, which does most of the express business in the East, shows a falling off in its profits from 13.1 to 6.09 per cent. in 1912, but the board considers this is due more to increased expenses, including higher salaries paid to its clerks, drivers, etc., greater cost of office material and higher remuneration paid to the Grand Trunk Railway for express privileges, rather than to any reduction in rates made by the board.

On account of the striking reduction in profits of the company shown, however, the judgment states that the board hesitates to reduce rates in Eastern Canada until it has an opportunity to see the effect on express business of the previous decreases.

Conditions in Western Canada are very different. The Canadian Northern, which does most of the express business there, made a profit of 24.72 per cent. in 1912, and the Dominion Express Company also did well. The companies claim the cost of doing business in the West is greater on account of increased operating cost and less density of traffic, but these the board considers to have been unduly emphasized, finds Western rates unreasonable, and orders a reduction of 20 per cent. in the standard maximum tariffs for traffic classified as merchandise in the Prairie Provinces and British Columbia. The present minimum charge of 25 cents is not interfered with. The “graduate tables” already fixed by the board for express shipments are to be reduced according to the general 20 per cent. decrease, and the reduction is to come into effect on July 15.

Taking figures advanced by American companies, the judgment states the establishment of a parcels post will probably mean a reduction of 4½ per cent. in express business in Canada.

### EMIGRATION TO U.S.

S. Morley Wickett, Ph.D., contributes an interesting article in the last issue

of Annals of the American Academy of Political and Social Science, as follows:—

During the second half of the last century at least 1,800,000 Canadians moved across the border into the United States. The exodus stands as one of the notable facts in Canada's history. For a time it dismayed a large section of the Canadian people and brought them almost to despair of a political future. But that chapter is closed. In 1900 there were 10,356,644 foreigners who had become domiciled in the United States. Of these 1,181,255, or 11.4 per cent. were Canadian-born. Out of this number 785,958 were English, and 395,297 were French-Canadians. By “Canadian” the census always means “born either in Canada or Newfoundland,” although Newfoundland is not yet part of the Dominion. In estimating the number of Canadians we must take into account that many British-born Canadians, after living in Canada for a number of years, have moved south and have been enumerated there as British, not as Canadians. One may hazard the estimate that their number is one-eighth of that of the Canadian-born English-speaking immigrants, i.e., 100,000. With 450,000 children born in the United States of these Canadian parents the total thus becomes 1,731,000; 995,000 (57 per cent.) being English Canadians, and 736,000 (43 per cent.) French Canadians. . . . An allowance will have to be made for the many other Canadians by birth, who, report has it, prefer to report themselves as British and are so enumerated. They bring the grand total up to at least 1,800,000 Canadians at present living in the United States, that is one-third of the population of the Dominion as it stood in 1901.

### CHANGE IN SUPPLEE HARDWARE COMPANY.

The Supplee Hardware Co., Philadelphia, conducted for half a century by William W. Supplee has been sold to J. E. Baum, of Omaha. Mr. Supplee retires at the age of eighty-one years.

### A QUESTION.

When is a hardwareman not a hardwareman?

“When he does not read Hardware and Metal.

### CORRECTIONS.

The item which appeared in our last issue regarding the amount of the fire loss in the Jas. Walker Hardware Co. store, Montreal, should have read \$30,000.

The advance in copper on the London market, which was reported in our Montreal report should have read £11 3s.



# Methods of Retailing Paints and Varnishes

## Description of New Exclusive Paint Store

Toronto Paint Supply Co. are Operating Business on Progressive Lines—Incidents Which go to Prove That it Pays to Attend to Small Orders.

The accompanying illustration shows exterior and interior views of the paint store recently opened by Toronto Paint Supply Co., 718 Yonge St., Toronto, Ont. The store is devoted exclusively to the display of painting materials. C. H. Downes, the manager of the new firm, has had many year's experience in selling paints and was one of the founders of the Pittsburg Paint Supply Co., in Pittsburg, Pa., seventeen years ago. The motto of the new firm is "Full Value and Good Service."

The store interior has been decorated in a manner becoming a paint store. The walls and ceilings have been finished with a flat wall finish and present a very

striking effect. The woodwork of the store is grained and the floor has been painted; in fact paint or varnish has been used on everything that could be painted.

The basement of the store will be used for storing oils, glass, etc., and the second floor for storing the surplus stock of prepared paints, varnishes, etc.

The accompanying illustration shows the arrangement of the stock in the store interior. The counters are fitted with plate glass case tops for displaying brushes, paper hangers, tools, etc.

Mr. Downes is a firm believer in attractive window displays and also in having an up-to-date mailing list.

He is having a tank constructed for the window which will hold a depth of 8 inches of water. In this tank he intends to display models of various kinds of boats. The models are about 4 feet long and draw about 6 inches of water. They are run by wood-alcohol and the propellers will be working in the water. This should prove a good attraction. In addition to showing novel attractions in the window, Mr. Downes intends to show how various kinds of paint specialties may be used. For instance, next week, he will show a window screen on which the wire has become rusted. One half of the screen will be painted with screen enamel, thus showing the public how they can renovate old screens at small cost. This system will be followed up on porch furniture, baby carriages, wagon wheels for wagon paint, stove pipes, etc.

When interviewed by Hardware and



*A view of the interior of the Toronto Paint Supply Co. store, Yonge Street, Toronto.*



## HARDWARE AND METAL

Metal, Mr. Downes related an incident that occurred in Pittsburg when he was in the paint business in that city. They secured a porch rocking chair and an arm chair that were badly worn and weather beaten. One half of each chair was painted, green on the rocking chair and red on the arm chair. These chairs were placed on display in the window and a neat sign was used to inform the public that this work had been done with a good quality buggy paint that would stand in all kinds of weather. It also told the cost of doing the work. The sales from this display amounted to C\$62.00 in one day. This was an exceptionally good day's business from one display, in addition to the regular business. The store was located in a section of the city that was very popular with the shopping public and, although it might not be possible for every dealer to make sales as large as the one related here, it goes to show that they were well repaid for the extra labor involved; and no doubt the same plan would work out successfully in other places.

### Will Cultivate Painters.

Mr. Downes expects to do a large business with painting contractors and

city travelers will call regularly on the painters. To painters of good standing terms of 30 days will be allowed, but all other business, such as goods sold in the store will be on a strictly cash basis.

A merchant opening a new store in a large city has many experiences and Mr. Downes related a few to a representative of Hardware and Metal. Two of the instances go to show that a dealer cannot afford to overlook small orders. During the second week the store had been opened, Mr. Downes received a 'phone order for a 25c bottle of furniture polish. The party ordering the polish lived about ten blocks from the store and wanted the polish delivered that afternoon. Mr. Downes has a large auto and he decided that he would deliver the polish on the way home, as it would not be much out of his way. When he delivered the article, the lady began to ask him questions regarding varnish, and informed him that she wanted to varnish the interior woodwork of her home. The result was that he left with an order for 3 gallons of varnish at \$3.85 per gallon. This varnish was delivered the following morning and in the afternoon the lady 'phoned that they

had forgotten to sell her some brushes to apply the varnish.

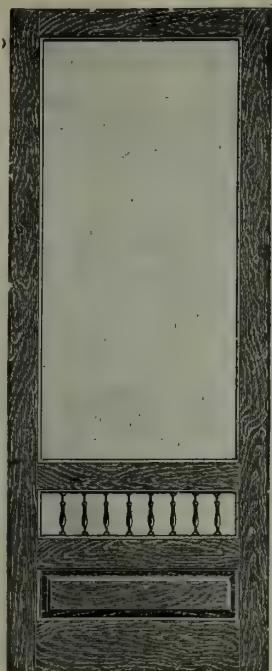
Another instance was also related that goes to illustrate how attention to small orders will often produce larger sales. An elderly gentleman entered the store one afternoon and asked to see a paint sample card. He selected two colors, one yellow and the other buff, he asked if he could purchase two half-pint cans and have the privilege of returning one. He said that he would like to pry the cover off each can when he got home and try the two colors on a small piece of wood. Mr. Downes thought this was a small order, but he told the customer he would be only too pleased to allow him to take the paint home and return the can he did not need. The customer paid for both cans and left the store. The following afternoon he returned with the can of yellow paint and ordered 5 gallons of the buff. "You know," he said, "it is an awful hard job to pick out the right color from a sample card and I always like to get a small can first and try it out."

Mr. Downes has since found out that this man owns several houses and spends a large amount of money for paint.



*An exterior view of the store.*





## Wabash Screen Doors

Will Increase Your Screen Sales

The satisfaction given by Wabash Screen Doors means a wider range of customers for you to deal with. All Wabash Doors have mortise and tenon joints, flush mitred molding, and every strand of wire cloth securely fastened.

### The Strongest and Best Screen Door Made

The improved method of fastening the wire cloth in Wabash Doors keeps the strands from pulling out and insures long service. We carry a complete stock at Winnipeg, Swift Current and Saskatoon—Order from the nearest point and save time and freight charges.



## The Winnipeg Paint and Glass Co., Limited

Everything for a Building

Calgary Paint and Glass Co., Ltd.  
CALGARY

Winnipeg

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

PAINT  
THE  
PURE  
KIND



PROFIT  
THE  
SURE  
KIND

It is the Dealer's Duty  
to himself to make a good profit  
on every can of paint he sells. How  
to get that profit is a question that interests  
him and us.

### MARTIN-SENOUR PAINT 100% PURE

has pointed the way to profit for hundreds of dealers whose profits  
were limited before they sold the *PURE KIND*.

Think this over—but get our whole story before you make up your mind.  
Write today for further facts.

*The Martin-Senour Co.*  
(LIMITED)

MONTREAL

CHICAGO

WINNIPEG

LINCOLN



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, April 22nd.—Orders are coming in in bunches and the paint trade is literally swamped with business. The spring weather has come at last and the dealers are clamoring for paint. A lot of retailers did not purchase early in the season hoping for lower prices later on and now they are forced to have the goods in stock. There is no likelihood of lower prices as indications seem to point to an advance. White lead, as predicted last week, has recovered the decline of a few weeks ago and is now selling at the old level. The demand for mixed paints is exceptionally heavy even for this season of the year, and factories are running at full capacity to keep up with the volume of business offered.

**WHITE LEAD.**—The market advanced during the past week and white lead is now selling at the old price of \$8.25. The pig lead market continues strong which gives the white lead market a very strong tone. The demand for white lead is increasing and the advance of this week should give the demand another impetus.

**GLASS.**—No steamers have left Antwerp as yet and unless the Belgian Government is able to settle the labor strike in the near future the glass importers will be forced to advance the price on stocks in store. Prices have not been advanced as yet in the hope that the trouble will be speedily settled, but importers state that while they are adverse to advancing prices at this time they will be forced to do so if the tie-up is prolonged much longer. The demand for glass locally is improving and quite a nice business is being done in supplying glass for repair work.

**PUTTY.**—There is no change in the putty market, and like glass the demand is improving. Prices are the same.

**LINSEED OIL.**—Prices remain the same on oil, which is still selling at 57 and 60c, but there is a strong undertone that will likely advance prices in the near future. The demand for oil is fair, but with the opening of navigation will likely increase.

**TURPENTINE.**—Still selling around 62 and 63c, and very firm at those quotations. The demand for turps is fair and improving.

**ROSIN** is very firm, but no changes have been made locally.

**BENZINE** has advanced to 27½c per gallon, but all other oils remain at the same price as quoted last week. The demand for lighting oils is decreasing owing to the longer days, but it is expected that the demand created by the

use of oil stoves will soon make up for this decrease.

## TORONTO.

Toronto, April 24.—Paint manufacturers are extremely busy and large shipments of ready mixed paints are being sent out. The spring-like weather of the last week has caused a heavy demand for painting materials. Retailers report a large business being done in all kinds of paint supplies. Oil and turpentine remain unchanged, but white lead has advanced as predicted in our last issue.

### White Lead.

As predicted last week white lead has advanced to \$8.20 per hundred in ton lots, with lower quotations in larger quantities. The recent decline to \$7.95 came as a big surprise to Toronto dealers and it was generally expected that the decline would be of short duration. Pig lead has been selling at a high figure. A large amount of business was done at the reduced price. An advance of 20c per hundred is charged in less than ton lots.

### Linseed Oil.

Raw linseed oil is still being quoted at 58c per gallon of 9 lbs. in single barrel lots, and boiled oil at 61c per gallon in barrel lots, with the usual price reductions for quantities. The price of seed has been a little firmer, but oil has remained unchanged. In some quarters even lower prices than these have been quoted.

### Turpentine.

Turpentine is still being sold from 60c to 62c per gallon in single barrels. It is hard to predict the future of the market on account of conditions in the south.

### Putty, Glass, etc.

There is a fair demand for putty, which is quoted at \$2.50 in bulk casks; \$2.70 in 100 lb. drums; \$3.00 in bladders; pure putty is 60c per hundred advance.

Glass is still quoted at 15 per cent, in Toronto. There is a fair demand for this season of the year. It is expected in some quarters that there will be a scarcity later on as result of the Belgian strike.

### Paris Green.

A large number of orders for Paris green are being booked. Quotations for strictly pure Paris green in barrel lots are 19¼c; 1 lb. packages 22¾c; prices on other size packages are shown in current market quotations.

The demand is exceptionally heavy and manufacturers are exceedingly busy.

Paint specialties are in heavy demand. Ready mixed paint is quoted from \$1.50 to \$2.00 per gallon in quarts, according to brand.

### Varnishes and Enamels.

There is a good demand for varnishes and enamels. The advent of spring has caused considerable activity in these lines.

## CAMP EEH-NIS-KIM TO OPEN JUNE 30.

The Great Sachem of the Order of Eeh-Nis-Kim has issued a call to the 4,000 braves and medicine men of the mysterious organization of hardware men, announcing that the annual camp, on the banks of the historic Niagara River, will be opened Monday, June 30th, and will close the last day of August.

The order of Eeh-Nis-Kim is an organization of good fellows and good Indians, founded by the members of the sales force of The Carborundum Company. Any hardware dealer or salesman is eligible to membership. Upon signing the application blank and agreeing to live up to the teachings of all good Indians, the hardware man becomes a brave in the Great Nation of Eeh-Nis-Kim. When the brave visits the council house or the big council camp at Niagara Falls he is eligible to take the Medicine Degree and become a Medicine Man.

The organization has been in existence but a little over a year, and already there are about 4,000 members from all parts of this country and abroad. The big feature in connection with the mysterious order is the annual council camp, which is located on the banks of the historic Niagara River, about five miles above the "Thundering Waters" of Niagara.

## PLANT NOT DAMAGED.

The following notice, dated April 2, has been sent out by The Lowe Brothers Company, Dayton, Ohio:

The only damage to our main offices and plant resulting from the disastrous flood, which recently devastated our city, was the flooding of our basements and first floors. Our plant is intact, our records are secure, the water has been pumped out, and the mud and filth have been cleaned away. We are now ready to resume operations, and we will commence to fill and ship orders so soon as the railroads will accept shipments from this point—probably within ten days or two weeks.



**C**ONCENTRATION upon the right point helps you realize on the *wide* possibilities for profit to which Brandram-Henderson "English" Paint entitles you.

So make the following phrase a pivot upon which to swing many sales:

**Especially to our agents—**

"PAINTING? GET ENDURANCE TRUTHS FIRST."

It goes right to the *heart* of your customers' interest. For *endurance* is the factor which marks the real standard of *value* in paint.

And your customers will find that endurance truths are plain and *easily* understood. You have to do *little* explaining. It is quite *evident* that a paint which is guaranteed to contain 70% pure white lead and 30% pure white zinc must *endure*.

To *attract* customers, feature the phrase "PAINTING? GET ENDURANCE TRUTHS FIRST." Our advertising helps will *assist* you in that.

To *Convince* those whom you have attracted, simply point to the published formula. What other paint is guaranteed to contain 70% pure white lead, 30% pure white zinc?

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax  St. John    Toronto    Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

### ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00

### BABBIT METAL.

Canada Metal Company - Imperial, genuine, 5 Imperial tough, White Brass, Hettall, Special, Harris Heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.-Aroctic Metal-XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 25c; "A", 25c; "B", 20c; "C", 18c; "D", 15c; No. 1, 15c; No. 2, 10c; No. 3, 8c; Magnolia Metal Co.-Magnolia, 25c; Defender, 20c; Mystic, 15c; Kosmic, 15c.

Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2.

Nicoliumin Grades, No. 1, 2, 3.

Habbitt Metal Grades, No. 1, 2, 3.

Prices, 6c.-60c lb.

### BOILER PLATES AND TUBES.

Montreal Toronto

Plates, 1/2 to 1/4 inch, per 100 lbs. 2.40 2.50

Heads, per 100 lbs. 2.65 2.75

Tank plates, 3-16 inch 2.70 2.80

Boiler tubes, 100 ft. 1 1/2 in. 10.45 9.75

" " 2 " 9.60 8.70

" " 2 1/2 " 12.25 11.00

" " 3 " 13.30 12.70

" " 3 1/2 " 15.65 15.80

" " 4 " 18.80 19.00

### BRASS.

Spring sheets, up to 20 gauge. 0.27

Rods, base 1/2 to 1 inch, round. 0.23

Tubing, seamless base, per lb. 0.26

Tubing, iron pipe size, 1 inch base 0.26

Copper tubing, 4 cents extra.

### BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 65 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 55, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60 p.c.; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves-Quotations on application to Jenkins' Bros., Montreal.

### COPPER.

Montreal Toronto

Casting ingot 17.75 16.25

Out lengths, round bars, 1/2 to 1 in. 27.80

Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29.80

Copper sheet, tinned, 14 x 60, 14 oz. 30.00

Copper sheet, planished, 14 x 60, base 37.00

Brazier, 14 sheets, 6 x 4 29.00

### COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

### IRON AND STEEL.

Canadian foundry, No. 1 22.50

Canadian foundry No. 2 20.30

Summerlee, No. 2 pig iron 22.50 24.50

Carroll, soft 22.00

Cleveland, No. 1 22.00 25.00

Clarence, No. 3 21.50 24.50

Jarrow 25.60

Glengarnock 26.00

Radnor, charcoal iron 31.00 34.50

Ayresome, No. 3 25.00

Ferro Nickel pig iron (800) 25.00

Steel billets, Bessemer or open hearth, F.O.B. Pittsburg 27.50

Angles 2.50 2.80

Common bar, per 100 lbs. 2.15 2.25

Forged iron, per 100 lbs. 2.30 2.50

Refined iron, per 100 lbs. 2.40 2.60

Horseshoe iron, per 100 lb. 2.40 2.60

Mild steel 2.25 2.20

Sleigh shoe steel 2.25 2.25

(domestic) 2.30 2.25

Iron finish steel (foreign) 2.50 2.60

Reeled machinery steel 2.75 3.00

Tire steel 2.35 2.15

Sheet cast steel 0.15 0.15

Too talk steel 3.10 3.15

Mining cast steel 0.07 0.08

High speed 0.65 0.65

Capital tool steel 0.60 0.60

Cammell Laird 0.15 0.15

Black Diamond tool steel 0.08 0.08

Corona tool steel 0.06 0.06

Silver tool steel 0.12 0.12

Cold Rolled Shafting.

3-16 to 1-16 inch 0.06

1/2 to 1-7-16 inch 0.05 0.05

1-7-16 to 3 inch 0.06

Montreal, 75 and 7 7 route 20.

## BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2.70	2.70
12 gauge	2.75	2.75
14 gauge	2.60	2.65
16 gauge	2.50	2.65
18 gauge	2.50	2.65
20 gauge	2.60	2.65
22 gauge	2.65	2.75
24 gauge	2.65	2.75
26 gauge	2.75	2.85
28 gauge	2.85	3.00

## CANADA PLATES.

Ordinary, 52 sheets	3.10	3.00
All bright, 52 sheets	3.70	4.15
Galvanized-Apollo D. Crown	Ordinary	
18x24x52	4.45	4.45
60	4.70	4.70
20x28x80	5.90	5.90
20x28x80	9.40	10.00

## GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square	6.75
24 gauge, per square	5.50
26 gauge, per square	4.25
28 gauge, per square	4.00
Less 10 p.c.	

## GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lys	Gorbals Best Best
16-20	3.70 3.35
22-24	3.75 3.40
26-28	4.20 3.80
28	4.45 4.15
Colborne Crown-3.65, 3.70, 3.75, 4.00.	
Less than case lots 10 cents per hd. extra.	
Apollo brand-	Montreal Toronto
24 gauge, American	3.75 3.70
26 gauge, American	3.95 3.90
28 gauge (26 English)	4.30 4.20
10% oz., equal to 28	
English	4.50 4.40

## IRON PIPE.

	Black.	Galv.
1/4	2.04	2.86
1/2	2.72	3.57
3/4	3.16	4.31
1	4.54	6.19
1 1/4	6.19	8.44
1 1/2	7.48	10.13
2	9.90	13.50

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable flipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers-45 and 15 p.c. Hot Water Radiators-42 and 15 p.c. Steam Radiators-44 and 15 p.c. Wall radiators-37 and 15 p.c. Specials-25 p.c.

## OLD MATERIAL.

Dealers' buying prices: Montreal Toronto

Heavy copper and wire, 0.11 0.11 1/4

Light copper bottoms 0.10 0.09 1/2

Heavy red brass 0.10 0.10 1/4

Heavy yellow brass 0.08 0.08 1/2

Light brass 0.08 0.08 1/2

Tin lead 0.02 0.02 1/2

Heavy lead 0.03 0.02 1/2

Scrap zinc 0.03 0.04

No. 1 wrought iron 10.00 10.00

Machinery cast scrap, No. 1 14.00 14.50

Stove plate 12.50 13.00

Malleable 10.00 9.00

Miscellaneous steel 6.00 6.00

Old rubbers 0.09 0.08 1/2

## LEAD.

Domestic (Trail) pig, 110 lbs. 5.00 5.00

Imported pig, per 100 lbs. 5.00 5.00

Bar pig, per 100 lbs. 5.25 5.50

Sheets, 2 1/2 lb. sq. ft. 7.50 7.50

Sheets, 3 lb. sq. ft. 6.75 6.75

Sheets, 3 1/2 lb. sq. ft. 6.25 6.60

Sheets, 4 to 6 lb. sq. ft. 6.50 6.60

Cut sheets 1/2 per lb. extra.

Cut sheets to size, 1/2 per lb. extra.

## LEAD PIPE.

Lead pipe, 7 1/2 c. 15 per cent. off.

Lead waste pipe, 9 c. 15 per cent. off.

Traps and bends, 40 per cent.

## SOLDER.

Per lb. Montreal Toronto

Bar, half-and-half, guarant'd 0.30 0.28 1/2

Wiping 0.28 0.28

## SHEET ZINC.

5-cwt. casks 8.25 8.00

Part casks 8.50 8.50

## SPELTER.

Foreign, per 100 lb. 7.00 7.20

## TIN AND TINPLATES.

Lamb and Flag and Straits-56 & 28-lb. ingots, 100 lbs. \$54.00 \$54.50

Redipped Charcoal Plates-Tinned

## M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	\$1.00
I X, 14x20 base	0.95
I X X, 14x20 base	0.90
Raven and Murex Grades-	
I C, 14x20 base	0.90
I X, 14x20 base	0.85
I X X, 14x20 base	0.80
"Domain Crown Best"-Double.	
I C, 14x20 base	0.80
I X, 14x20 base	0.75
I X X, 14x20 base	0.70
"Allaway's Best" Standard Quality.	
I C, 14x20 base	0.65
I X, 14x20 base	0.60
I X X, 14x20 base	0.55
I X X, 14x20 base	0.50

## Bright Cokes.

Bessemer Steel-

I C, 14x20 base 4.50

20x28, double box 9.00

## Charcoal Plates-Terna.

Dean or J. G. Grade-

I C, 20x28, 112 sheets. 8.25

I X, Terne Tin 9.75

## Charcoal Tin Boiler Plates.

Cookley Grade-

XX, 14x56, 50 sheet bxs. 7.50

XX, 14x60, 50 sheet bxs. 7.50

XX, 14x65, 50 sheet bxs. 7.50

## Tinned Sheets.

72x30 up to 24 gauge, case 8.50 8.00

lots 8.95 8.50

72x30 up to 26 gauge, case 8.95 8.50

lots 8.95 8.50

Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4.10; No. 13 1/2, \$4.20; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## Clothes Line Wire.

No. 7 wire solid line. No. 17, \$4.90; No. 18, \$5; No. 19, \$5.20; 6 wire solid line. No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure: 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

## Colled Spring Wire.

High Carbon, No. 9, \$2.40 in cars.

## Fine Steel Wire.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.45; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net, tinned wire, Nos. 17-25; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c. In 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 38c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

## Hay Wire in Colls.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

## Galvanized Wire.

From stock f.o.b. Montreal-100 lbs.

-Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.





## A POWERFUL MAGNET

Are you catering to the women folk's trade?  
You must realize it is well worth while.



for renovating old, dingy woodwork, furniture, etc., has a hundred uses in every home and sells on sight.

Let "LACQUERET" act as the magnet to draw the profitable family trade your way.

It is made in a variety of shades, also clear.

Write for details of the full line of International Specialties. They are real trade winners for every aggressive dealer.

**INTERNATIONAL VARNISH CO.**  
LIMITED

**TORONTO**

**WINNIPEG**

Canadian Factory of Standard Varnish Works. New York, Chicago, London, Berlin, Brussels, Melbourne.

Largest in the world and first to establish definite standards of quality.  
(1-7)

## HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

### BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book.

**S. F. BOWSER & COMPANY, INC.**

66-68 Frazer Ave.,

**TORONTO, ONT., Canada**

Made by Canadian Workmen and sold by Canadian Salesmen.

Sales Offices in all centres and representatives everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.



# HARDWARE AND METAL

Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 50
Oleioleth	0 85
Lighting dyes	0 25
Elastilite varnish	0 25
Copalline varnish	0 25
Graniline floor finish	0 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanite" Interior Finish	1 40
"Mint-Lac" "Coach	1 00
B.H. Ltd. "Gold Medal" cases	2 25
Dependence Lt. H. Oil Finish	1 50
Everlast Floor	2 50
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

Size United	Double
Inches.	Star Diamond
Under 25	4 25 6 25
25 to 40	4 65 6 75
41 to 60	5 10 7 50
61 to 80	5 35 8 50
81 to 100	6 75 9 75
101 to 120	8 25 11 00
121 to 140	9 00 12 50
141 to 160	10 00 15 00
161 to 180	11 00 17 50
181 to 200	12 00 20 00

Size United	Double
Inches.	Star Diamond
Under 25	3 40 5 00
25 to 40	3 60 5 45
41 to 60	4 00 6 25
61 to 80	4 25 6 75
81 to 100	4 50 7 25
101 to 120	5 00 8 00
121 to 140	5 50 9 00
141 to 160	6 00 10 00
161 to 180	6 50 11 00

White Lead Ground in Oil	Montreal	Toronto
Ton Lots.	Per 100 lbs.	
"Anchor" pure	8 25	8 20
Prandham's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 30
Esca Genuine (Windsor)	8 55	8 30
Island Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	8 00	
Monarch (Windsor)	8 50	
Munro's Select Flake White	8 50	4 15
Purity C.O. Co.'s, Ltd.	7 70	
Ramsay's Pure Lead	8 10	
Ramsay's Exterior	7 80	8 15
Stirling Pure	8 20	
Tiger Pure	8 25	8 40

Western Schedule.	
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 400-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 6c per 100 lbs. extra.	
White Zinc (Dry)	0 07 1/2
Seal, V.M.	
Pure, in 25-lb. irons	0 10
No. 1	0 07
No. 2	0 06 1/2
Whiting.	
Plain, in bbls.	0 70
Gliders bolted in barrels	1 00

HARDWARE.	Ades
Carpenters', per doz.	12 50 14 00
Plain ship	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 8 50
Double bit	10 50 12 00
Beach Axes	6 75 10 00
Broad Axes	12 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 7 00
Claw hatchets	1 75 6 00
Barrell hatchets	4 50 8 50

Buckworth, per lb.	Amunition
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 15 and 1 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	0 10 1/2
"Crown" Black Powder, 30 and 19 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 19 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Shot standard, 100 lbs., \$5.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1.200 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	
Augers and Bits.	
Ford's auger bit	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rickford auger	50 and 6 75
Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	

Plain and Parlor Door Hangers.	
Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D.	
Hanger, full set	2 75
Stearns wood track	Special
Zenith	0 00
Atlas, steel covered	5 00
Perfect, No. 1	5 50
Perfect, No. 1 1/2	5 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3 25
Steel track, 1 1/4 in.	4 75
Barn Door Latches.	
Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	1 50

Bells.

Door bells, push and turn, \$3 doz. up.

Cow bells, 55 p.c.

Sleigh bells, shaft and harness, pair, 22c up.

Sleigh bells, body straps, each, \$1.15 up.

Farm bells, No. 1, \$1.65.

Belting.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 5 in., 60 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

Lace leather, per side, 85c; cut laces, 95c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, \$1 list.

Carriage Bolts, 1/2 and smaller, 60 & 15

Carriage Bolts, 7-16 and up, 55

Carriage Bolts, Norway Iron (\$3 list) 55 & 15

Machine Bolts, 1/2 and less, 55 & 5

Machine Bolts, 7-16 and up, 57 1/2

Plough Bolts 55 & 5

Blank Bolts 57 1/2

Bolt ends 57 1/2

Sleigh Shoe Bolts, 1/2 and less 55 & 10

Sleigh Shoe Bolts, 7-16 and larger 50 & 5

Coach screw 70 & 10

Nuts, square, all sizes, 4c per lb. off

Nuts, Hexagon, all sizes, 4 1/4c per lb. off

Stove nuts, per lb., 5 1/4 to 6c.

Stove Bolts, 80, 75c per cent.

Building Paper, etc.	
Tarred Slaters' Paper, per roll...	0 85
O.K. Paper, No. 1, per roll.....	0 95
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, 400 ft. roll	0 80
Plain Fibre, No. 2, 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.....	0 60
Plain Surprise, per roll.....	0 42
Resin sized Fibre, per roll.....	0 43
Asbestos Building Paper, p. cwt.	4 00
Heavy Straw, plain and tarred, per ton .....	36 00
Carpet felt, per cwt.....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.....	2 60 3 00
2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bbls., per gallon .....	0 17
Liquid tins cement, 55.....	0 19
Crude coal tar, per bbl.....	4 50
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Caps, per lb.....	0 05
Rails, per lb.....	0 05
Mop Cotton, per lb.....	0 17

Butts.	
Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	
Cement and Firebrick	
Canadian Portland, bags, per	
bbl. ....	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
"English	17 00 21 00
"American, low	23 00 25 00
" " " " "	27 00 31 00
Fire clay (Scotch), net ton	5 00
Fire clay (American) net ton	5 00 10 00
Chalk and Pencils.	
Carpenters Colored, per gross	0 55 0 80
" lead pencils, p. gr. 2 40	6 75
Chisels.	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50
Chain.	
Proof coil, per 100 lbs., 1/4, \$6.00; 5-16,	\$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16,
\$3.80; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1,	\$3.40.
Stall fixtures, 35; trace chain 45; jack-	
chain, iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 5; tie outs,	

75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
Churns.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$12; No. 5, \$13; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
Malleable swivel head, 4 in. ....	2 50
" adjustable, 4 in. ....	7 60
Carpenters, 3 feet .....	3 40
Conductor Pipe.	
2 inch, in 10 foot lengths .....	3 45
3 " " .....	4 20
4 " " .....	5 03
5 " " .....	7 40
6 " " .....	9 25

Cotter Pins.	
Copper pins, 90 p.c. Montreal.	
Copper and Nickle Ware.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	
Door Knobs.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 50	
doz. more than list price.	
Canadian.	Door Sets.
Door pulls, 60 per cent.	
Door Hangers (Parlor)	
Single sets, each (Easy brand)....	1 80
Double sets, each .....	3 25
Unbreakable rail, 100 feet .....	5 00

Door Springs.	
Chicago (coil),	25 per cent.
Reliance (coil),	20 per cent.
Law Knives.	
Carpenters 5 inch, doz.	5
Folding handles, 8 inch, doz.	1 1/2
Drills.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
Escutechon Pins.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	
Eavestroughs.	
8 inch, in 10 ft. lengths, per 100 ft	3 1/2
10 " " " "	5 1/2
12 " " " "	7 1/2
15 " " " "	9 1/2
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

Factory Milk Cans.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 45 per cent. with domes	
Top, 15c extra. Retinned, 75% and 5	
Plain, 72% and 15, Creamery trim	
mings, 75 and 12% per cent.	
Common, cork-lined, 35 per cent.	
Farrier Knives.	
Buckworth, 50 p.c.	
Files and Rasp.	
Diston's	Per cent
Great Western	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McGlellan, Globe	75
Black Diamond	55%
Delta Files	50
Nicholson	55%
John's (English)	37%
Spear & Jackson (English list) 35	
Forks.	

Blacksmiths portable, 135 lbs. ....	9 80
Galvanized Ware.	
Duffier pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	
Grindstones.	
Over 40 lbs. and 2 in. thick, per 100	1 20
lbs.	
Smaller sizes extra.	
Hammers.	
Tack, iron, doz.	0 30
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 20
" hickory handle, 1 lb., doz.	6 20
" straight claw, 1 lb., doz.	7 00
Farriers hammer, 10 oz., doz.	4 00
Tinners setting, 1/2 lb., doz.	5 00
Machinists, 1 lb., doz.	6 00
Sledge, Canadian, 5 lbs. and over.	0 00
Sledge, Masons, 5 lbs. and over.	0 00
Sledge, Napping, up to 2 lbs.	0 00
Harvest Tools.	

30 per cent.		
Samson, 47½ per cent.		
Sidewalk and stable scrapers, net	\$2.25	
Wood hakes, 40 and 10 per cent.		
Lawn mowers, net.		
Halters (Snap and Ring).		
Jute Rope, ¾-inch, per gross.....	8 00	
"        ¾-inch, per gross.....	10 50	
"        ¾-inch, per gross.....	13 50	
Leather, 1-inch, per doz.....	4 00	
Leather, 1¼-inch, per doz.....	5 25	
Web.....	2 40	
Sisal Halters (Snap and Ring).		
¾-in., \$5.00, 10-in., \$10.20, ¾-in.,		
\$11.40; 9-16-in., \$13.20, ¾-in., \$15.00.		
Hides.		
Trimmed hides, green.....	0 12	0 13
Trimmed, green and partly		
cured.....	0 12½	0 13½
Usual 2 lbs. tare.		
Horsehides, with mane and tail,		
up to.....	3 75	
Sheep skins, up to.....	1 00	
Hinges.		
Blind, discount, 50 per cent.		
Heavy T and strap, 4-in., 100 lb.		
net.....	7 25	
Heavy T and strap, 5-in., 100 lb.		
net.....	7 50	
Heavy T and strap, 6-in., 100 lb.		
net.....	7 75	
Heavy T and strap, 8-in., 100 lb.		
net.....	8 00	
Heavy T and strap, 10-in. and		
larger.....	8 25	
Light T and strap, discount 65 p.c.		

Screw hook and hinge—under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 00
Grate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	
Hinges (Spring)	
Spring, per gross—No. 5, \$16.10; No. 10, \$19.50; No. 20, \$29.25; No. 50, \$30.50; No. 51, \$8.50; No. 120, \$15.50.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.65; No. 2275, \$21.35; No. 1125, \$15.25.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 45 p.c.	
Triplex spring hinges, 45 p.c.	
Chicago surface cor (\$5.00), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" door hinge, 50 p.c.	

Hooks.	
Wrought iron hooks and staples—	
1/4 x 5, per gross .....	3 25
5-16 x 5, per gross .....	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.			
M.R.M.	cold forged	process list,	10th
January, 1912.		Price per	box.
Size	Length	35-lb.	
Nos. 3	1 1/4-inch		\$4 10
4	1 1/4-inch		3 75
5	1 15-16		3 00
6	2 1/4		3 10
7	2 5-16		2 80
8	2 3/4		2 75
9	2 11-16		2 60
10	2 3/4		2 50
11	3 1-16		2 45
12	3 1/4		2 45

Horseshoes.
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 2 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$5.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.
Horse Weights.

Smarts, 3/4c lb.
Ice Cream Freezers.
White Mountain, 50 per cent.
Knives.
Hay knives, net list.
Clauss, 50 and 25 per cent.
Kitchen Enamelled Ware.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.
Premier steel enamelware, 50 & 10 p.c.
Star decorated steel and white, 35% per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.



EVERY DEALER  
SHOULD SELL

# Black Diamond Roofing



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West.

RED  
**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

*The Highest Quality Prevails in*

## HEINISCH RING HANDLE Tinner Snips

Heinisch Goods have an undoubted reputation for their high quality and serviceability. A display will bring the particulars buyers your way and the value will retain them as regular customers.

Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinner's Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.



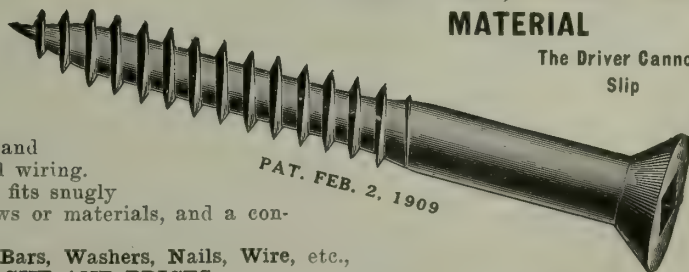
## ROBERTSON'S SOCKET HEAD WOOD SCREWS

SAVE TIME, LABOR AND  
MATERIAL

The Driver Cannot  
Slip

are the only wood screws of this type on the market, and they are invaluable to all wood workers and for electrical wiring. Note the square hole. A specially designed screw driver fits snugly into it. There is no slipping—hence no spoiling of screws or materials, and a considerable saving in time for the workman.

Our Hand Driver, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc., are of the trade-winning quality. WRITE FOR CATALOGUE AND PRICES.



The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE,  
The Toronto Metal Products Co., 102 Front St. E.

Agents for Alberta  
Tees & Perse of Alberta Ltd., Calgary, Alta.



# HARDWARE AND METAL

<b>Lumbermen's Supplies.</b>	
Ant hooks, dozen, from	12 00
4x6, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
<b>Nails.</b>	
Tinmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 85
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
<b>Wire.</b>	
Wire door mats, standard, 16x24, doz.	9 00
<b>Metal Polish.</b>	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
<b>Miners Supplies.</b>	
Mattacks, 6 lb., 18 inch, 4 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	
<b>Mops and Ironing Boards.</b>	
Mops, per doz.	1 20
Folding ironing boards	16 25
<b>Nails.</b>	
Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3 1/3 per cent.	
Pressed spikes, 3/4 diameter, per 100 lbs.	\$3.00 base
<b>Plumbers.</b>	
Plumbers'... per 100 lbs.	3 25
<b>Oilers.</b>	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
<b>Plated Goods.</b>	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singles" and "Alask," Nevada silver flatware, 42 per cent.	
<b>Pieced Tin Ware.</b>	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	
<b>Clay Picks.</b>	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00
<b>Planes.</b>	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
<b>Prices. Pliers and Nippers.</b>	
Button's genuine, 37 1/2 to 40 per cent.	
<b>Plough Lines.</b>	
Russia snap	30 00
Indian snap	25 00
<b>Pumps.</b>	
Berg's wing pump, 75 per cent.	
<b>Razors.</b>	
Boker's	7 50
Boker's King Cutter	13 20
Henckel's	7 50
Gillette Safety, each	3 75
Star Safety Razor, 3 1/3 p.c.	
Edelweiss	16 00
<b>Rope and Twine.</b>	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger.	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/4
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Rag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 28
" 4-ply twine.	0 30
Matress twine, per lb.	0 45
Staging	0 85
<b>Refrigerators.</b>	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
<b>Rivets and Burrs.</b>	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 4-lb. packages, 1c per lb., 3/4 lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
<b>Rivet Sets.</b>	
Canadian, 35 to 37 1/2 per cent.	
<b>Rules.</b>	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
<b>Sad Irons.</b>	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 80
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50
<b>Sand and Emery Paper.</b>	
Sand and emery paper, 40 per cent.	

<b>Sash Weights.</b>	
Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63
<b>Sash Cord.</b>	
No. 3, per lb.	0 30
<b>Saws.</b>	
Astons Hand and Crosscut, 25 p.c.	
Diastons Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
<b>Saw Sets.</b>	
Canadian discount, 40 per cent.	
<b>Screen Doors and Windows.</b>	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x15, open 2 1/2 inches	1 00
Perfection window screens, 14x15, open 2 1/2 inches	1 00
Model window screens, 14x22, open 3 1/2 inches	1 25
<b>Scales.</b>	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
<b>Scythe Snaths.</b>	
Canadian, 40 per cent.	
<b>Screws.</b>	
Wood F.H., bright and steel	85 10
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10
" R.H., bronze	65 10
Drive screws	65 10
Set, case hardened	60 10
Square cap	50 and 35
Hexagon cap	45
Bench wood, per doz.	\$5 00
" iron, per doz.	4 25
<b>Screws (Machine).</b>	
Flat head, iron and brass, 35 p.c.	
Phillister head, iron, 30; brass, 25 p.c.	
<b>Screw Drivers.</b>	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80
<b>Scissors and Shears.</b>	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
<b>Shelf Brackets.</b>	
No. 140, 65 and 10 per cent.	
<b>Skates and Hockey Sticks.</b>	
Starr skates, 35 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex, sticks, \$4.25, \$6.25.	
Pucks, net	\$1.50
<b>Shovels and Spades.</b>	
1st 2nd 4th	
grade grade grade	
p.c. p.c. p.c.	
Shovels	60 55 and 2 1/2 45
Draining tools	60 60
Scoops	50 and 5 45 and 5
Hollow backs and	
and shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
<b>Above discounts on Black Goods only.</b>	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
<b>Squares.</b>	
Diastons, 60 and 10 p.c.	
Stanley Try Squares, size 7 1/4, doz. net	\$2 65
<b>Snaps.</b>	
Harness, 25 per cent.	
<b>Soldering Irons.</b>	
Base, per lb., 25 cents	
<b>Stamped Ware.</b>	
Plain, 7 1/2 and 15.	
Retinned, 7 1/2 and 15.	
Tinners' trimmings, 7 1/2 and 15.	
<b>Sap Spouts.</b>	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
<b>Staples.</b>	
Poultry netting, 100 lbs.	6 70
Red, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
<b>Stable Fittings.</b>	
Dennis Wire & Iron Co., 33 1-3 p.c.	
<b>Stove Boards.</b>	
Lithographed, 60 and 10.	
<b>Stovepipes.</b>	
5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
<b>Stovepipe Elbows.</b>	
5 and 6 inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
<b>Stocks and Dies.</b>	
No. 20 Beaver Die Stock	18 75
<b>Stones—Oil and Scythe.</b>	
Washita Oil, No. 1, 6 in., Dozen	5 10
" 2, 6 in., 7 in., 8 in., 50 3 10 3 50	
Hindustan	0 05
" slip	0 18
" Ax	0 15
Deer Creek	0 10
Deer Creek	0 25
" Ax	0 15
Lily White, 6 in., 7 in., doz.	5 00
Arkansas	6 60
Water-of-Ayr	0 10
Scythe	3 50
<b>Tacks, Brads, Etc.</b>	
Carpet tacks, blue, 80 and 1 1/2 p.c.	

tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 60; trunk nails, black, 55 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tinning buttons, 22 1/2; zinc dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 65; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
<b>Tape Lines.</b>	
Universal, as skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., c. 0 94	
" steel, No. 264, 66 ft., c. 3 50	
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 1/2	
" Steel, No. 1840, 50 ft., ....	
<b>Trowels.</b>	
Diastons, 10 per cent.	
<b>Thermometers.</b>	
Tin case and dairy, 75 to 75 and 10 p. c.	
<b>Tinners' Snips.</b>	
Discount 35 per cent.	
<b>Tinners' Trimmings.</b>	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
<b>Traps (Steel Game).</b>	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
<b>Oneida Jump (Star), 50, 10 and 5 p. c.</b>	
<b>Traps (Rat and Mouse)</b>	
Out O' Right Mouse Traps	1 20
" Rat Traps	0 45
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Choke	0 80
<b>Vises.</b>	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	
<b>Washing Machines.</b>	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dorwell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3	85 00
<b>20 per cent.</b>	
<b>Wringers.</b>	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	64 00
Gem 141E	51 75
Sunlight, 111	44 50
<b>20 per cent.</b>	
<b>Wheelbarrows.</b>	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
<b>Whiffletrees.</b>	
Tubular steel whiffletrees, 25 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" 38 in.	1 25
" 40 in.	0 95
" 42 in.	0 95
<b>Wood Handles.</b>	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffletrees, ash 35 hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
<b>Wrenches.</b>	
Agricultural, 67 1/2 per cent.	
<b>Wrought Iron Washers.</b>	
Canadian, 40 per cent.	

## WINNIPEG HARDWARE QUOTATIONS.

<b>Ax Handles—Oval and octagon, s.g. hickory, \$5.50; No. 1, \$2.40; 2, \$1.95; 3, \$1.50; 4, \$1.20; 5, \$1.00; 6, \$0.80; 7, \$0.60; 8, \$0.50; 9, \$0.40; 10, \$0.30; 11, \$0.25; 12, \$0.20; 13, \$0.15; 14, \$0.10; 15, \$0.05; 16, \$0.04; 17, \$0.03; 18, \$0.02; 19, \$0.01; 20, \$0.01.</b>	
<b>Auger Bits—"Irwin" bits, 47 1/2; other lines, 70 and 10 per cent.</b>	
<b>Barb Wire—Lyman 4 pt., \$2.06 f.o.b. Fort William, \$2.41 Winnipeg; Glidden 2 pt., \$1.94 Fort William, \$2.27 Winnipeg; Raker 2 pt., \$1.93 Fort William, \$2.25 Winnipeg; Waikagan 2 pt., \$1.94 Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.90 Fort William, \$2.18 Winnipeg; American special 2 pt., \$1.58 Fort William, \$1.81 Winnipeg; Plain twist,</b>	

**\$2.90 Fort William, \$3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.**

**Bolts—Carriage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 1/2 and under, 60; 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 3/4, 50 1/2c; 7-16 and up, 40 1/2c.**

**Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.**

**Blocks—Steel, 50 per cent.; wood, 60 per cent.**

**Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.**

**Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gauge, 24c to 20-inch gauge, 23c.**

**Crowbars—4 1/2c per lb.**

**Corrugated Iron—23 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.**

**Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.**

**Clevises—7 1/4c per lb.**

**Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.**

**Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.**

**Galvanized Iron—Apollo, 16 gauge, \$1.20; 18 gauge, \$4.20; 20 gauge, \$4.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.65; 28, \$5.05.**

**Galvanized Wire—37 1/2 per cent.**

**Grindstones—Per 100 lb. \$1.55.**

**Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$7.75; 71 to 80, \$7.75, in 100 foot boxes.**

**Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.80; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.19; featherweight, \$6.50.**

**Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.**

**Hinges—Tools—50 and 5 p.c.**

**Hinges—Light T and strap, 65 per cent.**

**Hooks—Brush, heavy, per dozen, \$8.75, grass, \$1.70.**

**Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.**

**Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/8 inch, \$4.75; 1 1/2 inch, \$7.80; 1 3/4 inch, \$9.35; 2 inch, \$12.50; 2 1/2 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.**

**Galvanized Pipe—1/4 inch, \$3.40; 1/2 inch, \$3.60; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/8 inch, \$7.55; 1 1/2 inch, \$10.25; 1 3/4 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.**

**Logging Chain—1/4 in., \$8.00; 3/8 in., \$6.50; 1/2 in., \$5.75.**

**Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.**

**Poultry Netting—65 per cent.**

**Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$11.00; brick, \$3.20; per cord, \$22.00.**

**\$6.75 per cwt.; cut coil, \$7.75 per cwt.**

**Lead Waste—\$7.25.**

**Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 13, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.**

**Rope—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c.**

**Steel Squares—40 off new list.**

**Shovels and Spades—Jones polished, \$3.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$9.30; No. 6, \$9.40; No. 8, \$9.25; No. 10, \$9.80.**

**Solder—Half and half, \$29 per cwt.**

**Screws—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 70 p.c.**

**Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.**

**Linseed Oil—Raw, per gal., 65c; boiled, per gal., 68c.**

**Turpentine—Per gal., barrel lots, 75c.**

**Dry Colors—White lead in ton lots, decorators' pure, \$9.00; decorators' special, \$8.25 in small lots advance price 25 cents; lead, \$6.00; lead, \$6.50; yellow ochre, in barrel lots 7 1/2c; less than barrel lots, 3c; golden ochre, barrels, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3a. 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Sarsaparilla, \$2.75.**

**Putty—Cask, \$2.75 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3.40**

**Paris Green—21 1/4 cents per 112-lb.**



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SELL

MOORE'S T-45

An all-around Interior Varnish.

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint.

MOORE'S CONCRETE COATING

A Waterproof Coating for Cement,  
Plaster and Bricks.

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COLOR CARDS  
AND PRICES

MOORE'S MURESCO

The Best Wall Finish.

MOORE'S SANIFLAT

A Washable, Non-Poisonous Flat  
Oil Paint.

**Benjamin Moore & Co., Limited**  
**WEST TORONTO**

CHICAGO

NEW YORK

CLEVELAND

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this paper will bring  
results from all parts  
of Canada : : : :

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for fast smooth work in every kind of wood and under all  
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The FORD twist saves the Wrist and saves dollars in time  
and labor. WORKMEN WHO KNOW prefer the FORD every  
time. Honestly made and sold with a solid guarantee. Write  
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The Canadian Copper Co.

**NICKEL FOR  
NICKEL STEEL**

The International  
Nickel Company

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NEW YORK CITY

A Canful of Profit  
And Satisfaction



The Paint That Will Bring You  
A Larger Trade.

This paint has great weather resisting qualities and no superior as a  
surface coverer.

It is the favorite of Western people and is paying Western dealers a  
splendid profit.

We have an agency proposition that is well worth your investigation.  
Write to-day.

**G. F. STEPHENS & CO. LIMITED**

Branch at Calgary, Alberta



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

## AGENT WANTED

**AGENT WANTED TO REPRESENT OLD** established and well-known German firm for the sale of hardware, tools and cutlery in the Dominion of Canada; must be familiar with this trade and the class of goods mentioned; first class references and guarantee or bond for stock required. Address to Agency, c/o Hardware and Metal, Montreal. (17)

## BUSINESS CHANCES

**FOR SALE — HARDWARE — SOUTHERN** Alberta. Farming and coal mining town. Population 1,000. Stock \$5,000. Half cash handles. Nets \$3,000 yearly. All cash business. Owner retiring. Box 12, Diamond City, Alta. (19)

**HARDWARE BUSINESS—STOCK AT** Invoiced prices, store fittings etc., amount to about \$6,000.00. Reason for selling, ill-health. Store and dwelling can be leased. For further particulars apply to Fred F. Heximer, 485 Victoria Ave., Niagara Falls, Ont. (17)

**FOR SALE—A FIRST-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**HARDWARE STOCK AND TINSHOP TOOLS** —In Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Rest of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

**WANTED THIS NOTICE TO BE SEEN** and answered by a live wire in the Plumbing and Heating and Tinsmithing line who wants an Al business in good southern Ontario town of 4,500 population. Apply Box 779, Hardware and Metal, Toronto. (8)

**FOR SALE—GOOD TINSMITHING AND** furnace business. Farm implement trade in connection. Full set of tinsmith's tools and patterns. Good house and shop. Two railroads running into town. C.P.R. and G. T. R. This is a snap for a young man with business ability. Retiring from business and want to close it out at once. Will deal for farm, stock and implements. Box 785, Hardware and Metal, Toronto. (17)

**FOR SALE—STOVE AND TINSMITHING** business, also store in the best farming locality in Western Ontario, on main line of G. T. Railway. Splendid opportunity. Box 794, Hardware & Metal, Toronto. (20)

## SITUATIONS WANTED

**WANTED—BY EXPERIENCED HARDWARE** man and tinsmith, a position as salesman for hardware or stores. Best references. Headquarters Regina. Box 291, Hardware and Metal, Toronto. (19)

**BOOKKEEPER, HARDWARE, FOUR YEARS'** city experience. Have also assisted as salesman. References covering character and ability furnished. Energetic and willing to work. Prefer to go West. Address Box 789, Hardware and Metal, Toronto. (19)

## WANTED

**WANTED IMMEDIATELY — TWO OR** three hardware clerks, with from three to six years' good retail experience. Apply, stating experience, references and salary required, Peart Bros. Hardware Co., Ltd., Regina, Sask. (18)

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## FOR SALE

**WHITE LEGHORN EGGS FOR SALE. BEST** laying strain in Canada. \$2.00 per 15. Box 225, Lennoxville, Que. (18)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —** Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

**THE NATIONAL CASH REGISTER COM-** pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**COMPETENT STENOGRAPHERS IN** search of positions register at our Free Employment Department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator. 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-** stallling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

## SITUATIONS VACANT

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL EX-** perience in plumbing and steamfitting trades. Must have good education and address. Spend opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED — EXPERIENCED HARDWARE** man to manage business in good locality. Apply, giving experience, etc., to the Hanbury Hardware Company, Limited, Brandon, Man. (10tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

**SALESMAN WANTED—YOUNG MAN WITH** experience in hardware and stoves. Box 793, Hardware and Metal, Toronto. (17)

**WANTED—HARDWARE SALESMAN WITH** experience, capable of looking after window display, for City of Ottawa. Apply Box 792, Hardware & Metal, Toronto. (18)



**SEALED TENDERS** addressed to the undersigned, and endorsed "Tender for Customs Building, Ottawa, Ont.," will be received until 4.00 P.M., on Wednesday, May 21, 1913, for the construction of a Customs Building on Mackenzie Avenue, Ottawa, Ont.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of R. L. Deschamps, Esq., 103 St. Francois Xavier Street, Montreal, and of Thos. Hastings, Esq., Clerk of Works, Postal Station "F," Yonge Street, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the sum of seventy-five thousand dollars (\$75,000), which will be forfeited if the persons tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted, the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,

Secretary.

Department of Public Works.

Ottawa, April 22, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—40459.

## A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

**THE MACLEAN PUB. CO.**  
143-9 University Ave., Toronto



We want to emphasize the fact  
that every can of  
**Jamieson's Pure Prepared Paints**  
contains the concentrated experience  
of over half a century

This makes a big difference to you. It increases your profits by increasing your paint trade all because of the entire satisfaction your customer receives for his money

**R. C. Jamieson & Co., Limited**

Established 1858

MONTREAL

VANCOUVER

**MYERS  
PUMPS**

We manufacture all kinds of  
PUMPS, HAY UNLOADING  
TOOLS and BARNDOR  
HANGERS that are service-  
able, durable and reliable.  
You never fail to get  
QUALITY when buying  
"THE MYERS."

**F. E. MYERS & BRO.**

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

**NEW ERA PAINT**

**IS THE ENSURANCE OF PAINT SATISFACTION**

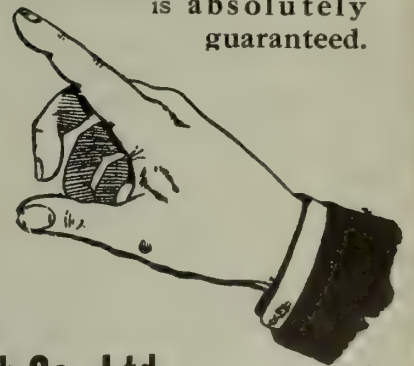
This paint has lasting qual-  
ities that are greater than  
many highpriced paints.

It cannot be excelled as a  
surface cover and will re-  
sist all extremes of the  
weather.

A trial will be most con-  
vincing. Try it.

**Standard Paint and Varnish Co., Ltd.**  
Windsor, Ontario

New Era Paint  
is absolutely  
guaranteed.



**TWO CENTS PER WORD**

You can talk across the continent for two cents per word



with a WANT AD. in this paper







# Ramsay's

## Paints

**Hold Your Old Customers  
And Bring Many New Ones**

Ramsay's Paints are made to stand the extremes of the Canadian climate and do so with the greatest efficiency.

They are also economical, because they cover much surface.

Your customers will appreciate a value like Ramsay's Paints and better business will be the result.

Write for agency proposition to-day.

**A. RAMSAY & SON CO.**

**MONTREAL**

*Paint Makers Since 1842.*



## STERLING Prepared PAINTS

**Are The Assurance Of Universal Satisfaction**

Sterling Prepared Paints never disappoint. They are easily applied and have exceptional surface-covering and service-giving qualities.

Made from the purest ingredients that can be procured and by special methods developed during our long experience.

Sterling Prepared Paints have been time tried and tested under adverse conditions and have proved that they are absolutely satisfactory.

Stock and boost them NOW—and watch your trade increase.

Every can is absolutely guaranteed to satisfy the most particular of painters. Find out what Sterling Paint dealers and users have to say—ask us to send you some names.

Color cards and prices upon request.

**Canadian Oil Companies, Limited, - Toronto**

HALIFAX  
CALGARY

ST. JOHN  
EDMONTON

MONTREAL  
HAMILTON

QUEBEC  
LONDON

WINNIPEG  
OTTAWA





**Sherwin Williams** Agents are planning a

## "Brighten Up" Week

The Sherwin Williams Agency does not merely consist of a stock of paints, but is a full line of SW Products backed up by a strong selling force, which helps the aggressive Merchant pass them over his counter. The SW Agent is in close co-operation with the Advertising and Promoting Departments of the Sherwin Williams Co., and he can take advantage of the plans and campaigns they carry through to sell SW Products.

The "Brighten Up" Week campaign is going to sell a lot of SW Finishes for SW Agents who take advantage of it, and besides that, it is going to advertise their stores as progressive ones.

Besides the special campaigns and the large amount of Advertising the Sherwin Williams Co. do in the Magazines and Farm Papers, there are other sales producers for the SW Agent. His name on SW Posters, or lantern slides in the moving picture theatres, brings many customers to his He can run ads. prepared by the SW Advertising Dept. in his local newspaper, and can dress his windows with special window trims and displays supplied without expense. By co-operating with the Promoting Dept. he can have personal letters sent to prospective paint buyers, without expense to himself. Not only does this advertising help him sell SW Products, but it gives his store much publicity and brings customers who buy other goods besides Paints and Varnishes.

If the Paints and Varnishes you have behind your counters are not backed up with a selling force like that, if they have not the quality and reputation that goes with Sherwin Williams products, it is in your interests to write us for our book, "How to Make Money in the Paint and Varnish Business." It is sent free for the asking. Write to-day.

**SHERWIN-WILLIAMS**  
**PAINTS & VARNISHES**  
**A FINISH FOR EVERY PURPOSE**

*The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.*





# Here's a Counterfull of Real Varnish Selling Co-operation



**T**HIS dealer is pleased — enthusiastic — and rightly so. He's just received a supply of Pratt & Lambert Varnish Selling Helps. These will connect up his store with the tremendous Pratt & Lambert Magazine Advertising, and the specialized Pratt & Lambert advertising to every conceivable varnish selling channel — painter, home-builder, contractor and architect.

## Four Attractive New Display Features

He's just received four beautiful artist's proofs of Pratt & Lambert Advertisements, enlarged, in four colors, which are now appearing in the great national magazines. These artist's proofs displayed in his store and window, will connect his store with this effective advertising.

### Lantern Slides

He's received four handsomely colored lantern slides of these same advertisements for his moving picture show advertising.

### Newspaper Electros

He's received four newspaper electros of these same advertisements, small six-inch, double column ads, that he can run in his newspaper advertising at small expense.

### Printed Matter

He's received well illustrated booklets, folders and color cards on Vitalite, "61" Floor Varnish and other Pratt & Lambert Varnishes he handles.

## Well Lithographed Signs

He's received a new, handsomely lithographed Vitalite metal counter sign, that holds actual quarter pint Vitalite metal cans, as well as equally attractive signs on "61" Floor Varnish and other Pratt & Lambert Products he's handled.

### Dealers Service

He's received text matter worked out especially for him by the Pratt & Lambert Advertising Department, for a booklet he's getting up on his entire stock of goods.

### Repeat Order Quality

Most important of all, this advertising co-operation is backed by real repeat order quality varnishes, specified *continually* by most eminent architects — used by foremost painters and by their fathers and grandfathers before them, despite most glowing inducements to use other varnishes.

*You're not getting this kind of Varnish Selling Co-operation unless you're a Pratt & Lambert Dealer.*

**Write For Our Complete Dealers' Proposition Now.**

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

# Pratt & Lambert Varnish Proposition

## Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg





## What is Your Aim? In Your Paint Department

Merely to-day's business?  
NO! Your aim is to sell  
that line of paint and var-  
nish that will promote, the  
come-back habit in your customers. Enabling you to  
establish a solid growing trade which will increase in  
profits and satisfaction to-morrow, the next day and all  
days to come.

Maple Leaf Paints, Maple Leaf Floglaze  
Maple Leaf Flat Wall Colors, Maple Leaf Varnishes

Four lines which make the customer come back for more.  
Writing to-day for our Maple Leaf Proposition ensures  
bright prospects for the days to come.  
Our M. L. Decorative Aid Dept., is a developer of trade  
for the dealer.

THE  
**IMPERIAL VARNISH & COLOR CO.**  
WINNIPEG TORONTO VANCOUVER  
LIMITED  
CANADA

**LOOK ON THE BOTTOM**

**FOR THIS**

**“OAKVILLE”**

**PURE ALUMINIUM**

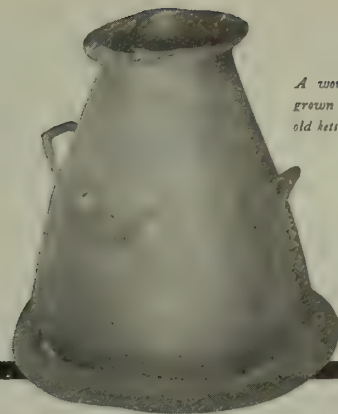
**COOKING UTENSILS**

**MADE IN CANADA**

**Best Goods** Write to-day for our  
**Best Prices** special bargain assort-  
**Best Deliveries** ment offer this month.

Western Distributors:  
Moncrieff & Endress, Scott Bldg.  
Winnipeg, Man.

**“WILL OUTWEAR ANYWARE”**  
**THE WARE MFG. CO. LTD. OAKVILLE, ONT**



*A world-wide 'business' has  
grown since 1858 from this  
old kettle.*

# BERRY BROTHERS' VARNISHES

**The Best Line—  
The Best Advertised Line—  
The Best Selling Plan.**

**The Best Line**—because it has back of it 55  
years of experience in quality manufacturing.  
There's nothing untried or untested about it.  
**You know it—and your customers know it.**

**The Best Advertised Line**—and better ad-  
vertised this year than ever before. 8,000,000  
well-to-do families will read our advertisements  
several times a month during the season.

**The Best Selling Plan**—a new selling plan  
that enables you to do more business and  
make a better profit than ever before.

**NOW—**

Hadn't you better write at once for price-  
lists and particulars?

## BERRY BROTHERS

*Established 1858*

**Factories:**

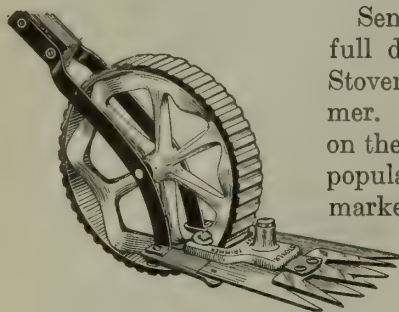
Detroit, Mich. and Walkerville, Ont.

**Branches:** New York, Boston, Philadelphia,  
Baltimore, Chicago, Cincinnati, St. Louis,  
San Francisco, London, England.





# Dealers ! This is Your Chance



Send to-day for the full details of the Stover Lawn Trimmer. Get the prices on the most efficient popular seller ever marketed.

The Stover gets into the small places — saves back-breaking—is certain of sale.

Write at once.

**Stover Lawn Trimmer Works**

Muskegon, Mich.



## National Steel Rim Locks

**ASSURE GREATEST SECURITY and DURABILITY**

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

**NATIONAL HARDWARE CO., Limited**

ORILLIA, ONT., CANADA



## A High Quality Tinner's Snip That Does High Class Work

This Special is made with a finish that will not rust, will not chip and will not break off the handles. It has a natural steel finish which we guarantee to remain as long as the snip will last.

The snip is made with a crucible steel cutting edge welded on the forged steel blade.

It is exceptionally strong and durable and will prove the best line for you to use or sell.

Write for catalog and particulars.



**THE NATIONAL CUTLERY CO., - Philadelphia, Pa., U.S.A.**

CANADIAN REPRESENTATIVES: H. J. STAFFORD, 591 St. Catherine St. W., Montreal. SHERMAN F. AINSLEE, 145 Wellington St. W., Toronto.

## MAXWELL'S FAVOURITE CHURN

has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

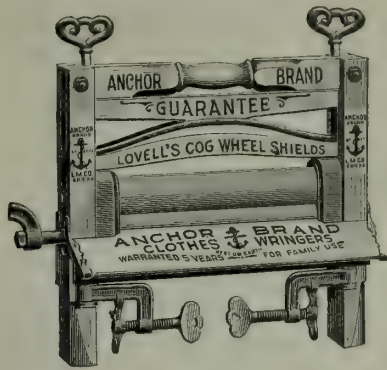
Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.

**DAVID MAXWELL & SONS, St. Mary's, Ont.**







## No Exposed Cog Wheels to catch tiny fingers

You will find this Anchor Brand feature a tremendous help in making sales.

The Cogs are out of the way — the bearings readily accessible — the rolls a trifle longer.

Altogether the wringer will wring sales out of the most conservative housewife.

Let us quote prices.

**LOVELL MFG. CO., - Erie, Pa.**

## CASTOR OIL

**"HOMCO" BRAND**

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

For all medicinal or lubricating purposes.

Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**  
Limited

MONTREAL - TORONTO - WINNIPEG

## Bringing Them Rolling to You



There's many a boy who can't afford to pay a high price for a rifle, but he will save up his money for the handsome Hamilton No. 27.

That's why you need a stock of Hamiltons—they fill just that niche between the toy gun and the high-priced hunting rifle.

The boy wants it just as soon as he sees it displayed in your window.

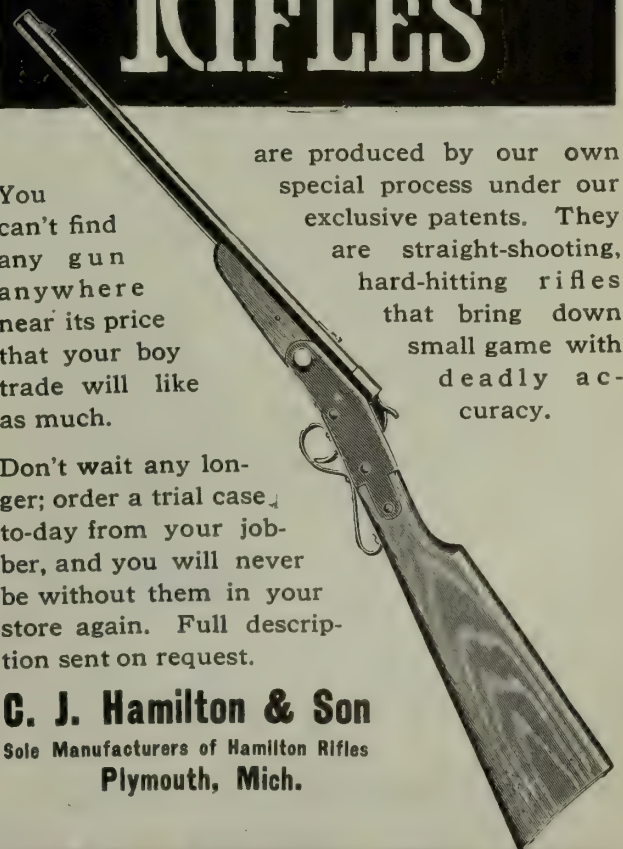
## HAMILTON 22 CALIBER RIFLES

You can't find any gun anywhere near its price that your boy trade will like as much.

are produced by our own special process under our exclusive patents. They are straight-shooting, hard-hitting rifles that bring down small game with deadly accuracy.

Don't wait any longer; order a trial case to-day from your jobber, and you will never be without them in your store again. Full description sent on request.

**C. J. Hamilton & Son**  
Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.





# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

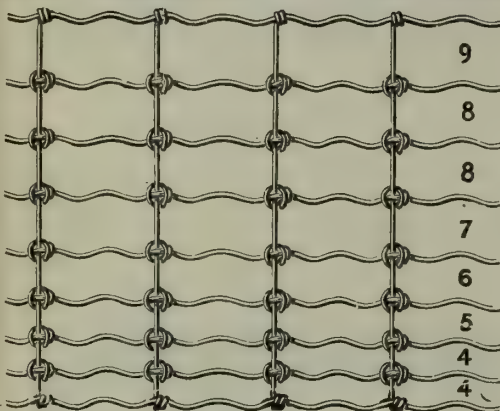
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable  
Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough  
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and  
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like  
this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

Owen Sound, Ontario

## MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right  
it will leak at joints or valves.

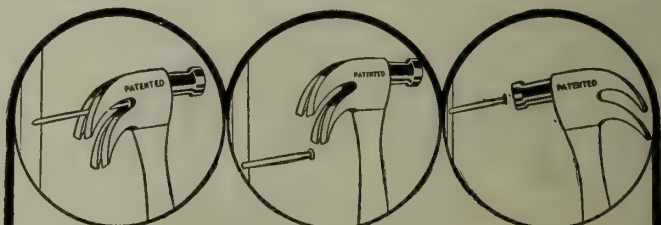
"Aremacdee" pumps do not give deal-  
ers who sell them  
trouble and loss from  
defective service in  
"Aremacdee" pumps  
sold customers.

Pumps for every  
use—hand or motor—  
force or lift—every  
type a dealer can sell.



*All in the big catalogue. Ask for it—  
for dealer prices—for dealer terms.*

The  
**R. McDougall Co., Limited**  
GALT, CANADA



Strike

Lift

Drive

## Double Claw Hammer

Nails Higher Without Strain.  
Worth ten times more than  
the Common Hammer, costs  
three times more to make.  
Spend a little more for the tool  
and Save Money.

**ALL JOBBERS**

Manufactured by

**THE DOUBLE CLAW HAMMER CO.**

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the  
nail out  
straight  
without  
a block





# LUNDY SHOVELS

## Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



## Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

## The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Perse, Ltd., Winnipeg; Tees & Perse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

# CONNOR BALL BEARING WASHER



## is a profit earner

It pays big dividends to dealers who take an active interest in it. Many wide-awake merchants have doubled their washing machine sales since taking hold of the Connor Ball-Bearing Washer. The many

## Exclusive Features Make it Easy to Sell

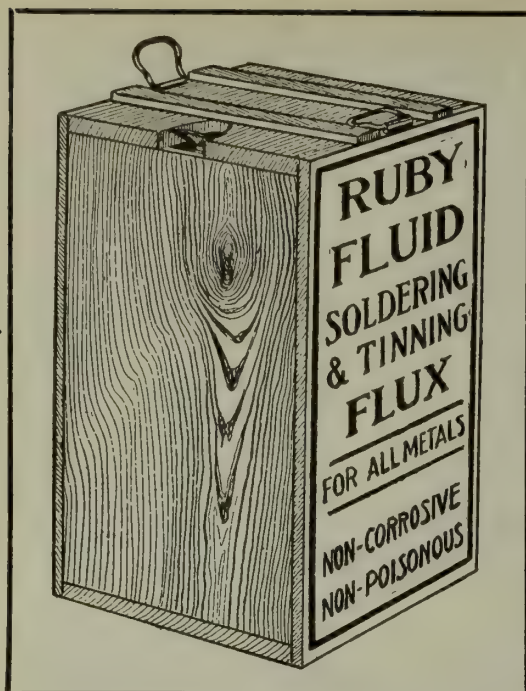
as they attract unusual attention and create a strong desire for the washer. Just what these features are will be fully explained to you when we receive your name and address.

*Drop us a card. Send for a copy of our new catalogue, now ready.*

**J. H. Connor & Son**  
Limited

OTTAWA, ONTARIO





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

## Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

## A Good Year-round Seller !!

is within your reach. Seize  
this opportunity to stock

## The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

**Steel Trough & Machine Co., Ltd.**

TWEED - - - ONTARIO

Stocked in West by

The J. H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary  
Gordon & Son, Eburne, B.C.

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



**HANDSOME**

**PRACTICAL**

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**

HAMILTON, ONTARIO



New Line

# UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

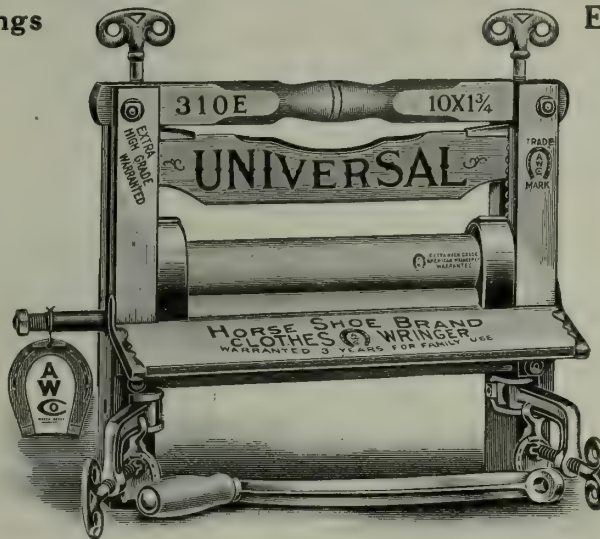
Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

Packed 3 and 6 in  
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Same style made in  
Folding Bench.

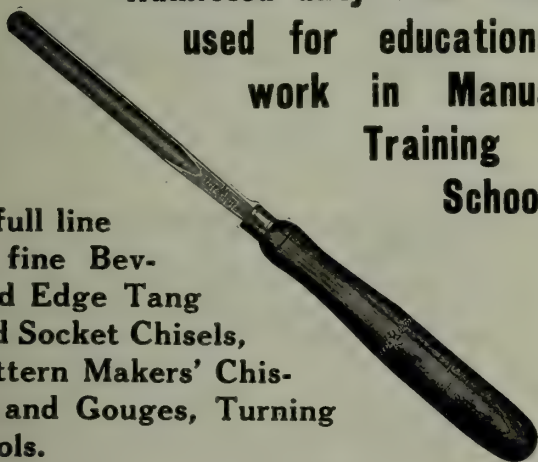
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NEW YORK, - U.S.A.

**Tools Stamped with the Buck's Head**  
Admitted duty free when  
used for educational  
work in Manual  
Training  
Schools

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.



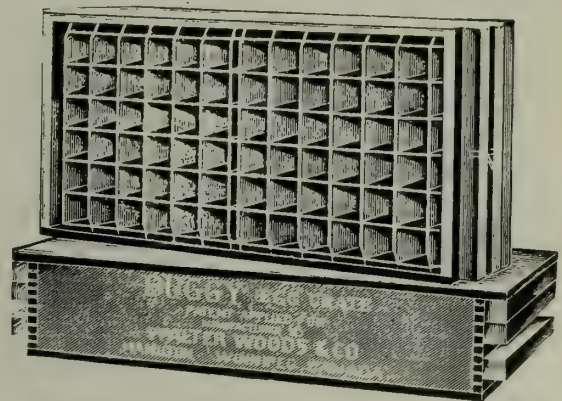
The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

### BUCK BROTHERS

Millbury, - - Mass., U.S.A.

**Just What The Farmer Wants  
To Go Under His Buggy Seat.**



### BUGGY EGG CRATE

This crate is well made and will give a long service.

A display is all that is required to create a large demand.

The sooner you stock it—the sooner it will en-  
large your profits.

## Walter Woods & Co.

HAMILTON AND WINNIPEG





## PERFECT MITRES

are always made with

# THE LANGDON ACME MITRE BOX

When supplied  
with back saws

fitted by ourselves, they are warranted to do  
perfect work.

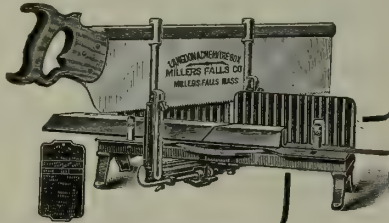
**QUICKLY  
ADJUSTED  
FOR ANY  
ANGLE.**

Some of the advantages over older models are:—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 4 in. to 30 x 5 in.

**Millers Falls Co.**

28 Warren Street  
New York



Ensure Absolute Satisfaction  
By Selling



No. 18 and 19 Design

## Peterboro Hardware

An  
Artistic  
Design  
for  
1913

Made in Wrought Brass  
and Steel and Cast Brass.

**Peterborough Lock Mfg. Co.**

LIMITED

PETERBOROUGH, ONT.

# THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a  
demand for use with cylinders of  
large capacity.

In wells not over twenty feet  
it has an easy capacity of over a  
barrel a minute when fitted with  
5 or 6-inch cylinders. When used  
in tubular wells, the buckets can  
be withdrawn through the top,  
same as illustrated by Fig. 41,  
Page 34, of our catalogue Number  
14, and for stock, town or factory  
purposes we cannot recommend it  
too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**

AYLMER, ONTARIO

There's a Good Profit in The

# "Stratford" GARDEN SEAT

We use good, strong Beech. The seat and back  
slats are screwed firmly to the supporting frame.  
Frame painted red or green—balance natural  
wood finish. Tied two in a bundle.

Stock a few now.



Manufacturers of: Ladders, Lawn Swings, Bake, Ironing and  
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**The Stratford Mfg. Co., Limited**  
Stratford Ontario Canada



## The Strong Advantages of

# Pearson's Patent Poke No. 2

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial—the results are just the kind you want.*

Write for circulars and prices.

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.

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Easy to Sell



That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

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F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;  
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"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire  
Straightened and Cut to Length

## WIRE NAILS

All Standard  
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**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel  
Sterilized Nails."

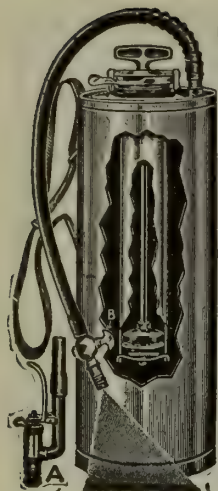
## DOMINION IRON & STEEL CO. Limited

Head Office and Works  
SYDNEY, N.S.

Sales Offices:  
Sydney, N.S., and 112  
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## The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

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MANUFACTURERS

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## Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

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Limited

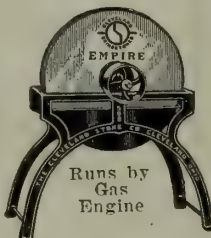
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Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle — the line is complete, and your profits are generous.

Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness



Runs by  
Gas  
Engine

The Cleveland Stone Company  
Cleveland, Ohio

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For Cool Bearings

### BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER

200,000 Pounds

We carry the Stock. You draw from it.

### Tallman Brass & Metal Co.

HAMILTON, ONT.

## BLACK JACK

QUICK  
CLEAN  
HANDY

½-lb. tins—  
3 doz. in case



TRY IT

SOLD BY  
ALL  
JOBBER

## JOSEPH RODGERS & SONS SHEFFIELD, ENG. LIMITED

Avoid imitations of our

### CUTLERY

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

### James Hutton & Company

MONTREAL



### Chorus of Plumbers

Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

## FLUXITE

the paste flux that

### SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.  
Of the Jobbers and Factors in small and large tins. Remember it in your indents.  
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



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**SAVE TIME & MONEY**

**Quick Change Means Pleased Customers**



Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

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We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

**THE LARGEST PRODUCER & SHIPPER IN U.S.A.**

**BEAR BRAND LAMP BLACKS**

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(Made in all sizes)

Have been in use for years by the Steel Trust, Beef Trust, Oil Trust, the big railroads and the U. S. government. This class of trade does not buy them on account of cheapness but because of the lasting and working qualities. Write for new illustrated catalogue.

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**SCREW AND STRAP HINGES**

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

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We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1/2 inches thick.

Send us your orders

**LONDON BOLT & HINGE WORKS**

LONDON, CANADA



**Natural Gas Goods**

of every description

at

**T. F. BERMINGHAM'S**

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**KEYSTONE BRAND**

TRADE MARK

REGISTERED

**Housecleaning Season is at hand**

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

**Stevens-Hepner Company Limited**

PORT ELGIN, - Ontario

**A Strong Selling Point**

**Double Efficiency**

This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

**BEMIS & CALL HARDWARE & TOOL CO.**

Springfield, Mass., U.S.A.






# DIRECTORY OF MANUFACTURERS

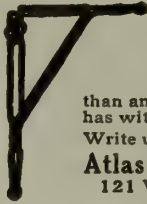
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,  
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### The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.  
Atlas Manufacturing Company  
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White Enamelled, Copper,  
Stamped Brass and Aluminum  
Good Quality at the Right Price.  
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SPooner's No Hot Boxes  
NO WASTE OF FRICTION  
MACHINERY BEARING METAL

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CANADIAN MADE  
AND STUMPS THE WORLD  
HARDWARES ALL SELL IT.

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Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

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The PARMENTER BULLOCH CO., Ltd.  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

## STAPLES.



Hardwaremen: Ask your jobber for Poultry Netting Staples put up in handy packages to retail at 5c and 10c.

JAMES & REID, [Perth, Ont.  
Makers of Good Staples

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

Raymond Bros.

London, .. .. Ontario

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**PRIEST'S CLIPPERS**  
THAT'S SUFFICIENT.

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Wolverhampton, England

Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Ears, Rivets, and all  
kinds of fittings for  
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workers' use.  
Wedges, Clips and  
Wire Strainers for  
all kinds of Wire  
Fencing.  
Illustrated list on  
application.

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### THE BEST MADE

Star Brand Cotton Rope  
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All Wholesale Dealers Sell Them

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The  
**WHITE  
MOP  
WRINGER**



is the world's standard

It wrings mops  
thoroughly, easily,  
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neatly.



Sold by Jobbers and  
the old reliable  
White Mop  
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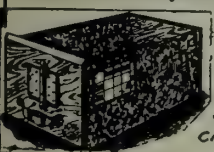
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HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the  
**BENNETT STEEL  
HARDWARE SHELF BOX**  
Saves 20% Shelf Room  
over wooden boxes  
Write for Catalogue and Price List.  
**CAMERON and CAMPBELL**  
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**NEW SEYMOUR SHOW CARD**  
12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to  
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**Malleable Iron Castings**

for Carriage and Special  
Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.

**Sharratt & Newth's Glaziers' Diamonds**

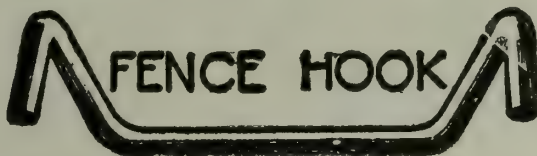
are unequalled for cutting and wearing qualities.



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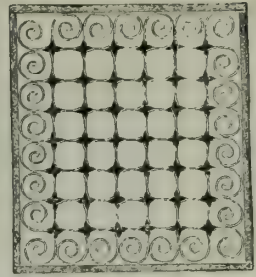
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For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



**METAL GRILLS  
WICKETS  
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RAILINGS**

in Iron, Brass and Bronze  
Suitable for all requirements.

Send for Catalogue.

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**PORTABLE BAKE  
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35 Sizes. Bake Shop  
Equipment of all kinds.

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**Pease Economy Furnaces**

WRITE FOR CATALOGUE AND PRICES

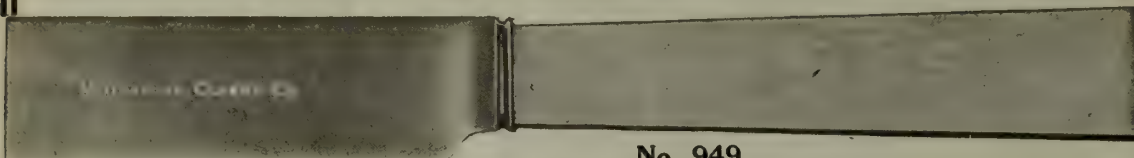
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PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY LIMITED VANCOUVER



## High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

**McGLASHAN, CLARKE CO., Ltd.,**

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Polished Plate Glass  
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Plasters, Limes and Cements  
No order too large or too small.

Building and Sheathing Papers  
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Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points  
Prompt shipments our specialty.

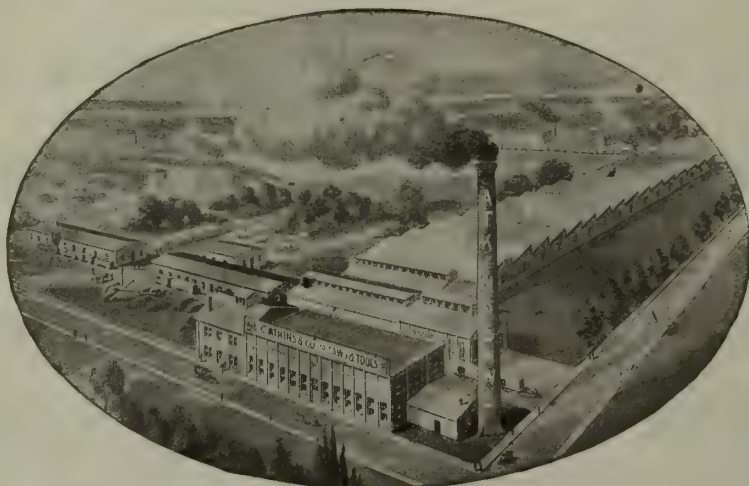
Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
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Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.  
Correspondence Solicited.

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**MOOSE JAW, SASKATCHEWAN**

TELEPHONE 348

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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring! Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## E. C. ATKINS & CO.

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

**Branch: Vancouver, B.C.**

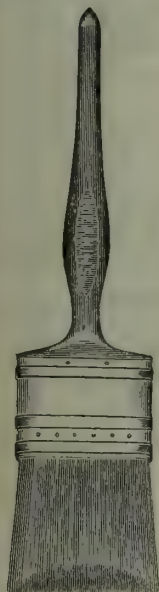




**You'll Get Many Re-Orders  
from the Most Particular  
Painters**

**If You Sell Them Our High Grade**

# **PAINT BRUSHES**



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



## **Meakins & Sons, Limited**

**Hamilton, Ontario**



**Old Standard, Eagle, Pyramid and Globe**

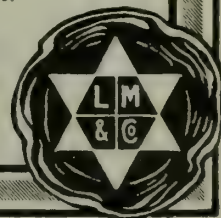
## **GERMANTOWN LAMPBLACKS**

**Are Recognized Everywhere  
AS THE BEST**

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc. Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

**ASK YOUR DEALER.**

**L. MARTIN CO**  
**81 FULTON STREET**  
**NEW YORK U.S.A.**  
**ESTABLISHED 1849**



**Over 5,000,000 Mendets in use.**

**Order from your jobber or  
write direct.**

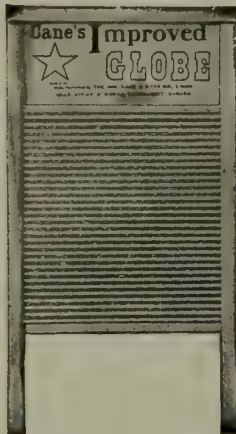
**COLLETTE MANUFACTURING CO.**  
**Collingwood, Ont.**



## Trade Follows Quality

Your Washboard Sales Will Increase  
If You Handle

## Cane's Washboards



We make 13 different styles and grades, so as to completely meet the price which every class of trade can afford.

Great care is exercised from selection of material to the finished product on all grades. Each grade is the best value on the market.

Be sure to specify "Cane's" when placing your next order for washboards at your jobbers.

Write for catalog.

**The Wm. Cane & Sons Co., Ltd.**  
NEWMARKET, ONT.

# BIG

## RESULTS

from small investments. Read  
Hardware & Metal's Want  
Ad. Page.



## OAKEY'S

The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.

'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

# THOMAS BLACK

**HEAVY HARDWARE  
AND  
BUILDERS' SUPPLIES**

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement  
"ACME" Keene's Cement  
"HAMMER BRAND" Plaster of Paris  
"R.I.W." Waterproofing Products  
"UTILITY" Wall Board

"PERFECT" Corner Bead  
"PERFECT" Metal Lath  
SAMSON Car Movers  
IDEAL Tube Expanders  
CONEWAGO Waterproofing Paper

**REASONABLE PRICES**

**EXCELLENT SERVICE**

## GLAZIERS'



**ARTHUR RUDD & CO.**

## DIAMONDS



**ST. HELENS, LANCS., ENG.**

### TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.



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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

**London Rolling Mill Co., Ltd.**  
LONDON CANADA

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Reliable  
QUALITY

## AN ALL-YEAR ROUND SELLER!

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Jas. Stewart Mfg. Co., Ltd.  
Winnipeg - Man.

ARE YOU SELLING  
**BUSTER BROWN**  
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.  
WOODSTOCK, ONTARIO

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

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Vicinity If You Stock  
And Boost

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Now



"The only Line of  
Files from 3 to 24  
inches that are  
made absolutely of  
**CRUCIBLE  
STEEL**"

"Delta" Files win  
favor quickly be-  
cause they cut clean  
and fast, and are of  
an exceptional dura-  
bility.

There is a shape  
and size to meet  
every requirement.  
"Delta" files are un-  
rivalled, as has been  
proven by all com-  
parative tests.

The "Delta" Trade  
Mark safeguards  
the interests of  
thousands of file  
users everywhere.

Give the "Delta"  
Line a trial—it will  
be a valuable asset  
to your store.

Order from your  
jobber.



**DELTA FILE WORKS**  
PHILADELPHIA, PA.

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Stark, Seybold, Montreal.  
Wm. Stairs, Son & Morrow, Halifax.



# Nicholson-made SOLID HANDLE MOWER FILES

This is  
the REGULAR  
Section file

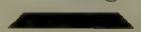

This is the  
REVERSE  
Style File

Nicholson-  
made File Brands

American, Arcade, Globe,  
Great Western, Kearney & Foot

ORDER YOUR STOCK  
TO-DAY

Get stock from regular jobber—in your regular  
Nicholson-made Brand. Remember to order  
“Solid-handle Mower File, Regular Section,” and  
“Solid-handle Mower File, Reverse Section.” Be  
ready for customers.

**T**HIS new Nicholson-made File saves farmer's time at haying and  
harvest. It sharpens knife sections without taking the knife  
from cutter bar. It is made in regular (  ) or re-  
verse (  ) style.

## STOCK THEM, WHY?

We are advertising them to farmers in Montreal Star; over 1,000,000  
such advertisements will be printed. We direct these men to your  
store. More than that, we suggest that they buy 2 such files a  
season from you. This solid handle mower file saves time at  
harvest—beats other knife-sharpening methods by an hour  
a day, and gets you continuous business. Note the Regular  
and Reverse Sections—remember, you need both kinds.

# NICHOLSON

File Company

Port Hope, Canada

33

# “Kenrick” Holloware and Hardware

MADE IN ENGLAND

We carry a stock of  
the following:—

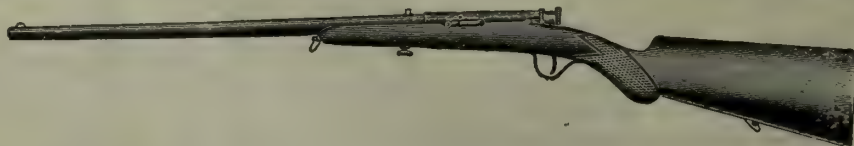
Tinned Cast Iron Saucepans, Round Pots, Glue Pots,  
“Anglo” Enamelware. All kinds of Builders' Hardware,  
Night Latches, Rim Locks, Cylinder Padlocks, Steel and  
Brass Butts, T. Hinges, Meat Choppers, Potato Mashers,  
Harness Brackets, Oil Stoves, Church Door Furniture.

## Archibald Kenrick & Sons (Canada) Limited

141 BANNATYNE AVE. EAST

WINNIPEG, MAN.

## Hardware Dealers Should Feature the “BAYARD” Line



and watch their profits grow. Look over your stock and see if you have on hand sufficient “Bayard” Automatic  
Rifle Pistols, Shot Guns, etc., to show the probable customer.

The camping season will soon be here, and the camper, sportsman or hunter will certainly want to purchase one  
of the many handsome “Bayard” lines.

Descriptive Booklet for the asking.

McGill Cutlery Co. (Reg'd)

P.O. Box 580, Montreal, Canada



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## Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating guage. It will be cheerfully furnished.

**THE DEFOREST SHEET & TINPLATE CO.**

Niles, Ohio.



**Quick Deliveries  
Superior Quality**

**6,000 tons of standard  
sizes carried in Mill  
Warehouse.**

Canadian Sales Agents:

**WITTING BROS.**

**Montreal, - P.Q.**

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

**BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place**

**Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES**

*Our Motto—"QUALITY"*

**THE BARTON NETTING CO., LIMITED**

**38 Ouellette Avenue**

**WINDSOR, ONT.**



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- Abrasive Wheels.**  
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**  
Herc. Mfg. Co., Philadelphia.  
Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York.
- Animal Traps.**  
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Anti Rattlers.**  
Fernald Mfg. Co., North East, Pa.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**  
Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
Alonzo W. Spooner, Ltd., Port Hope.  
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**  
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills Co., London.
- Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls.
- Belting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**  
E. T. Wright & Co., Hamilton.
- Binder Twine.**  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**  
London Bolt & Hinge Works, London, Ontario.  
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**  
Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
- Books.**  
Technical Book Dept., MacLean Pub. Co., Toronto.
- Boxes, Mail.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Braces.**  
Goodell-Pratt Co., Greenfield, Mass.  
Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.  
Stover Mfg. Co., Freeport, Ill.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meekins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.
- Bridle Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananogue.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Stanley Rule & Level Co., N. Britain.
- Bulliders' Hardware.**  
Bellville Hardware & Lock Mfg. Co., Bellville.
- Canadian Yale & Towne, St. Catharines.**  
P. & F. Corbin, New Britain, C.  
H. S. Howland, Sons & Co., Toronto.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.
- Burrs.**  
P. L. Robertson Co., Milton.
- Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain, C.  
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**  
Archibald Kenrick & Sons, Winnipeg.  
Jas. Smart Mfg. Co., Brockville.
- Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Heaters.**  
Chicago Flexible Shaft Co., Chicago.
- Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.
- Cartridges.**  
Dominion Cartridge Co., Montreal.
- Cash Registers.**  
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**  
Grening, B. Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
A. L. Rogers, Ltd., Toronto.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Grening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**  
Buck Bros., Milbury, Mass.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowwell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.
- Clothes Reels and Lines.**  
Cummer-Dowwell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Cummer-Dowwell Ltd., Hamilton, Ont.  
American Wringer Co., New York City.  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Couch Hammocks.**  
Hohfeld Mfg. Co., Philadelphia.
- Cow Ties.**  
Grening, B. Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Oneida Community, Ltd., Niagara Falls.
- Cuplidsors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
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Crooks, Jonathan & Son.  
Dorfen Bros. & Co., Montreal.  
Greff, Brett Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinrich's, R. Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto.  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Smith Hdw. Co., Montreal.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.  
Archibald Kenrick & Sons, Winnipeg.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., Aurora, Ill.
- Door Springs.**  
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**  
F. Corbin, New Britain, C.  
Archibald Kenrick & Sons, Winnipeg.  
Stover Mfg. Co., Freeport, Ill.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.
- Whitman & Barnes Mfg. Co., St. Catharines.**
- Drills, High Speed.**  
Alexander Gibb, Montreal.
- Drinking Cups.**  
Herc. Mfg. Co., Philadelphia.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**
- Metal Shingle & Siding Co., Preston.**
- Wheeler & Bain, Toronto.**
- Winnipeg Ceiling & Roofing Co., Winnipeg, Man.**
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**  
Chicago Flexible Shaft Co., Chicago.  
James H. Cumming & Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- McClary's, London, Ont.**
- Escutcheon Pine.**  
The Parmenter & Bulloch Co., Gananogue, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananogue.  
Phenix Mfg. Co., Milwaukee, Wis.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Dietson, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.
- Spear & Jackson, Sheffield, Eng.**
- Firearms and Ammunition.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
O. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Canada Foundry Co., Ltd., Toronto.  
Dennis Wire & Iron Co., London.
- Fire Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
Archibald Kenrick & Sons, Winnipeg.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Foot Warmers.**  
Chicago Flexible Shaft Co., Chicago.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto.
- A. Ramsay & Son, Montreal.**
- Saskatchewan Glass & Supply Co., Moose Jaw.**
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto.**
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
O. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Jas. Smart Mfg. Co., Brockville.  
Stover Mfg. Co., Freeport, Ill.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hammocks.**  
Hohfeld Mfg. Co., Philadelphia.  
Hangers, Storm Sash and Screen.  
Cowan & Britton, Limited, Gananogue.  
Phenix Mfg. Co., Milwaukee, Wis.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananogue.  
Archibald Kenrick & Sons, Winnipeg, Man.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H., Mfg. Co., St. Thomas.  
St. Mary's Wood Specialty Co., St. Mary's.
- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananogue.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.  
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richard-Wilcox Mfg. Co., Aurora, Ill.



- Lamps, Acetylene.**  
Maple City Mfg. Co., Monmouth, Ill.  
**Lampblack.**  
The L. Martin Co., New York.  
Wilkes Martin Wilkes Co., New York  
**Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
**Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.  
**Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
McGregor Banwell & Co., Walkerville.  
Banwell Hoxie Wire Fence Co., Hamilton.  
**Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. F. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.  
**Lawn Settees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.  
**Lawn Swings.**  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.  
**Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.  
**Lumbering Tools.**  
Pink, Thos., & Co., Pembroke, Ont.  
**Manufacturers' Agents.**  
Gibb, Alexander, Montreal.  
McIntosh, H. F. & Co., Toronto.  
Western Distributors Ltd., Saskatoon.  
**Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
**Mats & Mattings—Flexible Steel.**  
Wire and Wood.  
Kuhne Anderton Co., Port Hope, Ont.  
**Match Boxes.**  
Stover Mfg. Co., Freeport, Ill.  
**Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Gibb, Alexander, Montreal.  
Henderson & Richardson, Montreal.  
Leslie, A. C. & Co., Montreal.  
Lysaght, John, Bristol, Eng.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonzo W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.  
**Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.  
**Metal Shingles, Siding, Etc.**  
DeForest Sheet & Tinplate Co., Niles, O.  
Galt Art Metal Co., Galt.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
**Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
**Metal Polish, Emery Cloth, Etc.**  
Oskey, John, & Sons, London, Eng.  
**Metal Store Fronts.**  
Canada Foundry Co., Ltd., Toronto.  
**Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.  
**Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.  
**Nails.**  
P. L. Robertson Co., Milton.  
**Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.  
**Others.**  
Thos. Davidson Mfg. Co., Montreal.  
Herc Mfg. Co., Philadelphia.  
Maple City Mfg. Co., Monmouth, Ill.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. & Co., Hamilton, Ont.  
**Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.  
**Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowser, S. F., & Co., Toronto.  
**Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.  
**Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Lowe Bros., Ltd., Toronto.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson & Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg, A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.  
**Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson & Co., Toronto.  
**Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.  
**Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.  
**Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.  
**Plane Irons.**  
Buck Bros., Milbury, Mass.  
**Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.  
**Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.  
**Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lyssaght, Ltd., Bristol, Newport and Montreal.  
**Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
**Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.  
**Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.  
**Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
**Quick Shift Anti Rattlers.**  
Fernald Mfg. Co., North East, Pa.  
**Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.  
**Razors.**  
Gillette Safety Razor Co., Montreal.  
Greff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorken Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.  
Kampfe Bros., New York.  
**Razor Blades.**  
Gillette Safety Razor Co., Montreal.  
**Razor Hones.**  
Carborundum Co., Niagara Falls, N.Y.  
**Registers.**  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.  
**Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.  
**Rollers, Water Weight.**  
Dunham Co., Berea, O.  
Erie Iron Works, St. Thomas, Ont.  
**Roofing.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.  
**Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
Brantford Roofing Co., Brantford.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Winnipeg Paint & Glass Co., Winnipeg.**  
**Rope.**  
Independent Cordage Co., Toronto.  
**Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.  
**Sad Irons.**  
Archibald Kenrick & Sons, Winnipeg.  
Jas. Smart Mfg. Co., Brockville.  
**Saws.**  
Atkins, E. C. & Co., Hamilton.  
Disston, Henry, & Sons, Philadelphia.  
Shurley Dietrich Co., Ltd., Galt, Ont.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.  
**Scales.**  
Aylmer Pump & Scale Co., Aylmer.  
Burrow, Stewart & Milne Co., Hamilton.  
**School Desks.**  
Jas. Smart Mfg. Co., Brockville.  
**Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.  
**Screw Driver Bits.**  
Buck Bros., Milbury, Mass.  
**Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.  
**Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.  
**Seythe Stones.**  
The Carborundum Co., Niagara Falls, New York.  
**Shears, Scissors.**  
Acme Shear Co., Bridgeport, Conn.  
H. Heinisch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
J. Wis & Sons Co., Newark, N.J.  
**Shelf Boxes.**  
Cameron & Campbell, Toronto.  
**Shellack.**  
Berry Bros., Walkerville, Ont.  
**Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.  
**Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
**Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
**Sleds.**  
Can. Buffalo Sled Co., Preston.  
Chatham Malleable & Steel Co., Chatham.  
**Snips.**  
Peck, Stow & Wilcox Co., Cleveland.  
**Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.  
**Sporting Goods.**  
A. E. Bregent, Montreal.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
**Sporting Specialties.**  
Marble Arms & Mfg. Co., Gladstone, Mich.  
**Sprayers.**  
Cavers Bros., Galt, Ont.  
James H. Cumming & Co., Chicago.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Spramator Co., London.  
**Spring.**  
R. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
**Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.  
**Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
**Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
**Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.  
**Steel, High Speed.**  
Alexander Gibb, Montreal.  
Henderson & Richardson, Montreal.  
**Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.  
**Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.  
**Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton, Ont.  
**Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.  
**Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
Clare Bros. & Co., Preston.  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.  
**Stoves, Gas.**  
Burrow, Stewart & Milne Co., Hamilton.  
McClary Mfg. Co., London, Ont.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.  
**Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.  
**Technical Books.**  
Maclean Publishing Co., Toronto.  
**Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
**Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.  
**Toots.**  
The Chapin Stevens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.  
**Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.  
**Tool Grinders.**  
Richards-Wilcox Mfg. Co., Aurora, Ill.  
**Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Chatham Malleable & Steel Co., Chatham.  
Peck-Hamre Mfg. Co., Berlin, Wis.  
**Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.  
**Ventilators.**  
Brantford Oven & Rack Co., Brantford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
**Vises.**  
Henderson & Richardson, Montreal.  
Chas. Parker Co., Meriden, Conn.  
**Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
**Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.  
**Waffle Irons.**  
Stover Mfg. Co., Freeport, Ill.  
**Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.  
Chatham Malleable & Steel Co., Chatham.  
Woodstock Wagon Co., Woodstock.  
**Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.  
**White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
**Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S. Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
**Windmills.**  
Dominion Well Supply Co., Cargill.  
**Windshields.**  
Kinsinger Bruce & Co., Niagara Falls.  
**Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
**Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton.  
**Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton.  
**Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.  
**Wire.**  
P. L. Robertson Co., Milton.  
**Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
Kuhne-Anderton Co., Port Hope.  
**Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.  
**Wire Goods.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
**Wire Machinery.**  
Ed Brand, 671 Moss Lane, Manchester, Eng.  
**Wire Products.**  
Andrew Wire Works, Watford, Ont.  
**Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.  
**Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
**Wood Finishes.**  
Berry Bros., Walkerville.  
**Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Oall Hdw. & Tool Co., Springfield, Mass.





# LARGELY INCREASED SALES

The sales of the "Ross" Sporting models in 1912 showed a very large percentage of increase, and this is especially the case in the more expensive "High Velocity" 280 Model.

"Ross" Rifles sell because of their accuracy, which wonderful scores in international and other matches have proven, and on account of their power to anchor the largest game.

Dealers who have not shared in the increased sales are invited to correspond with us, and it is quite likely a way can be found to help the sales to climb. There is a good margin on every "Ross" Rifle you sell.

**ROSS RIFLE CO.**

**QUEBEC**



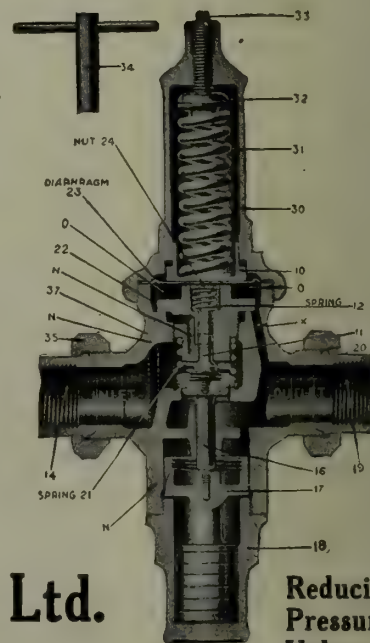
**J.M.T. Globe Valve**

## Valves Of Quality

**J.M.T. Valves** need no introduction to the experienced steam user. They are accepted as containing the best qualities of a thoroughly efficient Valve for all uses. Made in all the standard Patterns, and in three weights to suit low, medium, and high pressures. They have renewable disc of special composition or hard copper. Offer them to your customer when he wants a GOOD Valve.

### J.M.T. Reducing Valve

For service where it is desired to maintain a uniform low pressure off a higher pressure steam line. Largely used for low pressure heating system off the main steam pipe.



**Reducing Pressure Valve**

We carry a complete line of Guaranteed Engineers', Plumbers' and Steamfitters' Supplies.

Our prices are right for that of good quality.

Your inquiries will receive our prompt attention. Write to-day.

**The James Morrison Brass Mfg. Co., Ltd.**

93-97 Adelaide St. West.

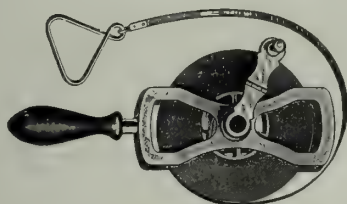
**TORONTO**



The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

# LUFKIN

## MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

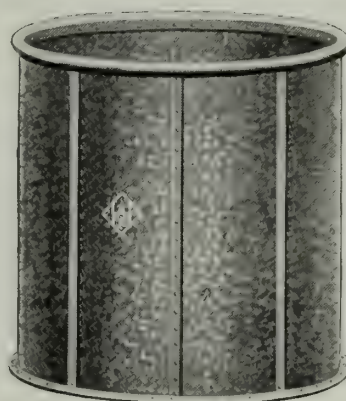
*THE LUFKIN RULE CO. OF CANADA, LTD.*  
WINDSOR, ONT.

Nearly Every Farmer Needs

## STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

### Heller-Aller Tanks



are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

**The Heller-Aller Co.**

Windsor, Ontario

## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**There's a good sale  
for them.**

Manufactured solely by

**Gutta Percha & Rubber, Limited**

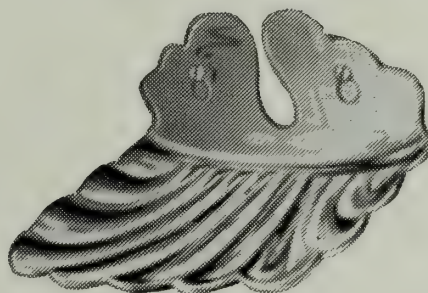
Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



## Bathroom Fixtures



Among the many styles shown in our 40 page catalogue, this pattern is deservedly popular.

It is low-priced, but finished with as great care as the most expensive.

**AND WE HAVE THEM IN STOCK.**

**Kinzinger, Bruce & Co., Ltd.**

Niagara Falls, Canada





# Don't Take Chances



**25%**  
more weld  
  
**Adds  
Strength  
and Wear  
to the  
Chain.**

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... nicely by the oil  
privileges. I took a horse  
... through Central Macedonia.  
... as far as Solonika."

## 13 MEN KILLED WHEN MINE BUCKET FALLS

Number of Other Workmen Injured—  
Chain Holding 800-gallon  
Water Tank Snaps.

(By Associated Press.)

MANSFIELD, Eng., Feb. 8.—Thir-  
teen pit sinkers were killed and a  
number of others injured today at  
the Bolsover colliery by the snapping  
of a chain to which was suspended  
a bucket containing 800 gallons of  
water.  
The bucket crashed down the shaft,  
which was 500 feet deep and at the  
bottom of which the men were work-  
ing. The workers were crushed into  
an unrecognizable mass. Only a few  
who happened to be in shelter holes  
at the sides of the shaft escaped  
death.

This city is the center of a large  
coal mining district.

—STAFF PRESENT

CANO.  
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Keeler, a  
Winamac, I  
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MIN'



**25%**  
more weld  
  
**Adds  
Profit  
and  
Increases  
Sales**

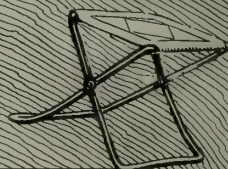
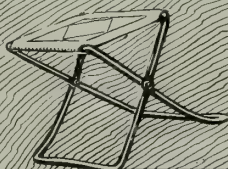
The Swell Weld is the  
way you get a factor of  
safety of 25% over the  
ordinary product.

Every pound of our Swell  
Weld Chain is actually  
tested and inspected be-  
fore it leaves our factory.

**Sold by  
Jobbers**

Guaranteed by  
**McKinnon Chain Company**  
St. Catharines, Ont.

**Made in  
Canada**



In your territory

## McKinnon Folding Chairs

Will sell like hot cakes to campers, autoists and boating enthusiasts. They will appeal to your trade because of their simplicity, strength and attractive finish. Their curved back and padded waterproof upholstery make them luxuriously comfortable. They fold so compactly that you can put them on your shelves with other sporting goods or auto supplies. Only floor space for one chair required. Made of steel, they are stronger, yet quite as light as the better wooden ones.

Just the thing for

**CAMPS**

**AUTOMOBILES**

**MOTOR BOATS**

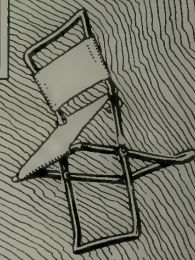
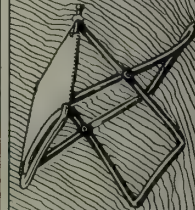
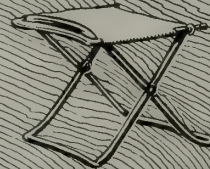
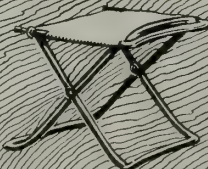
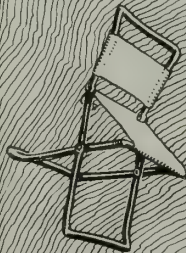
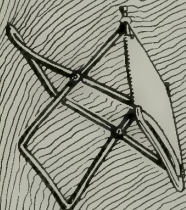
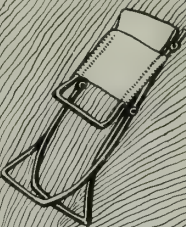
Write for our proposition

**McKinnon Dash Company**

Buffalo, N. Y.

St. Catharines, Ont.

Troy, Ohio





CANADA'S ONLY WEEKLY HARDWARE PAPER

# HARDWARE<sup>AND</sup> METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 18

May 3, 1913

The  
**WORLD'S  
BEST**



Every Sheet  
Guaranteed

**JOHN LYSAGHT LIMITED, Bristol & Montreal**



# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

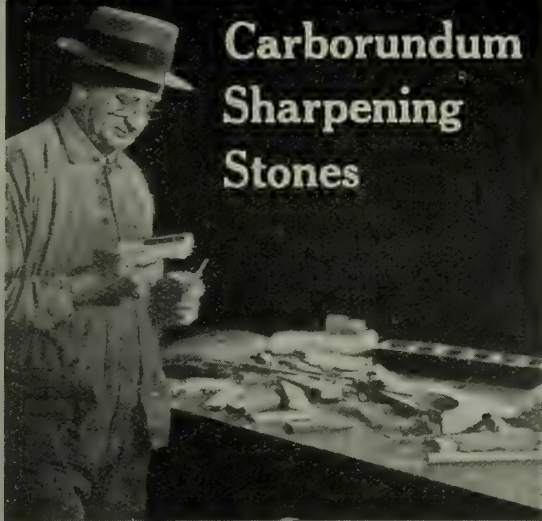
With your name on the dial they have to come from *Westclox at La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*



Another Man Who Will Buy  
Carborundum  
Sharpening  
Stones



## The Pattern Maker

HE is the man who does cabinet work, carving, or pattern work.—In his tool kit are dozens of big and little gouges, chisels, etc.—Every tool must be keen and smooth edged—and he takes a pride in keeping them so. He is the man who uses

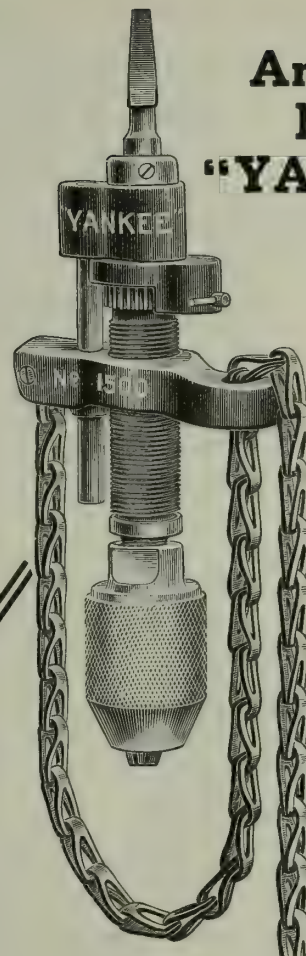
### **CARBORUNDUM SLIP AND GOUGE STONES**

Fast, clean-cutting stones that hold their shape—that will quickly touch up the tools to just the right edge.—Tell your customer that you have them in all the shapes and sizes.—They should be in his tool kit.

The  
Carborundum Company  
Niagara Falls, N. Y.



Another  
New  
"YANKEE"



No. 1500 with  
3 Jaw Chuck.

No. 500 with  
2 Jaw Chuck.

## "YANKEE" CHAIN DRILL

with Positive Automatic  
Friction and Ratchet Feeds

Adjusts itself automatically to the size of Drill Points used and feeds no faster than it can take, preventing breakage. The slack in the chain is taken up almost instantly by the automatic friction movement, and this is reversed for slackening the chain or taking the Drill from the work, making it the quickest operating and biggest time saving Chain Drill built. No hand feed to fool with and nothing to catch and pinch the fingers. Built substantially throughout. Get further particulars.

BETTER WRITE YOUR JOBBER

**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



## More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

### The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

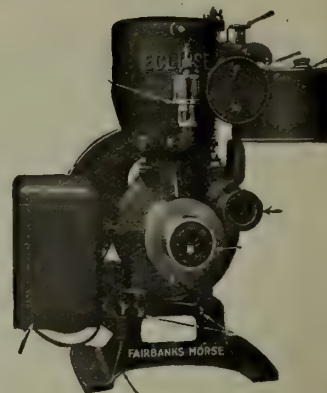
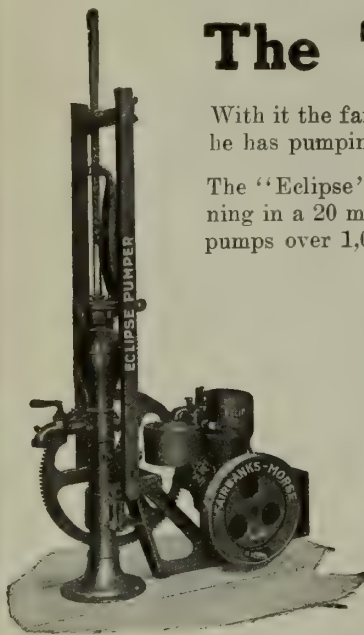
Write for full particulars.

## The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA



## S. M. P. OILERS

Made with large filler opening  
 $1\frac{1}{2}$ " diameter will soon be  
in demand.



No. 690

Mowing Machine  
Oilers

Plain or Copper  
Plated

How is your stock?

Prices on Application



No. 675

Seamless Litho Oilers

Special design, As-  
sorted Colors, Bent  
or Straight Spouts  
Stencilled Specially

## THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Limited

Kemp Manufacturing Co.

Montreal

TORONTO

Winnipeg



We invite your attention to our  
**FAMOUS 5 LAWN MOWERS**  
They Cover All Requirements

Service and Satisfaction considered, they are the ***Cheapest Mowers*** to be found in Canada.

**BLACK DIAMOND**

Four Blade Reel

10 in. Wheels—Geared on Both Ends

Gold and Aluminum Bronzed,  
Vermilion and Black Trimmed

Sizes, 14, 16, 18 and 20 inch cut.

Unequalled in 4 Blade Mowers of  
Any Price

Ball Bearing  
High Wheel

**MAPLE LEAF**

Five Blade Reel

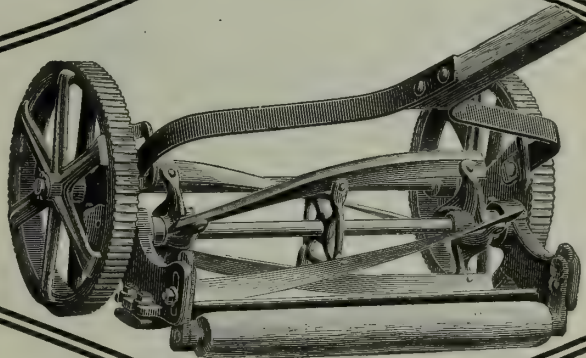
11 in. Wheels—Geared on Both Ends

Gold and Aluminum Bronzed,  
Light Blue Wheels, Red Dots and Stripes

Sizes, 16, 18 and 20 inch cut.

The Very Finest Mower that can  
be had at any price

Are  
you sending  
MAIL ORDERS  
to us?



Send for  
Circular showing  
these Mowers in their  
actual colors.

**NEW ENGLAND**

Ball Bearing

Three Blade Reel

8 in. Low Wheels—Geared on Both Ends

Gold and Aluminum Bronzed,  
Red and Black Trimmed

Sizes, 14, 16, and 18 inch cut.

The Best and Handsomest 3  
Blade Mower Made

**COMMONWEALTH**

Plain Bearing

Three Blade Reel

9 in. High Wheels—Geared Both Ends  
Aluminum Finish,

Gilt and Red Stripes

Sizes, 14, 16 and 18 inch cut.

The Lightest Running Plain Bearing Mower  
on the Market

**BALDWIN**

Plain Bearing

Three Blade Reel

8 in. Low Wheels—Geared on Both Ends

Painted Green with Gilt Stripes

Sizes, 12, 14, and 16 inch cut.

Full Value for the Price. A Good  
Serviceable and Cheap Mower

**WE ARE QUICK SHIPPERS**

Get in communication with us at once about these Mowers and we will show you that it is a line that will bring you the business.

***We are strong on Garden Hose and Lawn Supplies***

**LEWIS BROS. LIMITED, MONTREAL**

OTTAWA

TORONTO

VANCOUVER



"R-W"  
No.  
321

# CANADA'S VERY BEST Barn Door Hanger

EXAMINE IT CRITICALLY



## A BARN DOOR

hung on Richards-Wilcox Trolley Track and Hangers is hung RIGHT. It is jump-proof, storm-proof, sparrow-proof and trouble-proof.

This is the best barn door hanger made because it is

1. Center-hung, not side-hung.
2. Flexible, allowing door to swing.
3. Detachable by removing hinge pin.
4. Completely enclosed.
5. Adjustable laterally for doors 1 3/4 to 2 1/2 in. thick.

Hanger, Track and Brackets ALL STEEL. except milled gray iron wheels. Fine roller bearings run easy.

This shows the flat surfaces supplied for wheels to run on. Note the strength.

This cross-view shows how evenly the weight is distributed in this center-hung hanger.

EVERY BARN YOU EQUIP WITH THIS SPLENDID HANGER SELLS TWO MORE SETS. THAT IS ITS RECORD.

# Richards-Wilcox



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



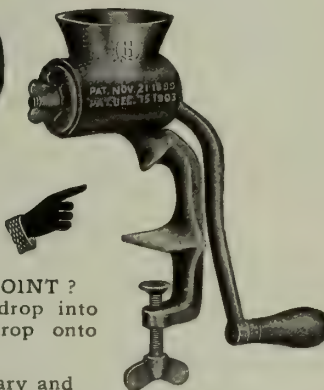
A MERCHANT'S GOOD REPUTATION IS MADE BY PUSHING NEW THINGS THAT ARE GOOD THINGS. THIS IS AN OPPORTUNITY.



# HERE ARE SOME GOOD LINES



No. 1213. Screw-driver—Champion Pattern.



SEE THIS POINT ?  
All juices must drop into  
dish—Cannot drop onto  
floor or table.

Simple, Sanitary and  
Durable.

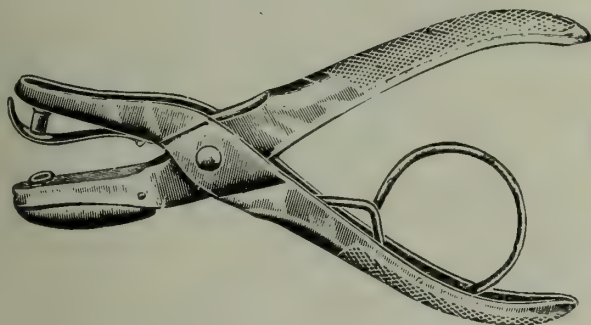


Linesman's Tools



KNIFE FOR SQUARE CANS

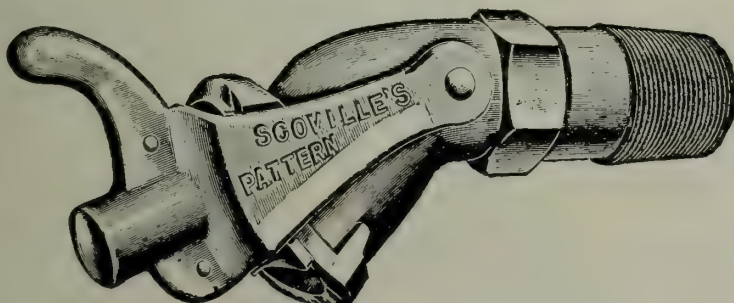
A very good seller. The latest pattern and very durable.



No. 38. Ticket Punch. Reservoir for catching  
clippings. No. 41 without reservoir.



Here is the best yet. A razor made with an  
edge to last. Guaranteed to be of  
the best steel. A line that will sell well.



Molasses Gate. Scoville's Pattern, Wood or Pipe Thread.

**GIVE YOUR CUSTOMERS  
RED DEVIL  
GOODS**

and complaints will  
cease. Satisfaction  
guaranteed.

**SMITH HARDWARE COMPANY, LIMITED  
MONTREAL**



# **THE STEEL COMPANY OF CANADA, Limited**

## **HAMILTON, ONTARIO**

We have a large stock of various sizes from which we can make immediate delivery of

# **WROUGHT IRON PIPE**

Agricultural Pipe  
Bedstead Tubing  
Conduit and  
Signal Pipe

Steam and Gas Pipe  
Fencing Pipe  
Railing Pipe

**Black and Galvanized      Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **CLEAN SURFACE** free from blisters and other irregularities.

**UNIFORMITY** is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of **EVEN** and **PERFECT** Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

---

# **LEAD PIPE**

MADE OF THE BEST PIG LEAD

**Soil or Waste,      Composition Gas Pipe,      Fountain or Aqueduct**

---

—SALES OFFICES—

HAMILTON  
Vancouver, B.C.

MONTREAL  
Victoria, B.C.

TORONTO  
St. John, N.B.

WINNIPEG  
Halifax, N. S.



# "SAMSON"

## Window Dressing Contest

### Sixty Dollars in Prizes



We offer five cash prizes for the most attractive Window Displays of our "SAMSON" goods during the months of May and June, on the basis of—

**\$25.00 for the Best Display**

**\$10.00 for the Third Best Display.**

**\$15.00 for the Second Best Display.**

**\$ 5.00 for the Fourth Best Display.**

**\$5.00 for the Fifth Best Display.**

### YOUR PART IN THE CONTEST

Windows must be dressed exclusively with our "SAMSON" Brand of Goods and be on exhibition for at least one week—all photographs to be mailed to us not later than July 2nd.

**You may submit as many Photos of Different Displays as you wish**

Incidentally—A good, clear photograph will "boost" your chance of the First Prize.

### OUR PART IN THE CONTEST

We have a supply of "SAMSON" Window and Display Cards and will forward a supply to any customer on request.

We also reserve the right to use for publication, any of the photographs sent in competition, as it is our intention to publish the Displays in subsequent issues of the Bulletin—together with such remarks as will encourage further effort along the same line.

The Judges of this contest will be:—

**MR. GEO. DAVIS, of "Hardware and Metal."**

**MR. G. W. WRIGLEY, of "Canadian Hardware, Stove & Paint Journal."**

**MR. H. HOLLINSWORTH, President of Canadian Window Dressers' Association.**

and Prizes will be awarded strictly according to merit.

It is now an established fact that the dealer who dresses his window exclusively with one Brand of Goods, will obtain better results than if he does not use this up-to-date method of Window Display. Customers will find it distinctly to their advantage to encourage their employees in aggressive Window Dressing with our "SAMSON" Lines, such as:—

**"SAMSON" ROOFING**

**"SAMSON" GARDEN TOOLS**

**"SAMSON" FARM TOOLS**

**"SAMSON" METAL WARE**

**"SAMSON" SPORTING GOODS**

**REMEMBER:—**That while having a chance for the First Prize, you will be quite sure of an increase in your sales of "SAMSON" goods, and the beauty of it is—there is good money for you in "THE SAMSON BRAND."

**"SAMSON" SPELLS PROSPERITY**

**ENTER THE COMPETITION NOW**

**H. S. HOWLAND, SONS & CO.**

LIMITED

WHOLESALE HARDWARE

**Toronto**

**We Ship Promptly**

**Our Prices Are Right**

**Graham Nails are the Best**



# If You Want The Best In Trolley Hangers Specify "THE TORPEDO"

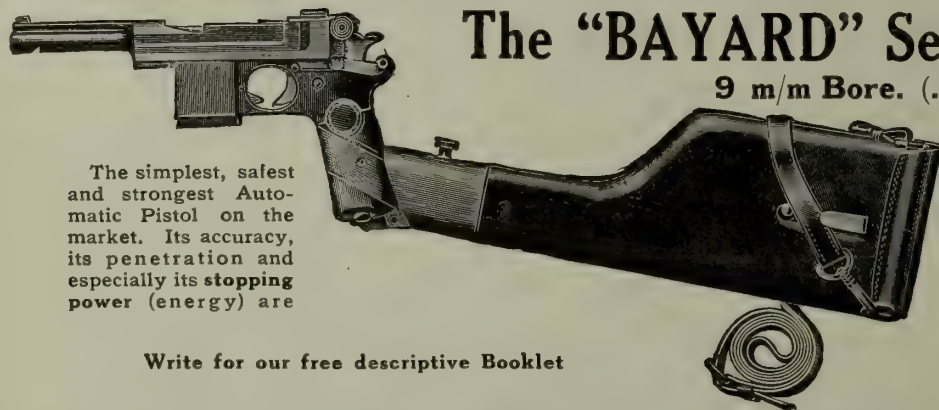
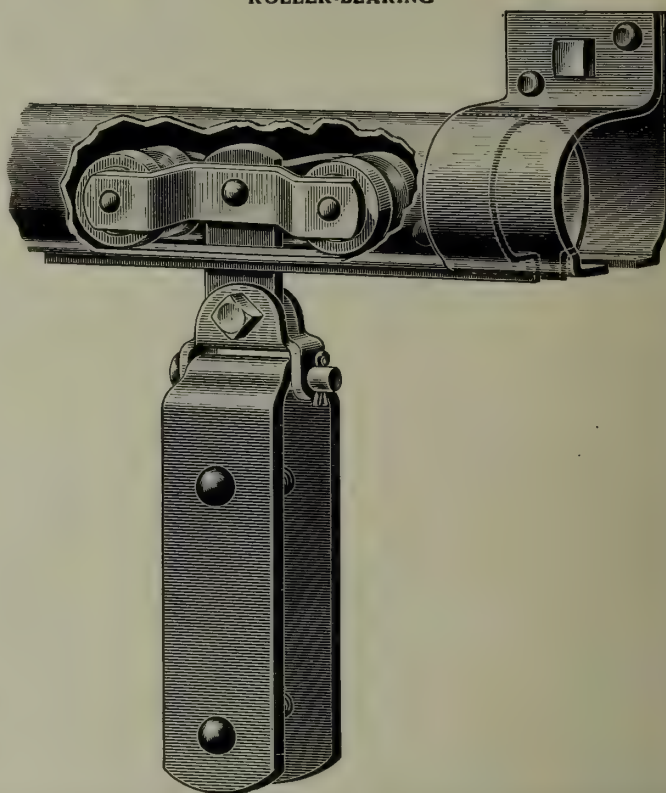
ROLLER-BEARING

The Torpedo Trolley Hanger is exceptionally strong throughout. The rollers are made of chilled steel, and are accurately ground, making them run smoothly on the round, enclosed track. Ball bearings are used, making the action easy and quiet. The Brackets are made of a heavy gauge steel, and will hold a door weighing up to 1,500 lbs.

Packed complete with necessary bolts and screws. Track is supplied in 3 ft. lengths.

**Canada Steel Goods Co., Ltd.**

HAMILTON, - - - ONTARIO



## The "BAYARD" Selfloading Pistol

9 m/m Bore. (.38 cal.)

The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are

unsurpassed. A bullet from the Bayard Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

Write for our free descriptive Booklet

ADOPTED BY THE SPANISH ARMY

**McGILL CUTLERY CO., REG'D**

P.O. BOX 580

**Montreal, Canada**

## D. PERES Barrel Brand CUTLERY

The Kind That Pleases Customers  
and Yields a Substantial Profit

Barrel Brand Cutlery is of good design and of the highest quality.  
You cannot handle a line that will please your customers more or will be of more benefit to your business.  
Send us a trial order. We guarantee satisfaction.  
Write for particulars.

**Canadian Agents: GREEFF-BREDT & CO., TORONTO**

(Razors, Pocket Knives  
and Scissors)

**Western Office: Feilman & Jardine.**  
222 Portage Ave., Winnipeg.

**Western Office: Feilman & Jardine.**  
222 Portage Ave., Winnipeg.



# ANNOUNCEMENT

To THE TRADE

We are now carrying STOCKS of

## DOMSTEEL PRODUCTS

“DOMSTEEL” Wire and Wire Nails

“DOMSTEEL” Steel Bars, Rounds, Squares  
Flats and Shapes

“DOMSTEEL” Concrete Reinforcement

PLAIN ROUNDS, SQUARES, COLD TWISTED

### SYDNEY

Blast Furnaces  
Steel Plant  
Rolling Mills  
Wire and Nail Mills

### MONTREAL

Mr. R. B. COULSON  
Mr. L. J. STREET  
Phone, Main 4491  
Warehouse,  
Wellington Basin

### TORONTO

Mr. MAX MORELL  
Warehouse—Main 5475  
Merchants' Mutual Dock

**DOMINION IRON AND STEEL COMPANY**

LIMITED



The name YALE helps make the sale



# Yale-marked Locks

It requires no argument to sell a Yale-marked Lock. When customers think of locks and hardware, they instinctively think of "Yale." And that is because for forty years "Yale" has meant careful workmanship, intelligent designing and good value. Do you realize the



enormous selling effort that *you* are saved by the Yale reputation? Do you realize how it helps to build *your* reputation to be identified with such a product? Associate the name of your store with Yale Products in every way that you possibly can. It will earn money for you.

And this is how we help you to "tie up"—by furnishing you **FREE** these well-thought-out and well-tried advertising helps:



**Live Newspaper Advertisements**  
ready to print in your newspaper space

Advertisements that will get attention and hold it until you have said your say. In plate form all ready to print, or just the pictures, as you prefer. The use of these advertisements will bring new customers into your store.



**Striking Cards**  
for your street-car advertising

Cards that compel attention for your store because they are attractive in design and handsomely printed in two colors. Furnished free, imprinted with your name. Our cards will increase the business-getting value of your space.



**Clever Lantern Slides**  
for Motion Picture Shows

This form of advertising has come to be one of the most profitable employed by our dealers. We furnish free, handsomely colored slides (with your name lettered on them) that make their point quickly and create a good impression for your store.



**Window Displays**  
that produce more sales

Yale Window Displays are famous among hardware dealers because of their novel arrangement and because they get right down to business and actually sell goods. Free to Yale dealers.



**Business-getting Printed Matter**

It tells the story of Yale Products so well that you can safely leave it to do most of the talking for you. Always attractively printed in colors and imprinted with your name.



**Display Boards**  
to attach to your shelving

They show leading examples of your assortment at a glance and enable a customer to make a prompt selection. Write for illustrations and descriptions of different styles for different Yale Products.

Ask our Dealers' Advertising Service to send you detailed information about the various ways in which we help you build a bigger and more profitable business. And if you haven't received your copy of the new Yale book, "Selling More Yale Door Checks," ask for that also.

# Canadian Yale & Towne Ltd.

Makers of YALE Products

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

NEW YORK: 9 East 40th Street

CHICAGO: 74 East Randolph Street

SAN FRANCISCO: 134 Rialto Building



# Haulage And Hoisting Ropes



Derrick and Dredge Ropes  
Ropes for House Moving  
Saw Carriage Ropes  
Smoke Stack Stays

Standard or Lang's Lay  
Wire Rope Fittings  
Wire Rope Grease

**The B. Greening Wire  
Company, Limited**

Hamilton, Ont.

Montreal, Que.

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

**THE MORRIS & BAILEY STEEL CO.**  
**PITTSBURG, PA.**

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

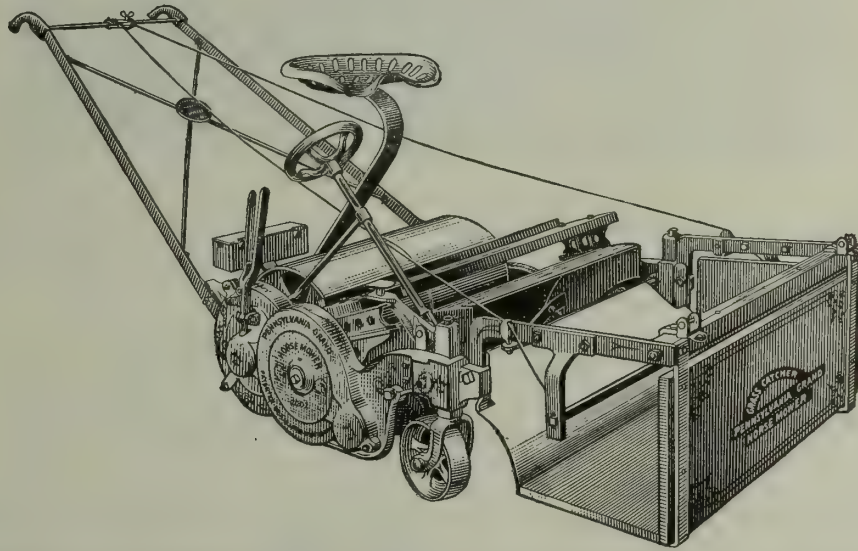




**PENNSYLVANIA**  
*Quality*



**“State the STATE for Quality’s Sake”**



**PENNSYLVANIA GRAND Horse Lawn Mower, with Grass Box.**

**PENNSYLVANIA** Horse and Hand Lawn Mowers are used by the leading Golf Clubs, Parks, and Institutions in the Dominion.

**PENNSYLVANIA** Quality costs a **LITTLE MORE** to buy, but a great deal **LESS** to use.

For Catalogs and prices, please apply to following Agents:

Wm. Stairs Son & Morrow, Halifax, N.S.  
E. K. Spinney, Yarmouth.  
Chinic Hdwe. Co., Quebec.  
Caverhill, Learmont & Co., Montreal.  
Thos. Birkett & Son Co., Ottawa.  
H. S. Howland & Sons Co., Toronto.

Rice Lewis & Son, Toronto.  
Wood, Vallance & Co., Hamilton.  
Wood, Vallance, Ltd., Winnipeg.  
Wood, Vallance & Adams, Calgary.  
Wood, Vallance & Leggat, Vancouver.  
E. G. Prior & Co., Victoria.

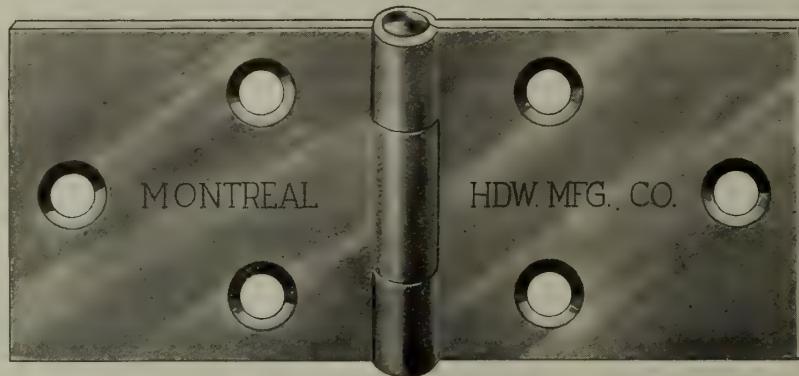
***Supplee Hardware Company***  
**PHILADELPHIA, PENNSYLVANIA**



# WROUGHT STEEL BACK FLAPS

M. H. Brand

Best Quality  
and  
Material  
Well Finished



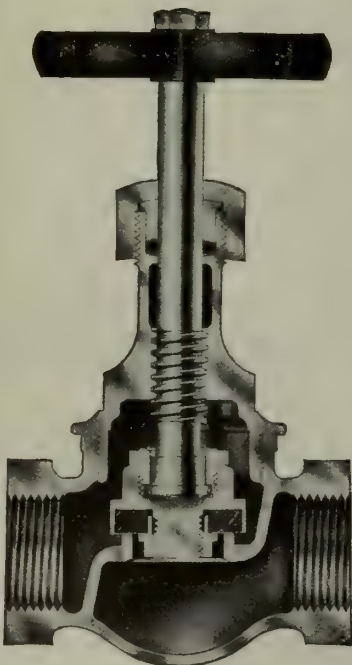
Made to  
give good  
Service.  
Price Right.

You will have a big demand for these goods this season. If you want to give your customers a reliable line, one which can be depended upon to give satisfaction—give them M. H. Brand.

Prompt deliveries guaranteed.

**MONTREAL HARDWARE MFG. COMPANY, LIMITED**  
MONTREAL

## JENKINS BROS.' VALVES



are manufactured in the most up-to-date Valve Factory in the world. Every valve is thoroughly inspected and tested before leaving the factory, and only the best of High-Grade Steam Metal is used in the making thereof. In design and workmanship these valves are unrivalled. They will bear close inspection, and will give satisfactory service, where inferior valves have proved themselves to be useless. Write for catalog, which describes the entire line of GENUINE "DIAMOND BRAND" JENKINS BROS'. VALVES.



*Jenkins Bros.*

103 St. Remi Street,

**JENKINS BROS., Limited**

MONTREAL



# How Plymouth Prestige Helps

The season is almost here when Canadian farmers will need new rope for haying and other farm work.

Thousands of these farmers bind their grain with Plymouth Twine—more are doing so each year. To this great class the name “Plymouth” already means “satisfaction.” The easiest *rope* to sell them is

## PLYMOUTH ROPE

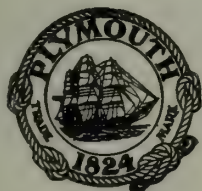
“The Rope You Can Trust”

and it's also the easiest to *sell again*, for like the twine, it *satisfies*.

This familiarity with “Plymouth” manufacture, this favorable attitude toward all *Plymouth* products, is a tireless outside salesman—at *your* command for the asking.

Both rope and twine are leaders in their fields. Both are made in Canada by the world's largest cordage manufacturer. Their future is secure. They will help make *your future* secure.

Begin *this season* to sell *Plymouth Rope*.



**Independent Cordage Co., Limited**

Canadian Sales Agents

**55 Colborne Street, Toronto, Canada**

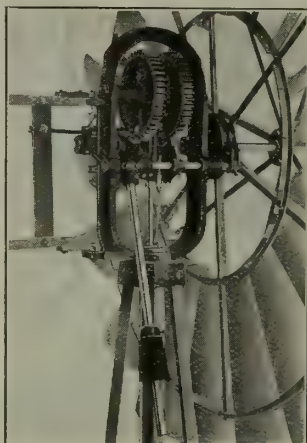
Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



Agents For  
High Grade  
CARRIAGES,  
CUTTERS  
and  
SLEIGHS,  
WINDMILLS  
and  
PUMPS.

*Dent Bros.*

WHOLESALE AND RETAIL DEALERS IN

Shelf and Heavy Hardware, Builders' Supplies,  
Stoves, Tinware, Oil Well Supplies, Glass,  
Paints, Oils and Varnishes, Steel and  
Rubber Roofing.

DEERING  
FARM  
MACHINERY,  
PLOWES,  
HAY FORKS  
and  
LITTER  
CARRIERS.

Bethwell, Ont., Dec. 28, 1912

*The Dom. Register Co.  
Toronto*

*Gentlemen:-*

*We have been using one of your  
McCaskey account Registers since Jan. 1/2  
and it has given us such satisfaction  
that we feel duty bound to acknowledge  
the same to you.*

*We listened with suspicion to the remarks  
made by your representative for some time  
but now since we have tried it out for  
12 months we would not be without it  
for the price of it every year. We find  
it a first class collector as well as saving  
us a Bookkeeper.*

*Our customers like it as well as they  
know at every purchase what the amount  
of their account is. We cheerfully recommend  
it to anyone doing a credit business*

*Yours truly. Dent Bros*

## The McCaskey Account Register Saves Time and Collects Accounts

The Store and a Letter of a McCaskey  
Register User.



**The Dominion Register Co., Ltd.**  
Toronto, Ontario  
Trafford Park, Manchester, England





# MAKE MONEY ON GARDEN TOOLS

This is the time to look over your stock of Garden Tools, such as spades, rakes, hoes, grass scythes, lawn mowers, lawn trimmers, hay forks, etc., and see if you are in position to meet the demand for this class of goods.

Also look back to last year's sales and find out if your profit on Garden Tools was as good as it should have been, and if the quality of the goods you sold proved satisfactory to your customers, or did you have come-backs or defective goods.

## KEEN KUTTER QUALITY TOOLS

are made of the highest grade steel, and each tool is accurately tempered to stand its required work. The handles are fashioned from straight-grained lumber, and bent handles are **really** bent—steam bent. Keen Kutter tools are made to work **with** the worker—the balance is perfect. The famous Keen Kutter trade mark is a symbol of quality and is a lasting guarantee of absolute satisfaction.

Write us to-day and let us tell you how you can have **more** satisfied customers—and best of all—**satisfactory profits**.

### SIMMONS HARDWARE CO.

Incorporated

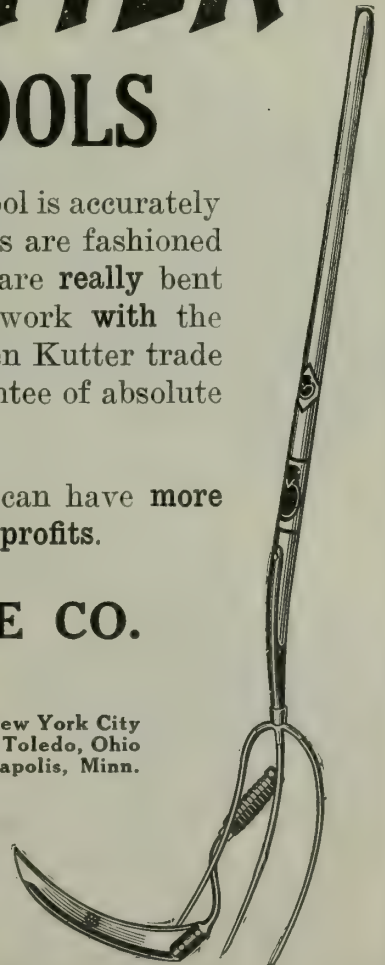
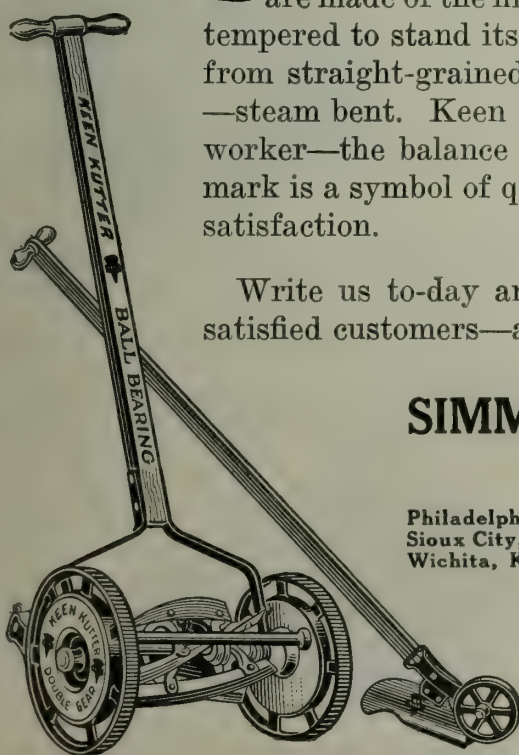
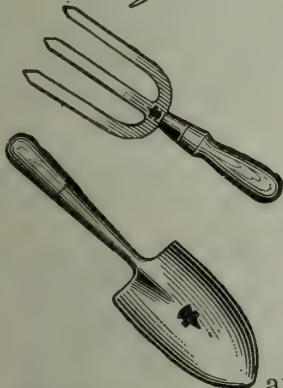
Manufacturers and Distributors

Philadelphia, Pa.  
Sioux City, Ia.  
Wichita, Kans.

St. Louis, Mo.  
U. S. A.

New York City  
Toledo, Ohio  
Minneapolis, Minn.

We will help you make your display more attractive—Your advertising more effective—By furnishing you with Booklets, Store Cards, Posters, Even Complete Newspaper Advertisements.





# What Are Your Drills Costing?

Look up drill costs on your cost sheets.

Keep tabs on the number of grindings necessary for different jobs.

Get this data together and compare it with data obtained from the performances of "Hercules" Drills.

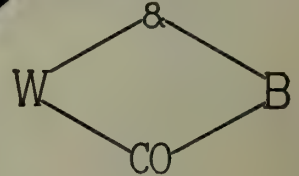
Trade Mark.



Trade Mark.



Trade Mark.



Trade Mark.

"Hercules" Drills do more work with less grinding than other High Speed drills and they keep down running expenses to the lowest point. High Percentage Vanadium High Speed Steel, worked under our process of twisting while hot produces drills with a backbone that is unchanged in the finished drill.

WRITE FOR CATALOG No. 82-B.

## The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

OFFICE AND FACTORY, - - ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL.

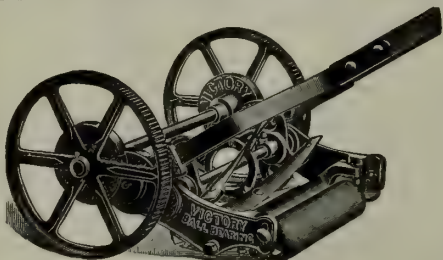


### Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

Pilliod Lumber Company

Swanton, Ohio, U.S.A.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

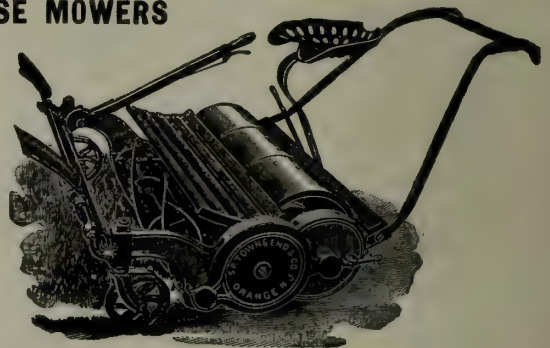
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

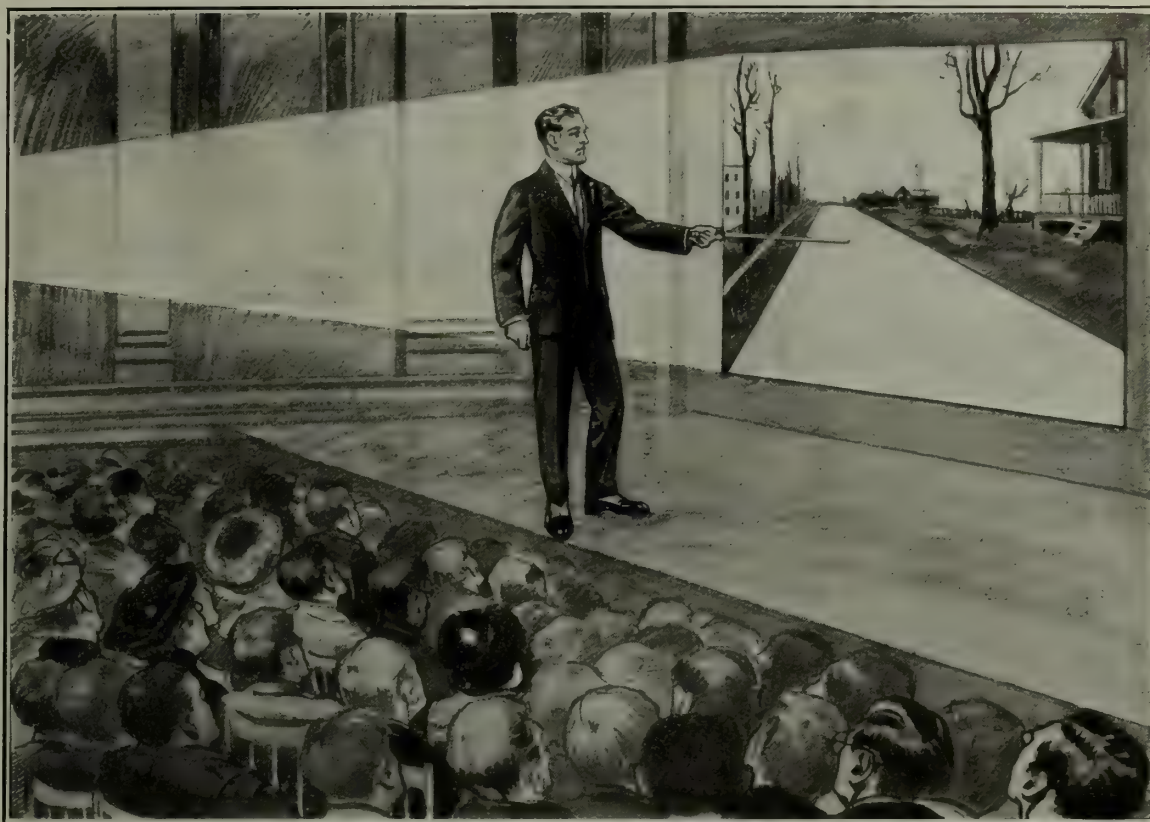
Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.







## Making Cement Sales Greater

**Y**OU know how our advertising has increased the use of concrete on the farm—by telling farmers all over Canada **how** and **why** to use

# Canada Cement

At this time of year, when the cement-buying season is at its height, you should remember that our illustrated Lantern Slide lectures on the "Use of Concrete" have proven very powerful in stimulating local demand.

These lectures are given free by members of our Information Bureau staff, before Farmers' Institutes, Grange Conventions, at Agricultural Colleges, and similar Associations.

If there is to be any public assembly in your locality, at which you think one of these lectures—either on "Practical Uses of Cement," or on "Concrete Roads" would be desirable, write at once to



Information Department

**Canada Cement Company Limited**  
**Montreal**



# This Gun In Your Window



with the price displayed on it, will catch the eye of any boy that passes by your store. And you know that when a boy really sets his heart on anything, he can find ways and means of raising the money. Higher-priced rifles are out of his reach, but he'll buy the Hamilton-27 as soon as you are ready to sell it to him.

## HAMILTON 22 CALIBER RIFLES

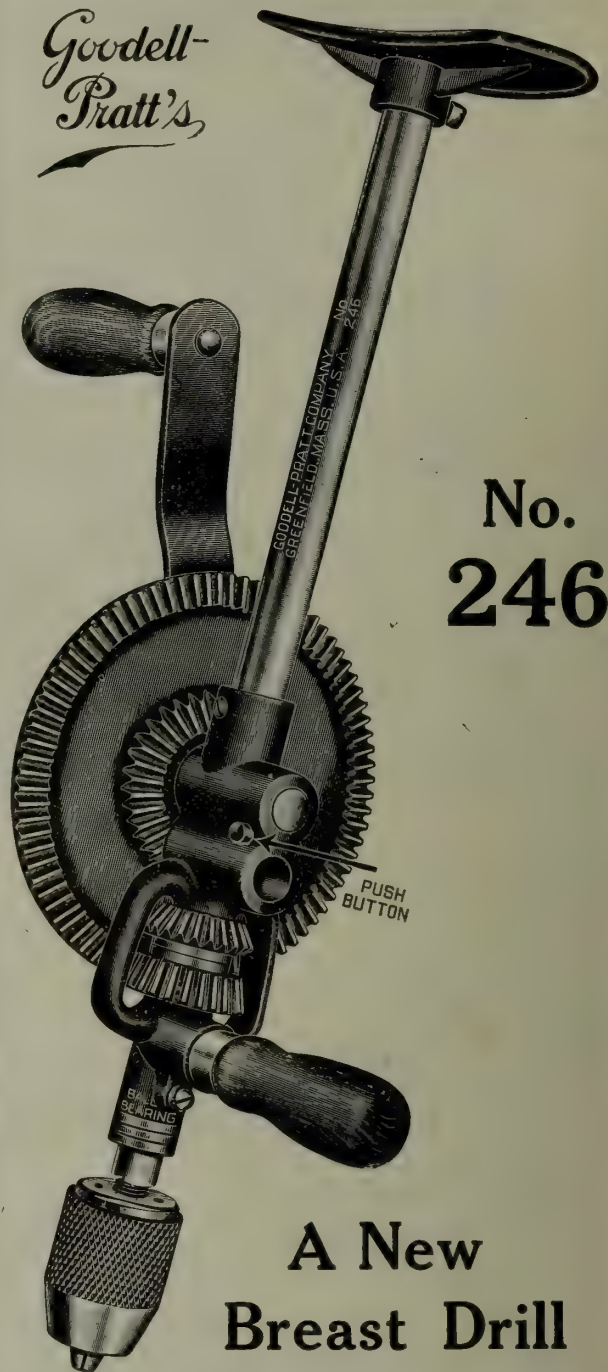
thou-  
sands  
more are  
waiting to  
buy it as soon  
as it is shown  
them. Why not  
get the profit for  
yourself?

Now is the time to  
place an order with  
your jobber for a case  
of Hamilton rifles, Models  
27 and 027. You will be  
surprised to see how soon  
you come back for more.

**C. J. Hamilton & Son**  
Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.

are the product of years of ex-  
perience, careful reductions  
of manufacturing cost,  
and exclusive patents.  
Thousands of boys  
and men think this  
gun is superior to  
rifles costing  
much more;

*Goodell-  
Pratt's*



No.  
**246**

## A New Breast Drill

To further complete our already large and well known line of Breast Drills we have added several new styles, among which is the Breast Drill shown above.

A well Japanned Iron Frame, polished Steel Shank, Adjustable Breast Plate, Cut Gears, Ball-Bearings, and the Durable Goodell-Pratt three-jawed chuck, 0- $\frac{3}{4}$  inch, together with the new arrangement of changing speeds, which is accomplished by pressing upon the push pin and pulling out Gear Shaft and inserting in other bearing; should commend it favorably to your customers.

**Goodell-Pratt Company**  
*Toolsmiths*

Greenfield,

Mass., U. S. A.





# Co-Operate With Us And Make Big Money

**Some Dealers  
Made From  
300 To 1,000  
Dollars In  
Commissions  
Last Year**

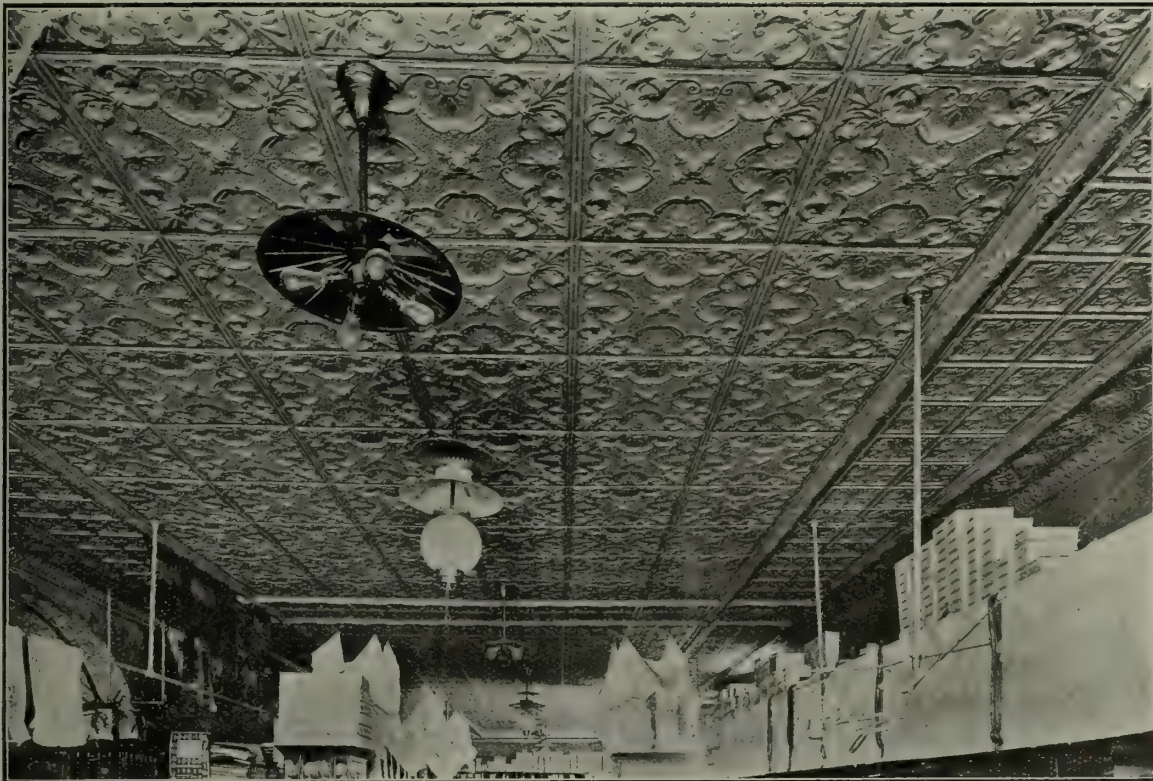
We want dealers in every town to co-operate with us by looking up good prospects for our **metal ceilings**. We supply you with an attractive, illustrated catalog which contains views of stores, schools, churches, hotels, etc., with ornamental ceilings in actual use.

Get after business men, school trustees, church committees, and hotel-keepers and show them how ornamental ceilings brighten up buildings. **When you think you have parties interested, write us and we will send an expert salesman to the sale.**

Every sale that we effect through the dealer's co-operation we pay him a large commission.

Give this proposition a trial—you'll find it a big money maker.

**We Send  
An Expert  
Salesman  
(Absolutely Free)  
To Help You  
Close Sales**



One of the illustrations shown in catalog.

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

**MAIL US THIS COUPON.**  
Please send us your latest catalog on  
"Better Buildings," also agency  
proposition.  
Sign name here.





# One Reason Why This Trade Mark Means Bigger Business

Every smallest part of every Pilabrasgo article is a product of the Pilabrasgo factories.

This makes possible a beauty-harmony of design and decoration running through both brass and glass—something no other line can give you.

It means greater lighting efficiency, because each part is proportioned with its exact relation to every other part of the unit definitely in view—a matter of tremendous consequence.

These points stick out visibly when you are talking to a customer. They give you unequaled beauty and efficiency with which to work, and these are the qualities which clinch sales.

If you are not selling Pilabrasgo goods, by all means drop a card for photographs. This much you owe to yourself on the basis of information, if nothing more.

**The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited**

119 Wortley Road,  
London, Ont.



R. E. Davis,  
Representative

## CORRUGATED IRON ROOFING AND SIDING

All kinds of conductor pipe, eavetroughs, elbows, valleys, ridge roll, skylights, ventilators and galvanized iron sheets.

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**



J. A. HENCKELS

## Twinworks Cutlery



Your customers want the best—Give them Henckels' Twinworks Cutlery. There is none better—it meets with approval everywhere



None Genuine Without the Trade Mark.

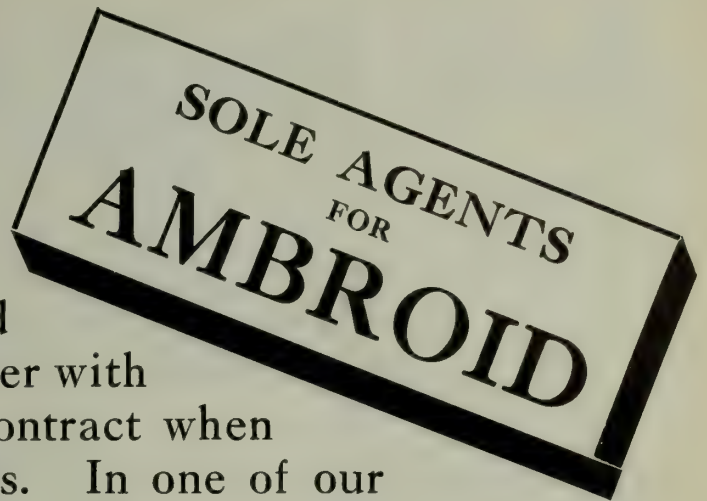
Sole Agents, F. W. LAMPLOUGH & CO.

9 Debresoles St., Montreal





**AMBROID.** The new universal cement will mend anything, even leaky water or gas pipes.



It is a phenomenal adhesive which can be subjected to great strain. It is both tough and flexible. Parts cemented together with it will expand when warm and contract when cold without loosening the joints. In one of our own tests we found that two pieces of canvas cemented end to end with Ambroid could not be torn apart. It displaces glue, crockery cement, rubber cement and solder.

# AMBROID WILL MEND

**Aeroplanes**—Wing fabric and frames.

**Agateware**—A perfect solder.

**Automobiles**—Curtains, tops and cushions, leaks in pipes, radiators, etc.

**Boats**—Curtains, awnings, cushions, weather cracks.

**Boots**—Rubber, leather or canvas.

**Bicycles**—Grips, split rims.

**Camp Outfits**—Tents, cooking utensils, footwear, etc.

**Cameras**—Leather covering, tripods, bellows.

**Canoes**—Canvas or bark covering, frame and paddles.

**Celluloid Articles**—Of every description.

**Chinaware**—Broken parts.

**Dynamos**—Insulation, waterproof covering.

**Fishing Tackle**—Wrappings and ferrules on rods, leaders, flies, etc.

**Furniture**—Frames and covering.

**Gas Hose**—Garden Hose.

**Golf Clubs**—Wrappings and winding.

**Hot-Water Bags**—Leaks and tears.

**Hats**—Felt and straw.

**Handles**—Cutlery, tools, umbrellas, canes, etc.

**Ivory Articles**—Knobs, door, furniture, etc.

**Leather**—Boots, shoes, harness, belts, satchels, etc.

**Motor Boats**—Leaks in tanks, water, oil, gasoline pipes.

**Musical Instruments**—Wooden frames, etc.

**Ornaments**—Wood, ivory, glass, metal, celluloid, etc.

**Pipes**—For leaks in water, gas or oil pipes, repair tobacco pipes.

**Picture Frames**—Joints and ornamental work.

**Shoes**—Leather, canvas, rubber, cloth.

**Tinware**—Leaks, holes.

**Tools**—Handles.

**Waders**—Chafings, leaks and tears.

**Woodenware**—Splits, breaks and cracks.

**Wiring**—For fastening and insulating, instead of soldering joints it makes them solid, saving much time.

**WATER  
PROOF**

**ACID  
PROOF**



**FLEXIBLE**

**HEAT  
PROOF  
Up to 300°**

**THREE SIZES**

## Caverhill, Learmont & Co.

MONTREAL





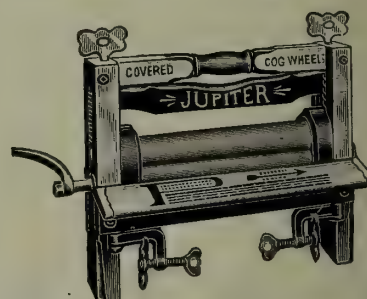
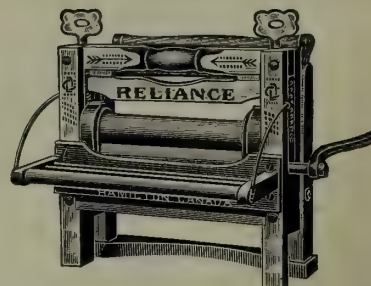
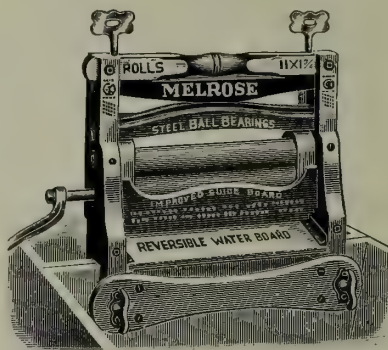
# High Grade Clothes Wringers



The Best Ever and the Best Now

Fitted with Live Rubber Rolls, Most Durable and Highly Elastic. Anti-Chemical Rolls are not affected by acids or Washing Compounds.

We make wringers in many designs and Various Grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own Roof from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.



Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire.

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son,

Montreal  
Winnipeg

THE "RELIANCE" PATENT

# AUTOMATIC PANIC BOLT



is now a necessity for EGRESS DOORS in SCHOOLS, THEATRES, FACTORIES and ALL PUBLIC BUILDINGS.

The SAME BOLT does for either Right or Left Hand, without any alteration.

It is most easily fixed; no cutting away of wood.

If required to unlock from outside, a Key with Locking Escutcheon can be supplied, or our Patent "Reliance" Lock with Brass Knob and Key.

Made only by

## WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND





# *The "Big 4"*

## *Barn Door Hanger*

### *It runs like a Railway Train*

**T**HE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

¶ Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

¶ You'll never go wrong the "Big 4" way.

¶ Write for catalogue and dealer proposition.

**NATIONAL MANUFACTURING COMPANY**  
STERLING, ILLINOIS



# CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,  
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

## "White Mountain" Ice Cream Freezers



Reasons why "White Mountain" Freezers Sell Easily:

Easy to operate, runs smoothly.

Tubs cannot become soggy or water soaked.

The only triple motion freezer made.

Rust-proof castings; cans won't corrode.

Freezes cream evenly, smoothly, thoroughly, in four minutes.

Duplicate parts may be obtained.

Very durable—lasts a lifetime.

We are headquarters for Power Freezers and Ice Breakers.

London, Toronto, Montreal,  
Winnipeg, Vancouver

# McClary's

Hamilton, Calgary, St John,  
N. B., Saskatoon, Edmonton

## MOWING MACHINE OILERS

COPPER PLATED AND LACQUERED

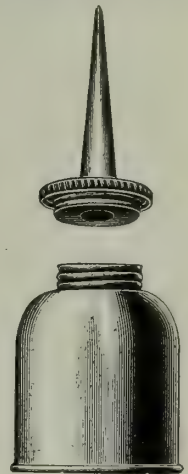
No. 705.  
Wide Mouth Oilers.  
Can be filled without a funnel.  
Most convenient oiler for the  
field or farm.



All Sizes—  
All Length Spouts

You will be asked for  
these every day at this  
time of the year.

Keep a stock on hand  
and retain your custom.  
All orders shipped the  
same day as received.



E. T. Wright Co., Ltd., Hamilton, Canada

## CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,  
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

### OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4  
in., is thoroughly inspected and tested to  
600 lbs. pressure, and every length is  
branded with our trade mark.

### Also NIPPLES

Black and Galvanized  
All Sizes.

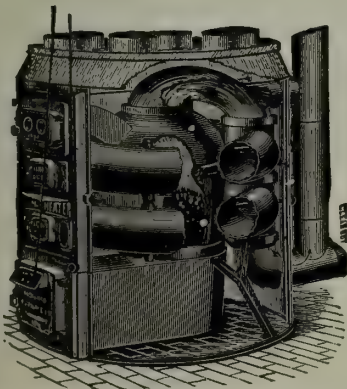


CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

IT'S QUALITY AND ADVANTAGES THAT MAKE

## CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the  
user, as the heat and gases have to pass through two radiators, thereby  
greatly reducing the heat by the time it reaches the smoke pipe, which,  
in the ordinary furnace would go up the chimney.

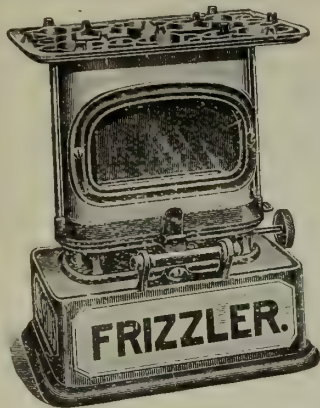
We employ only the most skilled mechanics and use only the best  
materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely  
satisfactory to your customers, and a money-maker for yourself, inves-  
tigate the HOWARD. Remember it is absolutely guaranteed. Write  
us for particulars.

We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.



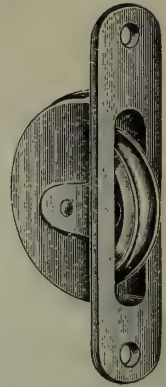


## FRIZZLER OIL STOVE

4½" Burner  
With extinguisher

## AXLE PULLEY

Brass Plated  
2¼" wheel



Other seasonable lines.

Large stock kept in Winnipeg.

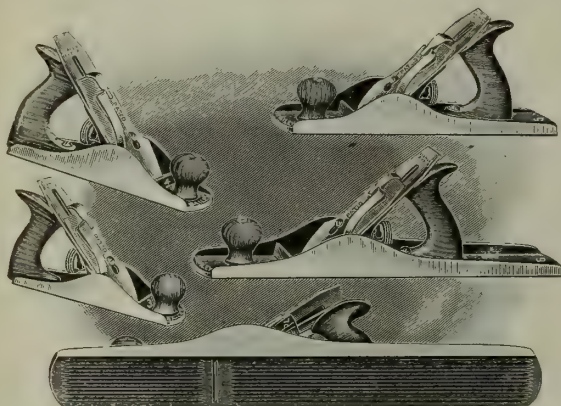
WRITE FOR PARTICULARS.

**Archibald Kenrick & Sons (Canada) Ltd.**

141 Bannatyne Ave. East

-:-

Winnipeg, Man.

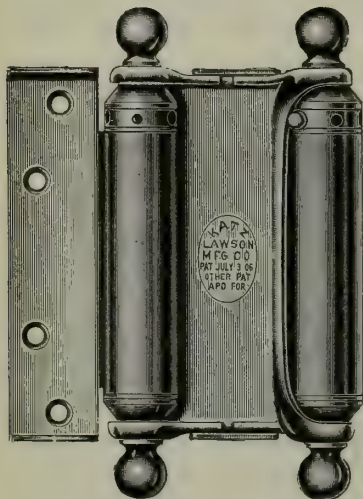


# Stanley Tools

Always insist that your order be filled with Planes made by the Stanley Rule & Level Company, which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' Tools for over half a century. These tools are now made at our Canadian Works.



**Stanley**  
Rule & Level Co.  
NEW BRITAIN, CONN. U.S.A.



## "KATZ" JAMB HINGES, neat and durable

## "Katz" Surface Floor Spring Hinges

## Who Can Beat 'Em?



Reg. U. S. Pat. Office and Canada

"These 'KATZ' are trained to spring doors closed or to hold them open.

**Lawson Mfg. Co.**  
CHICAGO

215 W. Huron St.

New York

Philadelphia



Patented and Patent Pending

# We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

**THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario**

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man





**The Hardwareman**

*who is not  
handling our*

## **“Metallic” Ceilings and Walls**

*is not making as much  
money as he might.*

**How about you?**

***There is nothing to touch “Metallic”  
for Kitchen Ceilings and Walls.***

WRITE US FOR CATALOGUE AND PRICE-LIST.

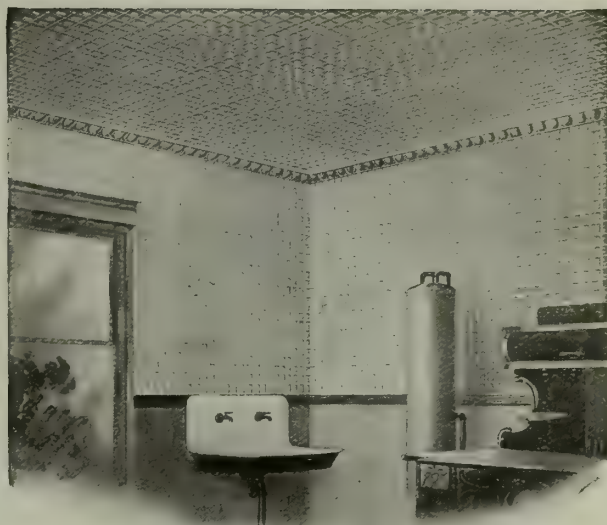
# **THE METALLIC ROOFING CO. OF CANADA, Limited**

TORONTO, ONT.

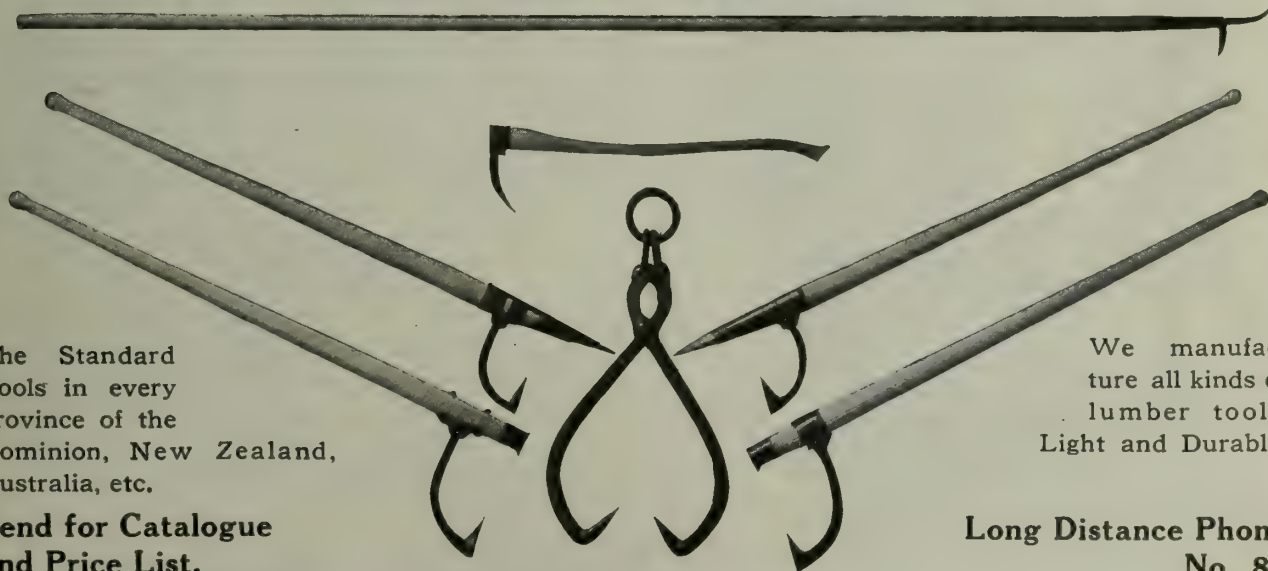
MANUFACTURERS

WINNIPEG, MAN.

c



## **PINK'S LUMBERING TOOLS**



The Standard  
Tools in every  
province of the  
Dominion, New Zealand,  
Australia, etc.

Send for Catalogue  
and Price List.

We manufac-  
ture all kinds of  
lumber tools.  
Light and Durable.

Long Distance Phone  
No. 87

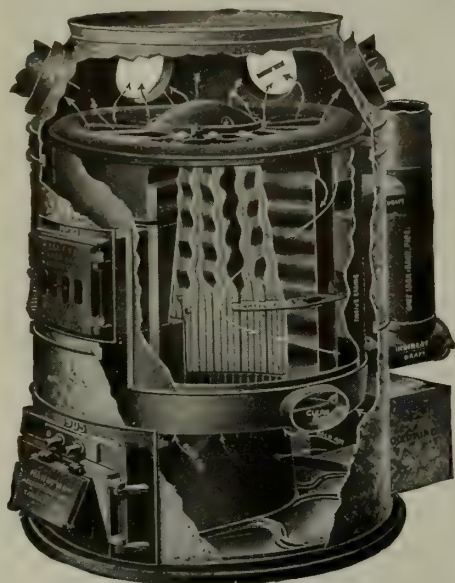
MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers **of Lumber Tools**  
PEMBROKE, ONT.



# The Kelsey Dealer Proposition



Send for it to-day it will show you how the Kelsey Dealership increases your business and profits.

The Kelsey Warm Air Generator has a special construction—no air heater compares with it in heating capacity and economy of fuel and maintenance.

The Kelsey Generator has been for twenty-five years the acknowledged standard for warm air heaters. The sale is constantly increasing.

Kelsey Generators are adapted for use in large or small residences, schools, churches, etc.

The dealer who controls the sale of Kelsey Generators has a wonderful advantage over his competitors.

The Kelsey Engineering Department is at the service of all Kelsey dealers. Information applying to gravity and fan systems will be furnished upon request.

Kelsey Generators are sold direct to the Trade. All inquiries from prospective purchasers are referred to the nearby dealer which assists in getting the biggest and best contracts.

YOU should have our dealer proposition.

Fill out application coupon printed below and send to us to-day.

## DEALER APPLICATION.

Jas. Smart Mfg. Co., Brockville, Ont.  
Please send Dealer Proposition as advertised in Hardware and Metal.

Name .....

Address.....

THE

**Jas. Smart Mfg. Company, Ltd.**  
Winnipeg, Man. Brockville, Ont.



## "Quick Meal"

Blue Flame Wick Oil Stove

...THE...

**ORIGINAL OIL STOVE**

WITH A

**GLASS FOUNT**

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are  $17\frac{1}{2} \times 25$  and  $17\frac{1}{2} \times 33$  of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.  
An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA





## "FAVORITE" OIL STOVES

BLUE FLAME, WICK AND  
WICKLESS

The Cabinet Shelf is a valuable feature for assuring warm dinners, and helps your Oil Stove sales.

This Stove is a miser for oil economy, and the improved Steel Chimney with Lift Lever eliminates all odors.

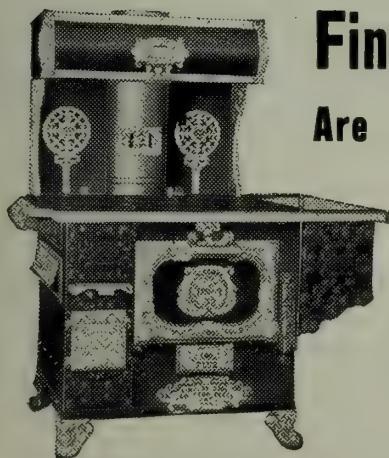
Glass Tanks insure an even feed, and no burning of wicks.

This Seasonable Line should be on your Store Floor.

Write for Illustrated Catalogue.

**FINDLAY BROS. CO. Ltd.**

260 Princess St., WINNIPEG



**CROWN FAVORITE**  
16 and 18-inch Ovens



**GLENER--14 and 16-Inch Ovens**

## Findlay "Favorite" Stoves and Ranges

Are a Very Profitable and Dependable Line to Handle

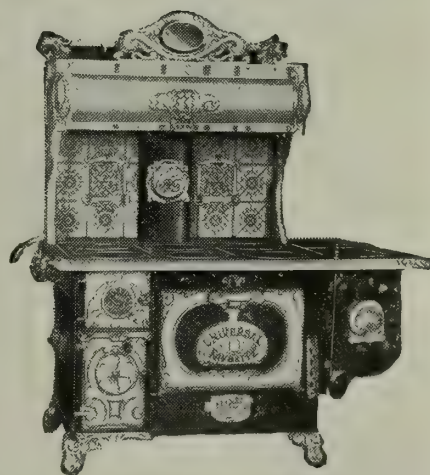
***The Smooth Castings'  
Tight And Well-Fitted  
Joints***

Attract trade and bring inquiries, but when you go into details regarding FINDLAY CONSTRUCTION, people at once decide that the FINDLAY FAVORITE RANGE is the one to buy.

WE MAKE STOVES AND RANGES AT A PRICE WHICH EVERY PERSON CAN AFFORD.

The Gleaner is our lowest-priced range and it cannot be equalled in quality for the price.

LET US SEND YOU OUR BEAUTIFULLY ILLUSTRATED CATALOG.



**UNIVERSAL FAVORITE**  
18 and 20-inch Ovens

## Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta; Revillon Wholesale Limited, Edmonton.

D. V. Cope & Co., Calgary Distributing Agents Geo. D. Horsman, Vancouver



## A Good Year-Round Seller

Send us a trial order—use it in your home and you will realize why it makes such a “hit” with customers.

“SOCLEAN” DUSTLESS SWEEPING COMPOUND makes sweeping easy and pleasant, kills moths, disinfects the house and makes rugs and floors bright and clean.

Soclean was formerly sold in a PAIL with a 3½ lb. capacity. Pail now contains 4½ lbs., and sells at the same price (25c.)

We help to bring customers to your store by supplying you with transparent signs, cards and counter booklets.

Sold in barrels for use in stores.

Write to-day.

### SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada: J. J. Gilmour & Co.,  
Winnipeg, Man.



## McClary's WATER COOLERS



These are the kind of Water Coolers that command a ready sale.

They are sanitary, serviceable and decorated with neat designs.

2 to 8 gal. sizes with a white enamel water compartment made in one piece. The space between tank and body of the cooler is effectively insulated. Fitted with durable nickel plated push tap.

Coolers with galvanized iron water tank in 2 to 8 gal. sizes, insulated body, painted and decorated in handsome colors and designs.

We can ship quick.

Order early from our nearest branch.

## McClary's

London, Toronto, Montreal, Winnipeg, Vancouver.  
Hamilton, Calgary, St. John, N.B., Saskatoon,  
Edmonton.

AT LAST  
The Perfect Heel

LEATHER & STEEL—THAT'S THE HEEL

THE TIP-TOP HEEL

WEARS LIKE A TOP

TIP-TOP  
HEEL

MADE BY  
THE TIP-TOP HEEL CO.  
HAMILTON, CAN. TOLEDO, OHIO.

THE SLIP-SHOOD WAY

THE TIP-TOP WAY

WRITE FOR PRICES

# McClary's GAS RANGES

stand first in the estimation of the public



Model E. S.  
*For Natural or Manufactured Gas.*

No real improvement has been omitted. They are easy to operate, easy to clean, easy on the fuel and easy to sell.

This Model is the popular range, the one you will sell most of. The lustrous black enamel finish makes it an ornament to the floor and at once appeals to a woman's sense of cleanliness. Workmanship and finish are perfect. Linings are removable. Doors are hammered steel, oven bottoms are cast iron. A compact, durable range without fault or flaw.

Our advertising will help your sales. Our name on your stock is the seal of quality. Our delivery is prompt. Our gas range literature is at your service.

Write us.

LONDON  
TORONTO  
MONTREAL  
WINNIPEG  
VANCOUVER

## McClary's

HAMILTON  
CALGARY  
ST. JOHN, N.B.  
SASKATOON  
EDMONTON



# A Personal Chat with You About Ourselves



## Advertising for Direct Results

Advertising in trade papers, is, for the most part, undertaken by manufacturers and jobbers, for the purpose of keeping their name before the trade. It is largely used as supplementary to the efforts of traveling salesmen, and it is a good investment from that standpoint because it introduces the salesman beforehand and saves him time in getting down to business.

But it is hard for the advertiser to trace results from advertising of this kind. Actual letter orders, as a direct result of these advertisements, are naturally few and far between. So they would be with the best salesman on the road if he were sent out armed only with a business card, and without a price list.

Retail hardwaremen are keen buyers as a rule, and they are not placing business without having a pretty definite knowledge of what they are doing. They are not likely to give orders without knowing what the goods are going to cost them.

So it comes about that there is a distinct tendency among trade paper advertisers to-day, to utilize their space for putting up a definite business proposition. They show cuts of the articles they are advertising, and quote prices. Sometimes, the price they quote is the price to consumers, with the notation that jobbers will give a generous trade discount. More seldom, it is the actual trade price, and this policy is the one which is calculated to bring the greatest direct returns, and, at the same time, produce the desired result of keeping the firm's name before the trade.

A good many objections will be raised against this policy of price quoting. Probably the first would be that this would be giving away important information to competitors, and would invite price-cutting from them.

This was the objection that retailers formerly made, against quoting prices in their advertisement, or putting price tickets in the window.

But the success of retail firms who have made price

quoting a cardinal principle of their advertising and window displays, has shown the fallacy of this objection.

There are many people who study the advertisement of Canada's largest department store, even before they turn to the news pages. How many of these people would waste any time on the ad. if it did not quote prices?

If advertisers would be as frank in their trade paper copy, as they are in their printed circulars, there would be less doubt expressed as to whether trade paper advertising pays. The successful circular invariably presents a selling proposition. It describes, illustrates, and quotes prices. It is mailed to dealers, and, where it escapes the waste paper basket, it runs a chance of landing an order.

A good trade paper will go to these same dealers, and to many others. It has a prestige in the trade, which protects it against the waste basket, because the subscribers know that they stand to lose money, by not reading it.

If it carries an advertisement which offers the reader a certain article at a stated price, that advertisement is bound to have more careful attention than if it were in the form of a circular, for the simple reason that the trade paper advertisement is *prima facie* evidence that the manufacturer has confidence in his own proposition, and is not afraid of comparison.

This is a thought which we throw out to advertisers in Hardware and Metal, in the hope that it may help them to secure even better returns from their investment.

It was prompted by a conversation we had one day this week, with a manufacturer who recently advertised a number of new articles in Hardware and Metal, in each case quoting the price to consumers, and stating that there was a liberal trade discount.

The results of this advertisement were decidedly embarrassing. The letter orders piled in so rapidly that they could not be filled on account of the manufacturing arrangements being somewhat incomplete.

And the fact that one of these orders came from the largest retail firm in Canada, shows how Hardware and Metal is regarded by the big buyers.

# The Gurney-Oxford

**Has more selling points than  
any other stove on the market**

Gurney-Oxford stoves not only increase the profits of a dealer, but stimulate trade with satisfied customers.

How can your profits be increased?

Here is the answer:

Introduce into your stock a Gurney-Oxford and you gain the advantages of its national reputation for the most complete modern range on the market.

Its scientific labor-saving devices appeal to every woman. The wonderful Economizer alone sells the stove. It actually speaks for itself.

Trade



Mark

This oval trade mark gives an individuality to the store that displays it. People look for it when they come to buy a stove.

Co-operation between dealer and manufacturer means bigger business and greater profits. Booklets and selling talks are sent to every dealer, so that a clerk can be instructed to sell the range as effectively as the dealer himself.

Write for full information.

**The Gurney Foundry Co., Limited**  
**Toronto, Canada**

**Montreal,**

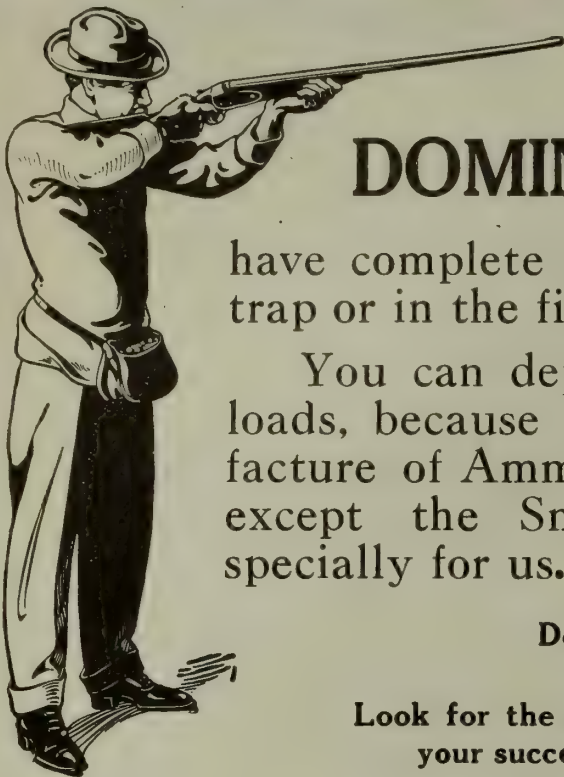
**Hamilton,**

**Winnipeg,**

**Calgary,**

**Vancouver**





Shooters who use

## DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion  
Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures  
your success. Every box is absolutely guaranteed.

**DOMINION CARTRIDGE CO., Limited**  
MONTREAL - CANADA

# BLASTER'S FRIEND

(A Non-Freezing Substitute for  
Nitro-glycerine Dynamite)

## Saves Much Time And Money

It is invaluable to the farmer for stumping and breaking up land; excavating of every kind, draining swamps; felling trees; planting fruit trees; ditching; log-splitting, etc.

It contains no nitro-glycerine—hence will not freeze—this eliminates all the danger and expense incident to thawing explosives.

Blaster's Friend produces no noxious smoke or fumes when exploded, consequently does not cause headaches.

Blaster's Friend is less sensitive to shocks, friction and jars, hence can be

handled, stored and used with much greater safety than can nitro-glycerine dynamite.

Blaster's Friend is put up in cartridge form, in various sizes and in various grades, such as 40, 50 and 60 per cent., and is packed 50 pounds net to a case. It can be stored in any dry, ventilated building indefinitely without deteriorating in any way. It can be exploded by use of fuse with No. 6 Blasting Caps or with Double-strength Electric Exploders, and to develop its full power (as well as that of any other high explosive) nothing under that strength cap or exploder should be used.

The fact that Blaster's Friend is used by the Dominion Government, large mining and quarrying concerns and many railroad contractors, is ample proof of its safety, power, reliability and economy.

Write for catalog of Explosives and Accessories.

**DOMINION EXPLOSIVES, LIMITED,**  
OTTAWA, CANADA

# Arrangement of Sporting Goods Stock

Interior Layout of New Toronto Store—Racks of Special Design for Storing of Canoes and Tennis Rackets—Feature of Store is the Great Amount of Light Admitted.

The new sporting goods store of The National Sporting Goods Co., 312 Yonge Street, Toronto, is a model in many respects. The store is under the management of W. A. Brown who gave a representative of Hardware and Metal information regarding the details of the store arrangement.

The accompanying plan will give an idea of the arrangement of the display fixtures and the stock. One of the predominant features in the new store is the abundance of light admitted. There are no dark corners in the store. A commendable feature is the metallic ceiling and also the attractive drop lights that are suspended from the ceiling for illuminating the store in the evening.

The firm realize that effectively displaying the goods is an essential in successful merchandising and have taken pains to have samples of all their lines displayed prominently. As may be noted on the plan several silent salesmen are used. These cases are very attractive in appearance and are fitted with marble bases. They contain attractive displays of cutlery, shaving necessities, baseball goods, fishing tackle, tennis goods, uniforms, pendants, golf supplies, etc.

A special rack has been built for holding baseball bats, golf sticks, fishing rods, etc. Lacrosse sticks are also displayed on a rack in the centre aisle of the store.

The ceiling of the store is exceptionally high and there is a space of about 3 feet from the top of the wall shelving to the ceiling. This space has been used to good advantage in displaying some of the larger goods that cannot be shown conveniently in the silent salesmen.

The basement and second floor are used for carrying surplus stock and these floors are served with an electric elevator.

The new firm are strongly in favor of attractive window displays as a means to create business and have secured a large number of special window display fixtures which will be used at various times for displaying seasonable goods. The firm carry an exceptionally heavy stock of tennis rackets. The display, which is on the north wall, covers a space about ten feet square. The rackets are hung on arms that extend out from the wall on somewhat the same principle as the arms on a tool rack. Six rackets are displayed in each set of arms and an exceedingly large number can be shown in the space they have devoted to the display of this line.

## Rack for Canoes.

Canoes are also being featured by the new firm and these are displayed on the main floor of the store. A large rack has been built from the floor up to the ceiling which holds six canoes, by using this rack they are enabled to have a sample of each kind carried on display. During the winter months this rack can be used for displaying toboggans.

A full line of sweaters, uniforms, tennis shoes, pendants, etc., is also being carried and the firm are prepared to supply full equipments for gymnasiums, athletic associations, etc.

Fishing tackle is another line that is featured prominently and one of the silent salesmen is used for displaying reels, lines, baits, hooks, and other tackle.

The firm are contemplating the equipping of a large gymnasium on one of the upper floors of the building. If the scheme is carried out, the gymnasium will be placed in charge of a competent physical instructor who will conduct classes in physical culture. The gymnasium will also be fitted up so that boxing and fencing lessons may be given.

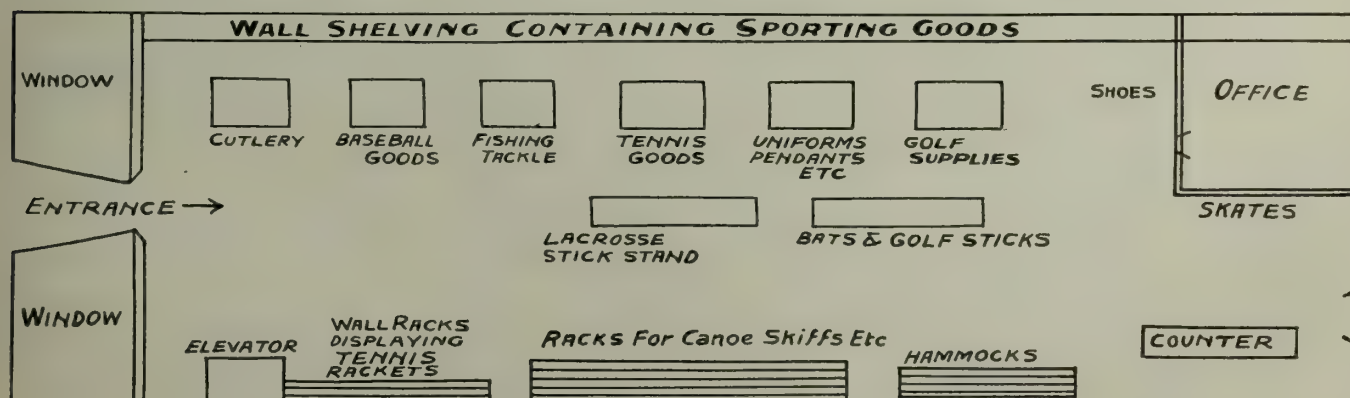
## A Growing Business.

The sporting goods business is one that is growing rapidly in Canada. Every vacant lot has its quota of small boys playing a game of some kind. Large gymnasiums are being equipped in many places for the use and instruction of the young. One also finds many business men who have exercises of various kinds in their homes, and there should be an exceptionally large field for the sale of sporting goods.



## GIVE LIGHTS AS BONUS.

The Geo. E. B. Grinyer Co., Guelph, Ont., dealers in electrical fixtures and appliances, are celebrating the incorporation of their business by giving free of charge one Tungsten lamp with each purchase amounting to \$2.50. This applies to anything that is bought over the counter and one lamp is given for every \$2.50 expended in the store. A customer spending \$10.00 will get four lamps. The firm advise the public in the ad. that there is no limit to the number of lamps they can get, and, as the ad. says: "The more lamps you get the better we will be pleased."



A plan showing the interior layout of Toronto sporting goods store.



# Personal Solicitation the Road to Success

Something About the Methods of the Brampton Hardware Co. Who Have Worked Up a Splendid Business by Outside Salesmanship—How Sales Are Made—Hardware, Plumbing and Tinsmithing Departments All Run Separately.

The Brampton Hardware Co., Brampton, Ont., composed of Wm. Higgins and W. J. Large, have been making energetic efforts to produce sales in the district in which their store is located. The town of Brampton is situated about 21 miles west of Toronto and contains a population of about 4,000 persons. It is surrounded by an excellent farming community. There are also many large green-houses in that district. Mr. Higgins has had 23 years experience in hardware, plumbing and tinsmithing. Mr. Large has had ten years experience. Both are practical men and, if necessary, they can shoulder a tool kit and go out and do any of the work that their employees are asked to do.

The business has been under the present management for a little over a year and during that time the store exterior and interior have undergone many changes. Paint and varnish have been used with good effect in transforming a dull and darkened interior into a bright and attractive place in which to do business. The store windows have been enlarged, and another store taken in to make room for displaying plumbing goods, and furnaces.

When interviewed by a representative of Hardware and Metal, Mr. Higgins gave some details in connection with the business which might be interesting to other hardware merchants and which will go to show how this firm have worked up a large business in a little over a year's time. The business, although conducted all in the one building, is divided into two departments, the hardware department in which five men are employed and the plumbing and tinsmithing department in which 12 men are employed. A separate bank account is kept for each department and they are run, each on a distinctly separate basis from the other.

Mr. Higgins spends two days each week in calling on the contractors, green-house owners, factory owners, etc., in his locality. He says that he has secured a large amount of trade in this manner. During the year 1912 the firm sold 140 dozen inside sets. This was a line on which they had practically no sale when they first started in business. A large percentage of this quantity was sold by calling on contractors and in following up farmers and townspeople who were building in the locality.

Another instance quoted by Mr. Higgins goes to show how orders may be often taken in advance. A carload of

nails was to be delivered in Brampton on a certain date this spring. A visit was made to all the contractors and builders a few days before the delivery of the car and the result was that about 150 kegs were delivered direct from the car to the purchasers. This method obviated the necessity of double-hauling and double-handling, and also prevented the over-crowding of the nail warehouse.

## Soliciting Plumbing Business.

In order to create sales in the plumbing department, a large show room was fitted up in which is shown a display of bath tubs, basins, bathroom fittings, closets, framed mirrors, etc. Commendable features in connection with this display room are metallic ceiling, walls panelled and decorated and a large plate glass window which is part of the main store front. The goods in this department are arrayed in a very attractive manner. An office is located in the rear of the show room from which all business in the plumbing department is transacted.

Mr. Higgins states that this display room has produced wonderful results as they can take prospective customers and show them exactly what the goods are like and how they appear when set up. Business for this department is also solicited when Mr. Higgins is calling on builders and contractors in connection with the hardware department and he finds that the two lines work well together.

The tinsmithing end of the business is also worked in the same manner and they are often able to secure contracts for hardware, plumbing and tinsmithing on one building.

When calling on the trade, Mr. Higgins does not overlook the fact that they also need glass, paint, mortar, color and many other lines in connection with the construction of a building and he is enabled to secure a great many orders in these lines.

He states that during last year they sold over 60 furnaces and 125 bath-room outfits. A large number of the latter were sold to the farm trade. When an order is placed for bathroom fittings the firm always make an effort to deliver the material the day it is ordered or the following day at the latest. This rule is adhered to even if it is not possible to send men to do the connecting-up for a week or two later. The customers are always informed when the men will start the work and the firm are very careful

in trying to have their men on the job at the specified time.

The firm are continuously on the lookout for prospects and they work their district in a very systematic manner.

## Pushing Pipe Sales.

They do a large business with owners of green-houses, many of whom are located in that district. These customers are worked in the same manner as the builders' trade. A large amount of iron pipe is disposed of in this manner.

Paints and household goods are also pushed energetically. The firm are great believers in display and they attribute a large amount of their success to displaying their merchandise and personal contact. The firm also use newspaper and calendar advertising.



The following items were taken from the issue of Hardware and Metal of May 6, 1893:

"The outlook for the country hardware dealer is much brighter than it is for his brother in the city. The two years of plenty have done much to repair the damage done to the farmer by the previous lean years."

Editor's Note.—Conditions in Canada were not peculiarly prosperous at this time and reports from the cities were of a gloomy nature. Events subsequently proved, however, that conditions were not as bad as had been feared. It does not pay to take too gloomy a view of the outlook no matter how unfavorable conditions may seem.

"A deputation from the Canadian Manufacturers' Association, composed of Messrs. J. Bertram, president, J. J. Cassidey, secretary, R. W. Elliott, Herman Heintzman, F. Outram, W. K. McNaught, J. C. Copp, P. W. Ellis, Thomas Cowan, S. May, A. E. Kemp, E. C. Boeckh, C. R. Somerville, and J. P. Murray, waited on Sir Oliver Mowat and Messrs. Hardy, Dryden, Ross and Bronson on Monday last. They wanted a bonus of \$2 per ton on the production of pig iron in Ontario."

# Suggestions for Seasonable Show Cards

Cards are an Essential Part of Every Display—A Catchy Top Line is Needed to Attract Attention—Suggestions For Cards Featuring Goods That are Selling Now

Many a salesman, who does not prove a success, has seemingly all the necessary qualifications: He has a good approach, an engaging personality and a ready flow of words; but he does not sell the goods. There is one thing he lacks—the ability to close the deal. He brings his customer up to the point, where a bold or deft stroke would close the deal, but fails to add the necessary finishing touch. He falls down at the vital point.

And it's the same with window displays. You will often run across a display which has quite apparently many good points. It has been carefully planned and artistically arranged. The idea behind it is good. But it fails to interest you or to win your attention. It quite apparently lacks something.

It is not a difficult matter to find the

similarity between the showy salesman who does not get business and the well designed window which fails to attract. They both lack the same quality. With the window, the lack is perhaps that there is nothing to bring out the chief point of interest about the goods shown, nothing to demonstrate the quality. This lack is often supplied by the use of showcards.

A showcard is an essential part of every window display. It is only in windows which are distinctly of the publicity variety and not intended for the featuring of goods, that cards can be dispensed with.

The use of showcards is guided by the style of window. In a display where high-priced goods are shown and where naturally the assortment is limited, it is often wise to use showcards which do

not quote prices. To the person who buys best quality goods, the quality is first consideration and price second. In all other windows, however, prices should be quoted. In the average display, the marking of prices is the vital point.

Writing a card is much the same as preparing an advertisement. A catchy line is needed to attract the attention. This should be printed in larger type than the rest of the matter. Where prices are quoted, it is wise to put the figures so that they also "stand out."

Some suggestions are appended for showcards to be used at the present time, the suggestion lying in the wording and arrangement and not in the type or lettering. These cards could be made of any size or shape and prices in many cases could be appended.

## WHY BEAT CARPETS?

You don't have to any more, Mr. Householder. Just rent one of our vacuum cleaners. That will do the work.

## PAINT PRESERVES PROPERTY

We Sell the Best Paint on the Market.

## Will Hold Two

Hammock weather is here. These are cheap, comfortable and capacious.

## Gardening Made Easy

You can work wonders with good tools. These are handy, durable and CHEAP

## Raise Your Own Vegetables

All you need is a small plot, some seed, and GOOD TOOLS. Like these.

## FOR THE JUNE BRIDE

Select your present early. Some suggestions 

## Have You A Garden?

If you have, you will need tools. Look these over.

## Want to Sell Your House?

Here's a tip. Have it painted and it will sell faster and at a higher price.

*Some suggestions for showcards for present use.*



# The MacLean Pub. Co., Ltd.

(ESTABLISHED 1888.)

JOHN BAYNE MACLEAN - - - President  
H. T. HUNTER - - - General Manager

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## Hardware and Metal

JAMES G. LORRIMAN - - - Manager  
T. B. COSTAIN - - - Editor  
GEO. D. DAVIS - - - Associate Editor  
H. C. LOWREY - - - Associate Editor

### CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

### OFFICES:

Montreal - H. M. Reid, Eastern Tp. Bk. Bldg. Phone Main 1255  
Toronto - 143-149 University Avenue. Phone Main 7324  
Winnipeg G. Rutledge, 34 Royal Bank Building. Phone Garry 2313  
Vancouver - H. Hodgson, 18 Hartney Chambers  
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960  
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2000 Rector  
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234

### SUBSCRIPTION.

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

Toronto, May 3, 1913

### HARDWAREMEN, BEWARE!

As reported elsewhere in this issue, activity is being shown in certain quarters in the enforcement of the law with respect to the handling and sale of poisons, such as wood alcohol, paris green and arsenate of lead. Even where purely technical omissions have been made, the rigors of the law are being evoked.

Hardwaremen should be careful to see that they are living up to the letter of the law in their methods of handling these lines. A summary of the legal provisions governing sales will be published in Hardware and Metal. Close attention should be paid to this.

### THE BUSINESS OUTLOOK.

A review of the business situation in Canada leaves the impression that conditions are sound and prospects bright. Manufacturers are rushed with orders and retailers are finding an eminently satisfactory demand. Financiers talk of money tightness and grumble over collections, but do not show any tendency to regard the future pessimistically.

The slowness of collections seems to be the one fly in the ointment. There is no denying the fact that collections are slower than is healthful in all parts of the country, but only in the West has the slowness reached such a stage that anxiety has been aroused. And in the West this is absolutely the only unfavorable sign. Business there is good, demand for all lines of hardware being exceptionally heavy at the present time. It seems reasonably safe to predict that the temporary drawback of financial tightness and uncertainty will soon cease to hamper. It is, perhaps, true that conditions at present would show a greater degree of activity had no such obstacle been encountered, but business, at that, is sufficiently good to spread a feeling of satisfaction if not elation.

A good year is ahead.

### NATURAL GAS AND STOVES.

It is reported that dealers in certain sections of Western Ontario, where a natural gas supply is expected before the year is out, are showing a reluctance to placing orders for coal and wood heaters and ranges. They are also holding off from placing orders for gas stoves, being determined apparently to wait for further developments before stocking.

This course is not a wise one. The experience of dealers in towns where there is gas has been that the demand for coal and wood stoves continues practically unabated. In the average house, the coal range is a practical necessity, as it is needed to heat the kitchen and back part of the house. People have realized that both a coal range and a gas stove are necessary to perfect comfort, and in well equipped kitchens both are invariably found.

Dealers need not fear that the introduction of natural gas will cut off their sales of coal ranges. The effect will be found only in the extra sales of gas stoves which will result. To delay placing orders on this account may mean delay in shipments later in the season.

### UNIFORM HALF HOLIDAYS.

It may seem early in the year to talk summer half holidays, but it will not be long before this perennial question is re-opened. Already, in fact, the matter has been brought up in several sections.

Hardware and Metal has one suggestion to make in this connection. A uniform date should be selected for the half holiday wherever it is observed. Up to the present the practice has been for the stores in the various cities and towns to select their dates without regard to what is being done in other places. The result is that the dates selected vary. In one place the stores will close on Wednesday, while in a town a few miles away, Thursday will be selected. Over in the next country they may be observing Friday or Tuesday. In consequence, the traveling man's operations become more or less of a gamble. He is never quite sure when he strikes a town whether he will find anyone around or not.

Such confusion is not desirable, nor is it necessary. By the selection of a uniform date early in the season, all trouble could be avoided. Wednesday is probably the day most commonly selected. Why not make it general the country over?

### BUSINESS EFFICIENCY.

Great strides have been made toward the perfection of business appliances. With the typewriter, the adding machine, the modern filing cabinet and the many other features which have been introduced for the simplification and improvement of office work, it has become possible to handle business affairs more expeditiously and with less danger of mistakes or omissions than in the past.

The high standard of efficiency which has been achieved in business appliances and systems was amply demonstrated at the Business Men's Show, held recently at Toronto. Demonstrations were given which showed the results obtainable where modern systems were applied, in point of increased service, accuracy and economy of time and labor. A great many of the visitors undoubtedly found plenty to surprise, even to astonish them in the exhibits.

The merchant to-day has no difficulty in putting his business appliances and systems on a standard of highest efficiency. More difficulty is experienced in maintaining efficiency in the staff; and this is a consideration of



perhaps even more importance. No chain is stronger than its weakest link; no business organization can be classed as thoroughly efficient if there is weakness in any single unit. No matter how seemingly unimportant a position may be, its incumbency by one who is lazy or incompetent will weaken the organization to a degree far out of proportion to the importance of the position.

The business man must strive to put his organization on a basis of personal efficiency. In retailing, the importance of the business end has long been properly estimated and in the better organized stores it will be found that quite as close attention is paid to the handling of office affairs as in the largest business corporations. In the smaller stores, however, the lack of proper system and of efficiency is often sadly noticeable. The type of dealer who runs his collections on a haphazard system, who has no accurate knowledge of the stock he carries, who lacks the system to check the handling of stock at all stages, is unfortunately a common one.

The laxity thus displayed is more often the cause of a firm's downfall than lack of judgment in buying or weakness in the sales end. Efficiency in business management is the feature which the retail establishment primarily needs to-day.



### TO CHECK DISHONEST ADVERTISING.

The time was when people accepted statements contained in an advertisement with as much faith as if every word had been duly sworn to. Nowadays they do not give to advertised statements the same amount of credulity. They carefully weigh what they read, showing in some respects an uncomfortable degree of skepticism.

This attitude is the inevitable outcome of the trend toward dishonesty, deliberate in some cases, unconscious in most, which has developed. Not only has the bluffer become a fairly common type among advertisers, but a tendency toward exaggeration has developed which infringes on dishonesty if it cannot be absolutely classed as such.

It is gratifying to note that a feeling of uneasiness has been spreading among advertisers over the possible outcome. It is being recognized that the public will refuse to put credence in advertised statements if the tendency toward exaggeration is allowed to develop further. There is a widespread feeling that the time has come to eliminate exaggeration and false valuation from the retail advertisement, to get back to the point where the merchant advertises his goods on their merits only without the backing of superficially extravagant claims.

The exaggeration habit is by no means a general one, but there are enough doing it to imperil the results obtained by those who hew to the line of absolute veracity. All honest advertisers will, therefore, lend their heartiest support to any movement which has for its object the suppression of fictitious claims.



### POINTED EDITORIALS.

The One-Price System is a boon to the merchant as well as to the customer. It has put trade on a sane basis.

\* \* \*

Just as Mohammed went to the mountain, so the retail merchant must go to the customer. Outside salesmanship is one of the essentials of business to-day.

\* \* \*

Time was when people avoided a new article because it was new; now they are more likely to buy because it possesses the advantage of being new. This volte face on the part of the purchasing public has made a big difference in buying methods.

## The One-Price System

THE One-Price System has come in the retail trade—and come to stay. That it is fairest alike to both merchant and customer is recognized. It insures fairness of treatment to the customer and a fair price to the merchant. Furthermore, it eliminates the distrust, the uncertainty and the haggling which were features before the set price came into existence.

Elbert Hubbard indulges in some characteristically strong thoughts on the One-Price System in the last issue of MacLean's Magazine. A few extracts will be of interest.

"The greatest change in modern business came with the One-Price System. This has all been brought about since the Civil War.

"The old idea was for the seller to get as much as he possibly could for everything he sold. Short weight, short count and inferiority in quality were considered quite right and proper. When you bought a dressed turkey from a farmer, if you did not discover the stone inside the turkey when you weighed it and paid for it, there was no redress.

"The laugh was on you. And, moreover, a legal maxim—caveat emptor—'let the buyer beware,' made cheating legally safe.

"The amount of misery, grief, disappointment, shame, distress, woe, suspicion and hate, caused by a system which wrapped one thing when the buyer expected another, and took advantage of his innocence and ignorance as to quality and value, cannot be computed in figures.

"Suffice it to say that duplicity in trade has had to go. The self-preservation of the race demanded honesty, square dealing, one price to all.

"The change only came after a struggle, and we are not always quite sure of the one price yet. But we have gotten thus far that the man who cheats in trade is taboo. Honesty as a business asset is fully recognized. If you would succeed in business you can't afford to sell a man something he does not want; neither can you afford to disappoint him in quality any more than in count.

"The One Price System has come as a necessity, since it reduces the friction of life and protects the child or simple person in the selection of things needed, just the same as if the buyer were an expert in values and a person who could strike back if imposed upon. Safety, peace and decency demand the One Price System. When we reach the point where we see that all men are brothers, we have absolute honesty and One Price.

"And so, behold! We find the Government making favoritism in trade a crime and enforcing the One Price System by law. And just remember this, law is the crystallization of public opinion, and no law that is not backed up by the will of the people can be enforced.

"As we grow better we have better laws. In Kansas City the other day three men were fined forty thousand dollars each for cutting prices.

"They were railroad men, and railroad men have only one thing to sell, and that is transportation. To cut the price on it and sell to some at a less figure than to others is now considered not only immoral, but actually criminal. The world moves.

"And this change in the methods of business and in our mental attitude toward trade has grown out of a dimly perceived but deeply felt belief in the Brotherhood of Man, or the Solidarity of the Race."





# Introducing the New Line

The Story of How a Live Commercial Traveler Induced a Dealer to Stock Goods He Had Never Sold Before, And Then Helped Him to Work Up a Big Trade—Applying the Story.

In one of the older provinces of Canada, located on a branch line of the Grand Trunk, is a town of about 2,000 population. We will call it Brantville. Thirty years ago, Brantville boasted of 2,500 population, but about that time the place went to sleep; and has been slumbering more or less ever since. Most of the old industries, which the town possessed three decades ago, are still there, but none of them have grown or developed in any way. Instead, they have been moving slowly along the down grade and to-day resemble nothing so much as old men crippled up with rheumatism and just on the verge of senile decay. Most of the young men who harbor ambitions, shake the dust of Brantville from their feet at an early age and get out into the world where opportunity beckons. Those who remain soon settle down into steady burghers with outlook limited to the rather laborious acquirement of sufficient property to pass for a competence. Still, Brantville is a pleasant, sleepy, old place, with wide streets lined by high trees, behind which are comfortable homes and expansive gardens. There is an average share of wealth in the place, too, although little of it gets into circulation. The bond salesman finds Brantville a more fertile field than the pedlar of wild-cat mining shares. In fact, the people are conservative and saving, quite free from ostentation and anywhere from five to ten years behind the outside world in thought and styles.

It seems hardly necessary, after this, to give any extended description either of Henry Harmon, or his hardware store. Harmon was a squat figure of a man, with as close an approach to the chin whiskers of the stage agriculturist as is ever seen in real life. He was sharp, as

a knife in a bargain and one of the closest buyers that the hardware travelers on that territory had to contend with. He had laid away quite a neat little competence from his profits during the twenty-six years that he had been in business. It must be confessed, however, that his profits had been rather meagre since the Brantville Mercantile Co. had put in a hardware department and started to cut prices.

His store was typical of the man and the place. It was somewhat too small for the accumulation of stock that was carried. One dodged a whip rack on entering the front. The ceiling was lined with pails, tinware of all descriptions, and a stock of mitts. Nothing but staple hardware lines were carried, the interpretation put on the word "staple" being that accepted in the early '90's. Still, one felt convinced that the goods carried were of A1 quality and there was every evidence of a satisfactory selection.

## The Action Begins.

Enter James F. Simonds, star salesman of a specialty wholesale house which had never before invaded this territory: Henry Harmon seated in office, looking over advertisement of Brantville Mercantile Co. in the Weekly Planet, just received, with an expression of saddened disgust: A hot day in late August. James L. Simonds who is a little inclined to——well, embonpoint, puts down his suit-case and mops his brow vigorously before opening fire

"I am handling the best line of brass goods, silverware, and cut glass on the market," he stated, after the opening preliminaries. "Our company have never come into this territory before, but as we advertise very extensively in all national periodicals you probably know

all about us; and I'll warrant your customers do too. Now we——"

"This is a hardware store," said Henry, with emphasis on the first word.

"I gathered that," said Simonds. "What lines of silverware and brass goods have you been handling?"

"None," said Harmon, enunciating the negative with a degree of relish. "As I said before this is a hardware store, young man. We have handled a little cutlery for the past fifteen years, but it has never been a very strong line with us. As for your brass and silver and cut glass, we don't handle any. Foll-de-rol stuff doesn't belong in a hardware store."

This statement was not as strange to Simonds as he made pretence, as he had encountered quite a few just such hardwaremen in his time.

"I appreciate your viewpoint, Mr. Harmon," he said, "although I must say that it has astonished me. You are a hardwareman, I can see, of the old school; and I'll warrant that you could teach these younger fellows in the trade some valuable lessons. Still, Mr. Harmon, I think I can prove to you that your adherence to set lines is losing a lot of money for you."

"It's not that. It's this sort of thing which has cut the heart out of hardware profits!" declared Harmon, poking the advertisement of his competition under the salesman's nose. "It's this infernal price-cutting. Things were all-right until these people began to cut in where they didn't belong."

Simonds looked over the advertisement, carefully checking the prices. "I should say that these people are asking just about the same figures as dealers all over the country, Mr. Harmon. It is not possible to get as good a margin as it was some years ago."



"Then are all hardwaremen getting as poor a living as we are here?" demanded Harmon, not attempting to conceal his skepticism.

"If they depended on the staple lines that you carry they would," was the response. "But they are making their biggest profits on new lines—goods which are perhaps not in as steady demand, but which carry a big margin."

Henry Harmon was shrewdness personified under his thick crust of conservatism. He began to show an interest.

"I don't doubt that you have found dealers in other lines cutting into your field," continued Simonds. "The grocer handles brooms and washboards; the five and ten cent store is selling tinware and kitchen utensils; the boot man handles skates. Isn't that the case?"—A grunt of affirmation from Harmon—"You have gone along letting them filch away a share of the business that was originally all yours without making any attempt to get it back in other ways. Now, you probably think that silverware, cut glass, and brass goods belong to the jeweler. Let me tell you that nine-tenths of the hardware dealers throughout the country are handling these lines and making a big profit out of them. They sell more than the jewelers do now."

"No one could sell that stuff here," said Harmon. "Even Wilson, the jeweler, sells silverware, but there isn't any demand for cut glass here and that tinkety brass stuff wouldn't go in Brantville—not for a minute. We don't go in for fads in this town."

"Human nature is the same all over," said Simonds. "There are people in Brantville who love artistic things just the same as there are in every place under the sun. I can show you some pieces of brass which would stir up enthusiasm in the reincarnation of a Cromwellian Puritan. Just let me show you."

"It would be a slick trick to show some of these things and get back at these stores which are selling hardware," said Harmon, after looking over the line. "But I know just as sure as you are standing there that people wouldn't go in for such expensive things. They've never seen any brassware in Brantville and there isn't anyone foolish enough here to blow in \$5.00 for a spindly looking jardiniere holder or a big pot for ferns when flower pots can be bought for 10 cents. You don't know Brantville people. I do."

"Once get 'em started on the brass craze and they'll chase the wax fruit and the sea-shells out of every parlor in Brantville," said Simonds, emphatically. "Look here, Mr. Harmon, I'll make you a proposition where you can't lose a cent and where you stand to clean

up a big profit. I want you to try out an assortment of brass goods and I'll show you the way to sell it. If the good burghers of Brantville don't dig up enough out of the stocking under the mattress to clean out this stock, I'll take back all you have left."

Simonds got out pencil and paper and started to make up an assortment of brass goods, comprising about eight dozen in all and ranging from ash trays to dinner gongs and serving tables. "I'll have this stock of goods here in a week's time and I'll give you a written guarantee to take back all that you can't sell," he stated, handing the list to Harmon.

The latter demurred a little, it being a step of utter radicalism—for him. Finally, however, he signed up.

"And now," said Harmon, "just unfold that selling scheme of yours, young man."

Simonds explained what he had in mind, but added that he would be able to drop in on his return trip in a couple of week's time and would personally superintend the launching of the campaign.

#### Selling the New Line.

Two week's later, James L. Simonds walked into the Harmon store, put his hat and coat on a peg in the four-by-six enclosure which served as the office and announced his intention of starting to work right away.

"We must first begin by offering them a real bargain as a leader," he said. "Something real cheap. We had better offer them an assortment of ash trays at 15 cents, some cigar cutters at 25 and a few of these light flower holders for 50."

"That's one way to start making money," ejaculated Harmon, hunting for his invoices. "Why, confound it man, those ash trays cost me 25 cents with out considering cost of doing business at all."

"You can't sell these goods without first awakening a desire for such things. And to sell something real cheap is the way to introduce a new line in this town, believe me."

"It'll be dead easy selling off the whole lot if you intend to give 'em away," said Harmon, sharply. "What good is your guarantee to me? I reckon I'll sell these goods, or try to sell 'em, in my own way. And what doesn't sell goes back."

"I'll guarantee you an average percentage of 60 per cent. on the first lot," said Simonds, going on with his figuring. "And after that you can bring the average up to something like 100 per cent."

"Put that in writing too," said Harmon, who though born in Brantville, had a dash of Missourian blood in him. "We might sell off the cut price goods

and get the refund on the high priced stuff only."

Simonds gave him his second guarantee and then finished his figuring. The list of prices he had drawn up showed a loss on the cheaper articles, but an average margin of about 75 per cent. "I'm allowing some for expenses," he said. "When does the Planet go to press?"

"To-day," said Harmon. "But I've never gone in for advertising."

"We'll start right here," said Simonds. "Your guarantee of profit will be over and above the cost of this ad."

He spent a busy half hour preparing his copy which, when finally completed, read as follows:

LOOK IN HARMON'S WINDOWS for the next few days, it will contain a display which none should miss. We are introducing to Brantville the latest novelty in decorative lines—a stock of handsome brassware. The selection on display will include all articles which are most popular, from brass ash trays to large jardinieres.

"To introduce these goods, we are offering special price inducements. Many articles are to be sold off at less than cost."

When this copy had been put in the hands of the publisher, Simonds turned his attention to the arrangement of the stock. "You must give me carte blanche," he informed the proprietor. "A lot of this stock will have to go to the background for the time being."

A great deal of stock was unceremoniously relegated to the rear before sufficient space had been cleared at the front of the store to give room for a complete showing of the brass stock. A table was placed across the front and piled high with some of the most expensive varieties. Counter space was used and even a section of shelf-room was unpounded for the same purpose.

Simonds then turned his attention to the store windows. Both were cleared out and freshly lined with green material. A collection of the cheaper priced articles were put in the one window, each piece being price marked. A large card made the announcement:

#### THE LATEST IN BRASSWARE AT LESS THAN COST.

More care was taken with the second window. Articles of a more expensive nature were arranged, together with ferns and fresh cut flowers. No price cards were shown in this window, as Simonds judged it would be better to get the public interested in the new line before initiating them into prices.

"Now," said Simonds, diving out to the front, "just as soon as I get these spades and lawnmowers cleared away

(Continued on page 48.)



# Canada's Enormous Fire Waste

CAN IT BE PREVENTED? WHAT PREVENTION WOULD MEAN

*The accompanying article by W. Walker, Secretary Ontario Fire Prevention Association, will be interesting to the hardware trade. If the plans of the Association are carried out and a fire marshal appointed in each province it will mean that the storage of many of the lines of combustibles and explosives carried by the hardware trade will be under his supervision. It will also cause a much larger demand than there is at the present time for fire extinguishers, fire pails, hose, racks, fire tanks, etc., many of which are sold by the hardware trade. If the suggestions for the prevention of fire as outlined in this article were put into effect there would be a tremendous increase in the sale of metal ash cans, waste cans, match safes, etc.*

*Hardware merchants, it should also be pointed out, should see that adequate measures are adopted on their premises for the prevention of fire.*

Written for Hardware and Metal by W. Walker, Secretary Ontario Fire Prevention Association.

To those acquainted with the fire insurance business the information and suggestions contained in this article are not new, but the justification for its appearance is a strong demand that some preventative measure be adopted, together with a sincere desire to draw the attention of our sober-minded business men to the serious handicap and heavy tax that is being placed upon the business of the country through the annual extravagant, and, to a very great extent, preventable fire waste.

As the basis for a few suggestions it will be necessary to make one or two comparisons, which must be to Canadians both illuminating and humiliating.

## Enormous Annual Fire Loss.

The United States Government Department of Commerce and Labor shows that the average annual per capita fire loss in six European countries is 33 cents while the average per capita loss in the United States is \$3, and in Canada \$3.07. Glasgow has an annual fire loss of \$325,000. Boston smaller than Glasgow, has an annual fire loss of \$2,000,000. Berlin has an average fire loss of \$175,000 a year. Chicago the same size, averages \$5,000,000 annually. The Berlin Fire Department costs \$300,000 a year; the Chicago Fire Department costs \$3,000,000. These figures are sufficiently impressive, but they are not typical of these cities alone; they are typical of the entire United States and Canada as contrasted with Great Britain and the nations of Continental Europe.

It will be seen, therefore, that Canada's fire loss record is not only ten times worse than Great Britain and Europe, but also exceeds the United States in this great carnival of waste.

Our waste of \$3.07 per capita per annum means that every man, woman and child pays \$3.00 a year for fire waste. That means that the man with the average family, his wife and three

children—a family of five—pays \$15.00 a year fire tax. The United States Government in its report adds to this fire waste the cost of maintaining fire departments, which is as much more. This means \$30.00 a year to the average family.

We would realize a little more fully perhaps what this fire insurance tax is, if the same should be demanded from us, say, on the first of January when fires are burning merrily. Here is an example of what it means.

The fire loss in the United States and Canada for the last ten years has averaged \$250,000,000 a year. What could you do with that? You could build roads, build canals, improve your harbors. You could do a great many things with \$250,000,000 a year. That means \$30,000 an hour, \$500 a minute; it means that every ten minutes we are burning the equivalent of a comfortable \$5,000 home.

## Losses on the Increase.

So far as Canada is concerned it would appear that 1913 fire losses are going to exceed the average of the past ten years.

The most authentic information to hand gives us the following appalling results:

January—\$3,913,585.00 with a total of 14 lives lost.

February—\$1,640,153.00, with 21 lives lost.

March—\$1,710,756.00, with 22 lives lost.

Giving a total loss in Canada for the first three months of the year of \$7,264,294, and on top of that 57 valuable lives lost; and the most deplorable and outstanding feature is the plain statement that many of these fires are reported as preventable.

The National Fire Protection Association publish a few hints on losses and how to prevent them, and the startling statement is made that on the 1st of

January, 1906, the companies reporting to the New York Insurance Department showed a loss paying power of \$208,000,000, most of which was eaten up in the San Francisco conflagration. On January 1st 1910, the same department shows a loss paying power of \$235,000,000, and an increase of \$27,000,000, largely due to the requirements of San Francisco. At the same time the insurance in force rose from something like \$30,000,000,000 to \$40,000,000,000, an increased liability of \$10,000,000,000, or 33 1-3 per cent.. But here is the point, the ratio of loss paying powers to the total amount at risk on January 1st, 1906, was 68c per \$100, and on Jan. 1st 1910, the corresponding ratio per \$100 was 58c. The liabilities of the companies went up to 33 1-3 per cent. Their assets not only failed to keep pace, but dropped to the extent of 15 per cent. It may be safe to assume that with a heavier loss ratio in Canada than they have in the United States, conditions generally with us are none too secure.

It may be said that we have had no San Francisco fire. Admitted—But we have had our Toronto fire (unfortunately we still have evidences of it staring us in the face) we have also had our Ottawa and Hull fires, and many others, in each case the effect is the same Ottawa and Hull help pay for Toronto, and Toronto in turn helps to pay for Ottawa and Hull. To-morrow, perhaps, Toronto, Ottawa and Hull will be helping to pay for some other city, which at the moment is aggrieved because it is compelled to pay the conflagration tax.

## Ontario Fire Prevention Association Organized.

These are the effects but to get at the cause; The National Fire Protection Association of the United States has done a great work. The feeling is gaining ground in Canada that it is time we were up and doing. This brings us to the point where the Cana-



dian Manufacturers' Association stepped in, and the outcome of their activity was the organization of the Ontario Fire Prevention Association, comprising as it does many of the most important business associations in the Province.

## Can Fire Be Prevented?

Not unlike the great nations of Europe vying with each other for the largest and greatest number of battleships, our cities have been competing with each other to see who could appropriate the largest sums of money for fire fighting appliances. The first and last thought seems to have been how best to fight fire, but the idea that is coming in for a good deal of consideration to-day is how best to "prevent fire." The question may be asked, "Can fire be prevented?" It might be difficult to get over this point if all fires were accidental, but it is generally admitted that at least 50 per cent. of the fire waste of this continent is the result of gross carelessness, criminal neglect and deliberate setting.

## Fire Marshal Badly Needed.

That being the case the immediate duty of the Provinces throughout the Dominion is to appoint a fire marshal. The Ontario Associate Boards of Trade have done good work in this connection; the agitation must be kept up until this official is appointed. The Fire Marshals' Association of North America has suggested a uniform law which goes a long way toward bringing under control the heavy preventable fire waste.

Some of the principal duties of the Provincial Fire Marshal would be:

- 1st. Of all the prevention of Fire,
- 2nd. To control storage, sale and use of combustibles and explosives.
- 3rd. The installation and maintenance of automatic or other fire alarm systems and fire extinguishing equipment.
- 4th. The construction, maintenance and regulation of fire escapes.
- 5th. The means and adequacy of exit in case of fire from factories, asylums, hospitals, churches, schools, halls, theatres, amphitheatres, and all other places in which numbers of persons work, live or congregate from time to time for any purpose.
- 6th. The suppression of arson and investigation of the cause, origin and circumstances of fires.

The fire marshal would have as his unpaid deputies every fire chief throughout the Province and in every incorporated city or village where there was no fire brigade, the reeve or village clerk would be the responsible party to make a report to the department. It would be the duty of this official to make regulations for the keeping, storage, use and

manufacture, sale, handling, transportation or other disposition of highly inflammable materials and rubbish, gun powder, dynamite, crude petroleum, or any of its products; including fire works and fire crackers, and where deemed necessary he would inspect all buildings and premises within his jurisdiction.

It would also be the duty of the Provincial fire marshal, his deputies and assistants, to require teachers of public and private schools and educational institutions to have one fire drill each month and to keep all doors and exits unlocked during school hours.

Systematic inspection and reports by firemen and fire drill in schools are very important points, but more important still is the point that every business man should feel his own responsibility to protect the lives of his own family and those of his employees, and secondly to protect his own and his neighbors' property by using every means in his power to prevent fire.

## Clean Up and Inspect Your Premises.

All inflammable litter should be removed, giving special attention to basements and cellars, heating, lighting and fire equipments, fire escapes, and fire protection appliances inspected.

Inspection of fire appliances is too important to be overlooked, frequently when a fire hose is taken off the rack for testing purposes it is found that water flies in all directions except from the nozzle.

The following suggestions are well worthy of consideration:—

DON'T put ashes in wooden boxes or barrels; use only metal ash cans.

DON'T have steampipes in contact with woodwork or near inflammable material and don't permit rubbish to accumulate behind radiators or steam coils.

DON'T throw oily waste or rags on the floor; keep them in approved self-closing cans during the day and at night remove from the building—they are self-igniting.

DON'T keep matches loose in paper boxes, but only in metal or earthen safes. Those lighting on the boxes are safest.

DON'T throw away lighted cigars, cigarettes or matches.

DON'T fail to have fire pails filled, distributed and placed in conformity to rules of the local boards of Fire Underwriters.

DON'T fail to test periodically your hose and fire appliances.

DON'T forget that neglect and carelessness are the cause of more fires than anything else.

DON'T fail to close at night all doors and traps to elevators, hoistways and stairs, as well as iron shutters.

DON'T permit stairs or hallways to be blocked up or used for storage, or per-

mit packing material and rubbish to accumulate and remain on premises; packing materials should be kept in approved metal-lined bins.



## PARCEL POST AND C.O.D. PACKAGES.

In view of the recent announcement of Hon. L. P. Pelletier, Postmaster General, that the government contemplates introducing a Parcels Post Bill in the near future, a full report of which appeared in Hardware and Metal some time ago, it may not be amiss at this juncture, to note that under the new regulations issued by the United States Post Office Department, merchandise packages weighing not over four ounces may hereafter be mailed in letter boxes or at any branch post office, provided the special parcel post stamps are used and the name and address of the sender are shown on the package. Beginning July 1 C.O.D. shipments of fourth class matter may be sent through the mail when sent from and addressed to an office at which money orders are issued, providing the following rules are observed:

1. The amount of the C.O.D. must not exceed \$100.

2. Ten cents additional to postage must be affixed in parcel post stamps which will insure against loss up to \$50.

3. The C.O.D. tag must be securely attached to the package and must show

- (a) The amount due the sender,
- (b) The money order fee to cover remittance,
- (c) The total amount to be collected (a plus b).

The instructions do not permit an examination of the contents of a package by the consignee.

The present lack of regulations covering C.O.D. packages in the United States is detrimental to an unrestricted use of parcels post.



## COMPANIES INCORPORATED.

Western Electric Mfg. Co. Capital \$150,000. Winnipeg, Man.

Clyde Plumbing and Electric Co., Winnipeg. Capital \$20,000.

Brilliant Cut Glass Co., Montreal, Que. Capital \$50,000, for the purpose of manufacturing and dealing in cut, stained and leaded art glass, ornamental windows, screens, etc.

Dietrich, Limited, with head office at Montreal, Que., has been incorporated for the purpose of manufacturing and dealing in electrical appliances and fixtures, with a capital stock of \$50,000.

Renfrew Electric Mfg. Co., Renfrew, Ont. Capital stock, \$50,000, for the purpose of manufacturing and dealing in electrical fixtures, appliances, specialties, etc.



# Provisions Governing Sale of Poisons

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## Hardwaremen Should Carefully Consider Legal Terms — Prosecutions Have Resulted For Infringements in Matter of Detail — A Toronto Case Now Pending.

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At the request of a number of hardware merchants, and as a result of recent prosecutions of hardware merchants, Hardware and Metal is enquiring into the law governing the sale of paris green, wood alcohol, muriatic acid, arsenate of lead, etc. In the next issue will give a summary of legal conditions governing the sale of these lines.

Hardwaremen will do well to enquire closely into the legal restrictions and provisions and to see that they are being lived up to in the smallest detail. It may save losses. At the present time, a campaign is being waged to enforce the law in the strictest sense of the word. Several hardware merchants have been prosecuted recently for infringements of the law, in some cases of the most trivial kind.

A case now pending in Toronto illustrates the closeness with which the provisions of the law are being carried out. Some little time ago this dealer was fined \$50 and costs because he had been selling wood alcohol labeled as such and not marked "poison," as the law provides. Needless to state, he was careful to have new labels printed in which the word poison appeared. Unfortunately, however, red labels were used with the words in white, while the law stipulates that the word "poison" must be in black letters and  $\frac{1}{4}$ -in. in height. This discrepancy was noted by an inspector, and the merchant in question has been summoned to appear again in court to answer a second charge. The case was to have been tried on Wednesday of this week, but was adjourned until Friday.

A word of warning is necessary. Hardware dealers should enquire carefully into the legal provisions governing the sale of these lines.

# Retail Merchants in Annual Convention

President's Address Touches Upon Many Items That Are Being Discussed—Bulk Sales Act, Working Men's Compensation Bill, Business Tax and Other Resolutions on the Slate—Do Co-operative Society Promoters Print Misleading Statements in Prospectuses?

Staff Correspondence.

Toronto, May 1.—President A. Welsh, of Berlin, Ont., opened the fourteenth annual convention of the Retail Merchants of Canada, Ontario Board, on Tuesday morning with a fair representation of members from various parts of the province.

Past president, Ald. B. W. Ziemann, Preston, Ont., gave the first address at the convention.

He expressed his pleasure at being present again at the annual meeting of the R.M.A. and was glad to see the trade well represented. "Organization," said Mr. Ziemann, "was the keynote of everything. Organization was taking place at a great rate in various ways." This was true so far as almost every line of endeavor was concerned.

"We have met in convention to-day," he added, "to push the claims of the Retail Merchants' Association. Western Merchants are getting together and many associations there are affiliating with us. I trust our gathering here will be profitable and pleasant." The speaker pointed out how good returns must necessarily be secured if good seed is sown and urged that such be the case with regard to the present convention.

The secretary announced that thirteen resolutions had been submitted for discussion in the afternoon, and after giving a synopsis of them, the President requested any others with resolutions to hand them in.

## Welcome From Toronto Branch.

To open the Tuesday afternoon session, J. C. VanCamp, president of Toronto Branch, welcomed the delegates to the city. "Very effectual work," said Mr. VanCamp, "is being done throughout the province by the organizers. Retailers are realizing that without an association of this character they cannot right their grievances. Legislation is apt to be passed at any time at Ottawa and Toronto unless a very careful watch is kept on the legislators. We believe that more effectual work can be accomplished by a united body of men such as our association, than from any single line association, although doing good work, can possibly do."

J. C. Higgins a Toronto grocer, added words of welcome. "As a retail merchant I have been interested in the R.M.A. for a good many years. I believe our plan of one general association is the best for organization work. I have nothing to say against the men engaged in

one-line association work, but I do not think any one-line association can do the work that has been accomplished by this organization. There is work yet to be done; a future to be faced, problems to be solved, and if so, we must get together the best elements of the retail trade and aim to do the work and solve these problems as men.

"I have been more than pleased with the standard and character of the men I have met in past years at our various conferences. Our motto is 'make it easier to do right and harder to do wrong.' Some men count success no matter how it is obtained, but many who have made pecuniary successes have made utter failure of life. We should not bring discredit to our name. The seed is planted and we can look with every prospect for a splendid harvest."

Mr. Higgins maintained that the problems of the grocer are much similar to those of the butcher, baker or restaurant keeper and that a merchants' association was the best medium in which to study these problems. "A man should be a merchant first and a grocer afterwards," he added.

In response to the welcome extended by the Toronto merchants, B. W. Ziemann, of Preston, replied: The speaker considered that retail merchants should not have anything to do with party politics. "Remain independent," he said, "and we will have both sides of politics catering zealously for our support; and that is what we want."

## THE PRESIDENT'S ADDRESS.

A. Wesloh, the president, delivered his address in part as follows:—

"With the uniting together of the various other interests, for their own protection—such as—Labour Organizations; Manufacturers' and Wholesalers' Organizations; Farmers' Associations; etc.,—comes the danger of unfair encroachments on the territory of the Retailer; not with any wrongful intention, but through ignorance of our conditions, and these conditions are only known to ourselves. This being the case, it behooves us to still further strengthen our forces and increase our numbers, and there can be no good reason whatever, to my mind, why every Retail Merchant in Canada should not regard Membership in our Association, for the protection of his business, in the same manner as he regards his life, or his fire insurance.

"Our chief aim is to protect, in every manner, the interests of the Retail Class; and this can only be done by having ready—when it is wanted—an Organization that can act immediately, and one that is strongly equipped for any and all emergencies. To wait until the enemy arrives, before we think of building our Forts, or securing our ammunition, would be regarded as the height of folly, and yet, without our Organization, with its Officers and its equipment, we would be in exactly that position; or, in other words, the best way to secure peace, is to be properly equipped for war. Our position in this direction could not, perhaps, be better illustrated, than in the case of the introduction into the Ontario Legislature, at the last Session, of the proposed 'Bulk Sales Act,' or 'The Workmen's Compensation Act,' and a number of other proposed amendments, that would have had a bad effect on the Retail Merchants of this Province, had they been made law. By being prepared, through our Organization, we were able to muster our forces at a moment's notice, and call the attention of the Members of the Ontario Legislature to the fact, that as a class, we were alive to our interests, and able to point out to them wherein we would be endangered, had the proposed legislation become law, without recognizing and making provision for our objections.

"All this should strengthen our belief in our Organization, and impress upon us the fact that, no matter what other Organizations we may belong to, trade or otherwise, we cannot afford to neglect contributing our yearly Membership fee, to support and sustain 'The Retail Merchants' Association of Canada'; and I sincerely hope that every Retail Merchant will regard the payment of his Membership Fee, not only as his duty, but as the most important payment that he makes during the year. As individuals we are helpless, but by and through united effort, and our Organization, we can become such a mighty power, that we can direct public attention to every fraud and trick in trade, and have placed upon the Statute Books such Legislation that affects us as Retailers, that the other Nations of the earth may look to with admiration and satisfaction.

## Sees Retail Pitfalls.

"It is not my nature to be pessimistic, but if I can read 'The hand-writing



on the wall' correctly, I can perceive more dangers to the retail trade looming up in the future, than we have ever had to contend with in the past, and I sincerely hope that we will be ready and prepared to meet them. If the editorials that we read, in some of the large daily newspapers, and in some of the large circulating magazines, express the feelings of the public mind—the retail class, whom we know to be among the most honorable traders in the world—are not being portrayed in their true light, but are being blamed for almost every existing commercial evil, and are being deprecated, in order to magnify other selfish interests. In this connection, I believe that we, as Retail Merchants, should consider at some future time, the desirability of co-operating with a properly equipped press-clipping Bureau, and keep a close tab on those newspapers and magazines, who make a practice of writing articles reflecting on the position of the Retailers, and of charging them with being the 'Cause of the high cost of living,' and a host of other things that are absolutely untrue; and whether these newspapers or magazines write these articles out of ignorance, or design, the attention of every Member who advertises in these publications should be called to them, and they should be asked to not support these mediums, by advertising in their columns. I am pleased to say that the percentage of newspapers and magazines of this class are very few, and they are almost wholly confined to those mediums in large centres, who carry Mail Order and Departmental Store Advertisements.

"Another matter I would like to call the attention of the Members to, and that is;—the lack of facilities possessed by the Ontario Government, to give information on the Commercial Conditions of the Province. They have A Department of Labor; of Agriculture; of Mining; and for almost every other interest—but the most important of all—the Commercial interests of the Province, seem to have been overlooked, as it has no Department at all.

"At the present time, some very important rules and regulations concerning Retail Merchants, are placed under the direction of the Department of Agriculture, or the Department of Labor; and the result is, that we have Inspectors giving us instructions, who are not familiar with our work. This is a matter which I think our Convention should deal with.

"Another important matter which I think should be carefully considered by this Board, and that is—the desirability of pointing out to the Ontario Government, the need for more time, from the date a Bill which concerns commercial matters, is read the first time, and the

time it receives its third reading. Ontario is a large Province, and there are some important commercial matters that are introduced, either as new Legislation, or amending some present Act; and when not sufficient time is given, to enable the Merchants to properly understand them, an injustice may be done, or unnecessary opposition may arise. Unlike the Province of Quebec, or the Dominion Parliament, we have no Senate before whom these matters would again come, and which certainly acts as a further safeguard to hasty legislation; and for this reason I think that this subject should receive the careful consideration of this Convention.

"Another matter which I think is of sufficient importance to receive the attention of this Convention, and this is;—the increased expense of our criminal courts, by petty thefts that take place in departmental stores. I believe that the Proprietors of these stores should be compelled to protect their goods in such a manner, that the prosecutions that take place can be greatly reduced. This has been done in other Cities in the United States and Europe, and it should be done in Ontario. I trust that this will receive your attention.

"Before closing, there is another important matter that I desire to call your attention to, and one, to my mind, that is of such great importance, that it would be well if every Member gave it his careful consideration, with a view to bringing about a satisfactory and mutual remedy. When our organization was formed, the chief object we had in view, was to centralize the thought of the retail merchants, so that after all the sections of the retail trade had an opportunity of coming to a decision, on any matter of importance to them, we could bring our entire weight and influence, as a united body, to bear on the subject, and in this way endeavor to secure the desired legislation for trade improvement that we agreed upon.

"We must all admit that results have more than justified our plan, and its success has been due to the manner of our organization. A few merchants still continue to cling to the old-fashioned single-line trade Associations, and without having either the proper equipment, or a sufficient Membership Fee to carry on their work properly; and without having the means, or the time, to investigate the subject sufficiently, they consider and resolve on certain legislative matters, that are not only of interest to them but also to all other Retail Merchants, and they present these one-sided and not well considered views to the Government, and in some cases, they advocate measures that are diametrically opposite to the views arrived at by the united body of all classes of Re-

tailers, as represented by our Association; and while their views have not as yet, had any effect on the Government, in preventing our decisions from prevailing, yet it weakens to that extent, an influence that should be united, and a voice that should be of one accord.

"The battles we are fighting, are hard enough to win, and there should be, and there is, no good reason why there should not be perfect harmony among all Retailers. In fact, it is absolutely necessary, if we desire to sustain the retail influence. I mention this here, because I believe that if the entire Retail Trade had an opportunity of understanding the necessity that there is for united action, and how helpless any line of trade is without the moral and financial support of all, and all working under all one Organization, and in the same direction, that this question would be settled without any discussion."



## INTRODUCING THE NEW LINE.

(Continued from page 43.)

so that people can see into the windows, we'll be ready for the rush."

The results began to show themselves early. People looked the displays over with an interest which bordered on enthusiasm. Brass ware was somewhat of a novelty in Brantville and this, combined with the unmistakable fact that prices were low, attracted attention. The low priced "leaders" sold briskly. Simonds stayed around for another day and took charge of the sales in brassware as far as he could. No customer was allowed to depart without being shown the more expensive lines. Some sales were made of the high priced lines, but the profits made in this way did not make up for the loss on the fast selling leaders.

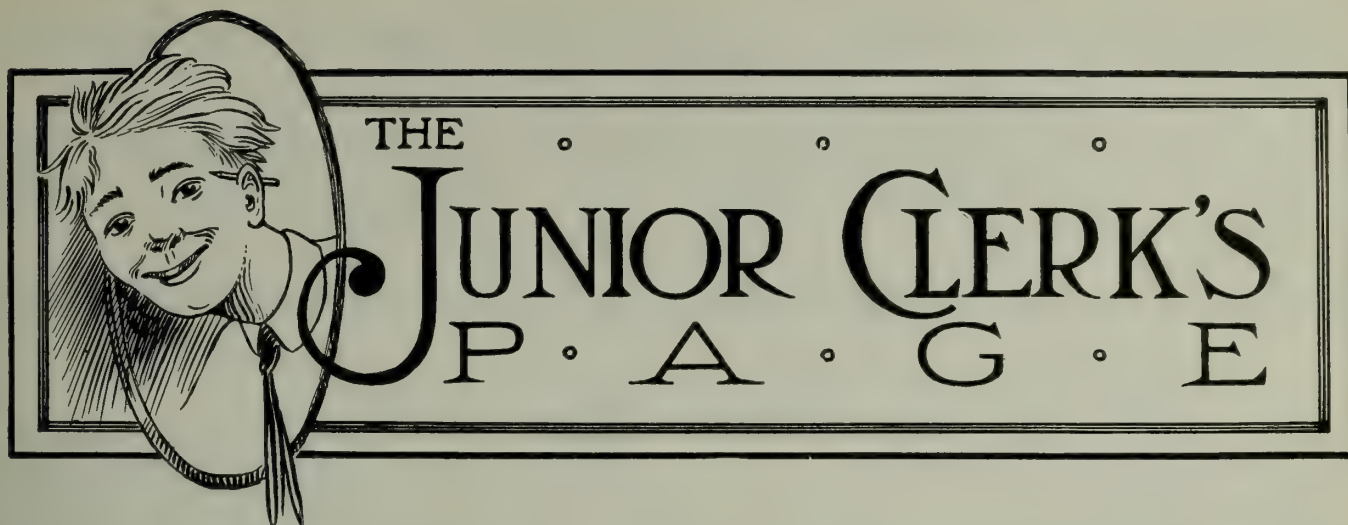
Harmon was in rather a belligerent mood when the second was up and the salesman was ready to leave.

"Don't you worry," said Simonds. "You will soon clear this stock out. Advertise it again and keep up the displays. I won't be around for a few months, and I'm ready to bet you will write in for more before I get around."

This was exactly what happened. When Simonds called at Brantville again, he found that Harmon was doing a good business in brass goods and was in a decidedly receptive mood for more suggestions. They launched silverware and cut glass campaigns with as much success as the first effort. Harmon had the expansion idea strongly after that and began to stock sporting goods, clocks, toys, roofing, and a larger assortment of household goods, etc.

Business began to look up; and has continued brisk and profitable since.





### MAKING COPPER HOLLOW-WARE IN TURKEY.

The working of copper forms a special trade in Turkey and coppersmiths have their own quarters in every Turkish market. These are little shops, in each of which a master braizer and three or four apprentices pound copper into the required shapes. The only tools they use are an anvil and a hammer, the size of which depends on the kind of work to be done; there is no forge, no fire, and no machinery, yet it is wonderful to see what they accomplish with such simple tools. The master brazier earns about 80 cents to \$1 a day, while the apprentices earn very little; but as soon as they learn the trade they open independent shops.

All copper utensils have to be tinned before they can be used, otherwise the copper, coming in contact with acids, would be likely to cause verdigris poisoning. The tinning is done in special shops, and also by men going round with portable forges. The process is very simple, consisting merely in heating the copper over a fire in a forge and dropping on it a piece of block tin and some chloride of ammonia, which are then rubbed all over the surface with a piece of cotton. Copper utensils of everyday use have to be tinned at least once every three months.—Daily Consular and Trade Report.

### HARDWARE CLERK WINS STOVE.

Hardware and Metal is in receipt of a letter from Harry Lewis, clerk in the store of J. P. Bush, Erin, Ont. Mr. Lewis was the winner in the guessing contest conducted by the D. Moore Co., Hamilton, Ont., and is now the possessor of a handsome range. Mr. Lewis noticed the announcement of the contest in the Annual Spring Number of Hardware and Metal and wishes to thank the D. Moore Co. through the columns of Hardware and Metal for the promptness

with which they announced the result of the contest and the quick delivery of the prize. The correct answer was 2,020 biscuits. The result of the contest was published on page 31 of our April 19 issue. Mr. Lewis states that the stove is now on exhibition on the floor of the J. P. Bush hardware store. In publishing result of the contest, the D. Moore Co. state that hundreds of replies were received, which goes to show the deep interest that is taken in Hardware and Metal by the hardware merchants and clerks of Canada.

### AT THE PANTOMIME.

'Midst the thunder's roar and the lightning's flash, the little raft sails past, with the hero and the sweetheart clinging tightly to the mast.

The flashes are magnesium, the thunder is but tin, which is biffed and bashed and rattled to create that awful din.

Though the wind is shrieking madly, you can hear the dropping rain, and a light from out the darkness flashes o'er the raging main.

The raindrops are composed of peas, which rattle on some wire, and with corded silk you make the wind—as you desire.

Behind that beam of blinding light you see a rocky shore, and Dick Whittington and Alice, with the cat, are saved once more.

The rocks are simply papier mache, the waves but canvas "scrim," kept shaking by the "pushers;" then the lighthouse, well, I'm him. With my lime-light all in readiness, I'm standing in the wings, and I show the light the moment that my 'lectric signal rings.

### DON'T FRET.

The man who frets at worldly strife  
Grows sallow, sour and thin,  
Give me the lad whose happy life  
Is one perpetual grin.

### REMARKS OF THE JUNIOR CLERK.

Hope is good sauce, but poor food.

To-day's best should be to-morrow's starting point.

The busier a man is the less time he has to complain of overwork.

The fellow who keeps hammering away isn't necessarily a knocker.

One way to keep the boys on the farm is to install a motor grindstone.

The man who is always blowing his horn seldom knows more than one tune.

If you require food for thought go to the public library and get a free lunch.

The rolling stone gathers no moss—neither does it have to make an up-hill fight.

You can cut across lots to notoriety, but to reach fame you must go a long way around.

### Lariviere-Courteau.

The wedding of Miss Marie Courteau, daughter of Edgar Courteau, of the firm of S. Davis & Sons, Ltd., to Arthur C. Lariviere, hardware merchant and vice-president of Lariviere Incorporee, son of Frederic C. Lariviere, will take place on Monday, May 12, in the Chapel of the Sisters of the Holy Names of Jesus and Mary, 250 Rachel East, Montreal.

King Edward, Man.—McPhee, Manning and Walker, sheet metal workers and dealers in hardware, stoves, etc., have succeeded the late firm of McPhee & Manning. The members of the new firm are A. W. McPhee, F. E. Manning, A. L. Walker.



# OUR ADVERTISING DEPARTMENT

## Exaggerated Values in Advertising---"Bunk"

Ideas Which Might be Embodied in an Advertisement of Lawn Tools—Points of Suggested Lay-out Explained—Use of One Cut at Each Corner Gives Perfect Balance—Note the Extensive Quoting of Prices.

A campaign has been started in certain quarters against dishonest advertising.

There has been of late years a distinct tendency on the part of ad. writers to drift away from the straight and narrow path of absolute truth in the preparation of copy. The transition begins with a tendency to exaggerate, to let enthusiasm run riot in descriptions. Then the habit of exaggerating values creeps in, and finally over-enthusiasm (to term it mildly) finds its way into the manipulation of figures. So far the ad. writer has not got himself into very dangerous depths, but unfortunately other influences begin to manifest themselves to force him farther afield. The competitive spirit carried to excess is one of the most potent influences toward dishonesty in advertising. The ad. writer desires to present his goods in a more favorable light than any of his competitors are doing; the spirit of emulation seizes them all, and they are soon engaged in a brisk competition of promiscuous prevarication.

For instance, Bloughard & Co. advertise a coal range, regular price \$40, for \$28. This reduction looks pretty steep, but if the season is an off one for ranges the public accepts the figures as bonafide. But then H. O. Tair thinks to go his competitors one better and advertises a range, regular \$44 for \$26.50. This is creeping far beyond the range of probabilities and the public regard the announcement with skepticism. If Bloughard and Co. accept the figures as a challenge and go out to beat them by fixing their prices to read \$46 regular for \$25, then the public refuses to put any credence in the reputed value of the stove, and the advertisement, as a result,

is worthless. In cases such as this both firms are changing their figures for the same stove, boosting the original value of the article, a few dollars for every dollar clipped from the selling price. This system of playing it at both ends to attain a statement of unprecedented bargain offering is so thin that people accept it for exactly what it is—just "bunk."

As stated before there is a distinct agitation on at the present time against this ridiculous (the word that applies) custom. Merchants are being urged to stick to facts as closely as possible and to avoid exaggeration of values. The movement has been inaugurated through the fear that buncombe advertising will undermine public confidence in advertising in general.

### Suggestion for Ads.

On the opposite page is shown a suggestion for a hardware advertisement. It is offered as suitable copy for use at the present time. As it stands, this advertisement would occupy a 3 col. newspaper space. The dimensions could be altered, however, to suit any requirements.

The articles selected are distinctly seasonable at the present moment. This is the time of year when the householder turns his attention to the laying out and improvement of his garden and lawn. The articles featured are distinctly for lawns—lawn mowers, rollers, etc. Lawn culture, as all know, is a practice or science which is generally taken up with great enthusiasm in the early spring; only, in great many cases, to be allowed to languish as the summer advances. Pater Familias decides every spring to have the best looking lawn on the street. He industriously

plants, seeds, straightens borders, digs and prunes in the pursuance of this laudable ambition. Energy lags, however, as the warm weather comes until finally interest reaches zero about the time that the thermometer starts to register 80 in the shade. Garden culture is forgotten until next spring. It follows that there is one season of the year when it is particularly profitable to push the sale of lawn tools and that is right at the present juncture, when public interest is at its highest point.

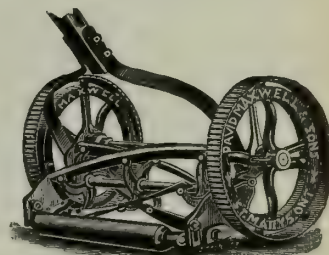
It has frequently been urged in these columns that the use of illustrations doubles the value of an advertisement. In the suggestion, four medium sized cuts are shown. They are arranged to give perfect balance, one at each corner. A feature of the lay-out that is particularly recommended is the carrying of the border to the inside of the cuts, thus giving a good margin on each side. The white space thus provided serves to make the ad. stand out doubly distinctive.

It will be noted that descriptions are given of the four articles illustrated, the matter in each case being set in a panel. Descriptions of this kind are appreciated by readers who happen to be interested in the articles. They give explicit information such as the prospective purchaser requires. It will also be noted that prices are quoted, in many instances a range of prices being given from the lowest price to the highest. This is, perhaps, the most essential feature of all. An ad. of this description without prices would "lack the punch."

The heading "Make your home attractive" was selected with a view to the class to whom this advertisement would be addressed. It is the desire to have an attractive home which leads a man to laboriously level, roll and trim up his lawn. A reference of this kind, therefore, would have a distinct appeal to the householder.

The suggestions contained in this sample are offered for the use of ad. writers in preparing copy for immediate use.

# -The Movement to Stop the Quoting of Advertising Worthless---Seasonable Suggestions



## Make Your Home Attractive

The outward attractiveness of the home depends to a great extent on the appearance of the lawn. A poorly kept lawn will offset any other improvements you may have added to the buildings. The spring is the season of the year when the lawn should be prepared. The following suggestions if used will help you to make the surroundings of your home very pleasant during the coming summer.

### Hammocks

A hammock on your verandah or in some shady place around your home will be appreciated during the warm weather, not only by yourself, but by others around the home, our assortment of hammocks has been selected with great care, the colors will not run and the designs are strictly up-to-date.

Prices: 2.25, 2.75, 3.00, 3.50, 4.00, 4.50 to 8.50 each.

### Lawn Mowers

A neatly trimmed lawn adds greatly to the attractiveness of the home. The cost of a lawn mower is exceedingly small when you consider the amount of wear you can get from a reliable make. Every mower we sell is backed up by an absolute guarantee. We carry them in stock from 12 in. to 20 in. in width, and have mowers at the following prices:

\$3.75, \$4.25, \$4.75, \$5.00, \$5.50, \$6.00 and upwards to \$16.00.

Grass Catchers—Our Catch-All can be attached to any mower in a few minutes. Price \$1.25 each.

The following tools will prove useful in helping to keep up the appearance of your lawn:

Grass Shears—25c, 35c, 45c, 60c per pair.

Weeders—25c, 35c, 40c, 50c each.

Lawn Rakes—45c, 75c, 95c, \$1.25 each.

Lawn Trimmers—\$2.00, \$2.50, \$4.00, \$5.00.

### Garden Barrows

A strong, durable barrow is useful at all times, but particularly so at this season of the year, the gardener's equipment is not complete without one. Our special with removable sides is a high grade barrow and sells at \$4.75. We carry other lines from \$2.50 up.

### Lawn Rollers

are a necessity at this season of the year, adaptability to requirement is an essential in purchasing a lawn roller. Our rollers are made so that they can be weighted with sand or water to suit the condition of the ground to be rolled. We have them in stock weighing from 100 lbs. up.

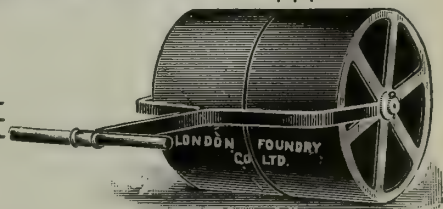
### For The Flower Beds

Planting Trowels .....15c, 20c, 25c ft.  
Planting Forks .....15c, 25c, 30c ft.  
Fence Border .....6c to 12c per foot.  
Netting .....2c to 10c yard.

## SMITH & COMPANY, HARDWARE

220 Main Street

Phone 100



*A suggestion for lawn tool advertisement.*



# Progressive Hardware Retailing

The Advantages of Going After Trade in Lawn Bowls—This Game is Widely Popular and Demand for Supplies is Growing All the Time—A Timely Sporting Goods Display.

## TIMELY SPORTING GOODS WINDOW.

Chatham, Ont.—An instance of striking while the iron was hot was furnished recently by E. C. Brisco, sporting goods dealer. Early last week the annual meeting of the Chatham Tennis Club was held, at which arrangements were made for the season's games. Simultaneously, Mr. Brisco put on an attractive tennis display in his window, comprising a net, which fenced off the back of the window, and balls, racquets and other tennis appliances. In this branch of his business, Mr. Brisco believes in the policy of keeping in close touch with local sporting events.

## PUSHING THE SALE OF LAWN BOWLS.

The 24th of May is usually the date for the opening of many of the bowling-greens in Canada. The game of bowling-on-the-green has grown in popularity by leaps and bounds during the past few years until we find bowling clubs in almost every town and city in the country. A large percentage of the bowlers are composed of business, and professional men, and in many places hardware merchants are enthusiastic members. In one Ontario city there are seven hardware merchants who are members of bowling clubs, and the total membership of two of the clubs runs nearly five hundred. There are also a large number of private bowling clubs in various parts of the country, and it is not uncommon to see bowling games taking place on the lawns of many of the large private residences. It is hard to estimate the total number of bowlers in Canada, but it is safe to say that they would run up to many thousand and the number is rapidly increasing. When we stop to consider that each of the members generally own two pair of bowls, 2 pair of nets and a bowl measure, it means that there must be a large sale for this class of goods. The question naturally arises, is the hardware merchant getting his share of this business?

The answer is: In some places the live dealers are getting trade in this line and in other places the business is allowed to go to the mail order houses who are always prepared to handle this class of trade. Lawn bowls usually retail from \$5.00 to \$5.50 per pair for first quality,

and from \$6.00 to \$6.50 for extra quality. The merchant is usually afforded a profit of \$1.25 to \$1.75 per pair. One merchant who sells a large number every season makes it a point to call, or have a representative call on all the members of the clubs in his city. By doing this he finds out how many of the old members will be purchasing new bowls and also gets a large number of names of prospective members, many of whom give their orders in advance. The merchant is thus enabled to judge the number of pairs of bowls it will be necessary for him to order. He not only gets a large number of orders for bowls, nets, measures, etc., but he also gets a good connection with the business and professional men in his city, and many orders for other lines are turned his way as a result of his enthusiasm in the bowling game.

But his sales do not end when the stock of bowls is disposed of. There are very few clubs that do not have several tournaments during the season for which a large number of prizes have to be purchased and this dealer makes a large number of sales of such lines as coffee percolators, casseroles, brass goods, cut glass, etc. This merchant is not an exception as the writer knows several dealers who make a nice profit every year from sales made to the bowling clubs and their members.

It is also interesting to note that the mail order houses who get a large amount of this business do not cut their prices to any extent, but expect to get the business on account of having the goods and letting the public know that they have them. The hardware merchant who has the goods in stock has many advantages over the mail order house and he finds that as a general rule the members in his locality much prefer to give him the business than to give it to an outside competitor.

## BUSINESS IS BRISK.

St. John, N.B.—Trade has remarkably increased with local hardware merchants since the re-opening of river navigation, and although business was most encouraging since the beginning of the year, the start of the second quarter has witnessed a steadily increasing growth, and with so much development in progress on all sides, St. John merchants have every reason to expect the best year

in their career. All lines are selling well, but there has of late been a particularly emphatic run upon house-cleaning utensils, builders' materials and stocks of this nature, the demand being better than for some years. The energies of the various hardware stores have been directed in promoting interest in these lines and also in stimulating sales on other lines which generally follow a little later, such as screenery, fly preventatives, screen doors, and the like.

A persistent campaign has been kept up by some of the stores aided by the press to a great extent for the stamping out of the fly pest early in the year before their numbers were allowed to swell. There have been placards and show cards bearing the significant words "Swat the Fly" in all departments of the hardware shops, in the windows, and in other noticeable places, along with the advice to buy early in the season such things as will tend to prevent the inroads of the flies during the hot summer months. Mention was made of the dangers from the pests, and of the necessity of taking precautions at once.

Much interest has been also displayed in the promotion of sales in garden tools for amateurs and professionals, and efforts have been made to supply in this regard where it was at all possible, any article which might be needed for the cultivation of the lawn, or garden, while the farm has not been forgotten. Tools, such as rakes, spades, shovels, all kinds of shears, watering pots, etc., have been "boosted" to a high degree while stress has also been laid upon the necessity of the purchase of such things as barbed wire, plain wire, pliers, poultry netting, wheel-barrows, and a wide variety of other lines which are valuable adjuncts of farming life.

J. Walker Andrews, who has been for the last twelve years in the employ of W. H. Thorne & Co., Ltd., in this city, has severed his connection with that firm, and accepted a position with the Union Metallic Cartridge Co., of New York. Before leaving the employ of W. H. Thorne & Co., his associates assembled to wish him success in his new line and in their behalf Edward Coll presented to him a handsome diamond scarf pin as a token of remembrance and esteem. Mr. Andrews has already taken up his duties with the Cartridge Co.



# Current News of Hardware Trade

## Moved Offices.

F. Albany Rowlett, advertising agency have removed to their fine new offices in the Tanner-Gates building, Toronto.

## Put New Truck in Operation.

Lewis Bros., Montreal, have put a three-ton motor truck in operation on their city delivery service. This firm have three motors already in operation.

## To Vote on By-Law.

A by-law is to be submitted to the ratepayers of Goderich, Ont., which, if carried, will mean the establishment here of Rice-Knight, Ltd., manufacturers of brass fittings, etc.

## Starts For Himself.

Galt, Ont.—Frank Short for the past six years has been in partnership with I. J. Ross in the plumbing, heating and electrical business and has now started in business for himself at 28 Ainslee St., south.

## To Larger Quarters.

T. H. Scott, manufacturers agent, has moved from 133 Coristine Building, Montreal, to 404 Coristine Building, where he will occupy larger premises. Mr. Scott's growing business has forced him to make this move.

## Enlarging Garage.

Petrolea, Ont.—Kemp & Hodgson are erecting an addition to their garage on Petrolea St., West, comprising work and machine room, boiler room and accessory storage room. The main building will be used entirely as a show room when the addition is completed.

## Death of Hardware Merchant.

Minitonis, Man.—The death is announced of H. C. McKay, of the firm of McKay & Laing, hardware merchants.

## Store is Closed.

London, Ont.—The Gurney-Oxford stove store under the management of Mr. Burke, has been closed and the line will be handled in future by Smallman and Ingram.

Jobbers and retailers are exceptionally busy, and report March and April sales as being larger than those of the previous year.

## Hardware Clerk Burned.

Bert Culley, a clerk employed in A. Laurie's hardware, met with a painful accident. He was in the basement pouring roofing cement from one can to another. It was quite dark and he lit a match to see if the can was nearly full when the mixture exploded. Being dir-

ectly over the can he was badly burned by the flame.

## New Sales Manager.

A recent appointment of much interest to the Western hardware and paint trade is that of D. McIver to the sales managership of G. F. Stephens & Co., Ltd., with whom he has been so long associated as traveling representative.

Mr. McIver began his career as a hardware clerk some twenty-two years ago with R. P. Wilkinson, of Goderich, Ont., where he worked for thirteen years. Leaving Goderich, Mr. McIver went West and has been with the G. F. Stephens & Co., Limited, since that time, starting as a salesman and working his



MR. D. McIver,

way to the position of special traveling representative, in which capacity he calls on the architects and largest buyers in the interest of Stephens' Paints.

## Leamington Gets Industrial Offer.

Leamington.—A letter was received by Leamington town council at its last meeting from J. G. Jones, of Detroit, concerning the establishment of a cut glass factory here. A communication was also received from another Detroit firm, with a capital of \$25,000, asking for certain privileges and stating that the concern would employ 50 hands. Commissioner Brown was instructed by the council to call and investigate. A representative of the Stratford Corrugated Steel Company also addressed the board.

## Addition to Factory.

Chatham, Ont.—The erection of a one-storey addition to the Chatham branch of the Gananoque Spring and Axle Co., formerly the Dowsley Company, was commenced a short time ago, and the addition will likely be completed by June 1. The new building, which is to be used exclusively for the manufacture of automobile springs, will cost \$4,000.

## Personal Notes.

Vancouver, B.C.—G. R. Bairr is advertising going out of business.

Hartney, Man.—A. Munroe, of Winnipeg, has taken up his new duties in the hardware store of H. Hunter.

Gladstone, Man.—John Robson, of Forest, Ont., has accepted a position in Alex. Henderson's hardware.

Edmund O. Robin, representing John Oakey and Sons, Ltd., was in town recently on business for his firm.

Mr. McNaughton, general sales manager of the Dominion Iron and Steel Co., Sydney, N.S., called on the trade this week.

The following merchants were in Montreal this week on purchasing trips: J. B. Damour, Ste. Philomene; H. Coursol, Avoca, Que.

Port Arthur, Ont.—It is reported that Barton & Fisher, hardware dealers, will erect a large business block on Algoma St. during the coming summer.

Port Arthur, Ont.—Chas. Harvey, for the past three years associated with Marks, Claret, Dobee Co., has resigned and accepted a position with Barton & Fisher.

Frank E. Shildrick, of Hagarsville, Ont., is in Montreal this week visiting his daughter who resides here. Incidentally Mr. Shildrick is visiting the trade and making purchases.

The many friends of H. B. Shuttleworth, Hamilton, Ont., factory representative of Brandram-Henderson, Ltd., will regret to learn that he is confined to his home through illness.

Lt.-Col. Robt. Starke, of Starke, Seybold Hardware Co., was slightly injured last week at the corner of St. Catherine and Greens Ave., when he was caught between the trolley car from which he had just alighted and a passing dray. Mr. Stark is improving nicely and expects to be out again in a few days.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKET AT A GLANCE.

The past week has seen few changes in prices and the feature of the market has probably been the most unusual proportions of general demand. More business is being done than most manufacturers and jobbers had hoped for. In metals a duller tone has manifested itself during the past week, but any lack of activity there has been more than made up by the big demand in all other lines. Activity is particularly marked in paint lines.

On the whole, supplies are good and prompt deliveries are being made. There is still a partial shortage noted in shovels, poultry wire and in bars, sheets and plates. In no case, however, is the shortage serious.

From Montreal comes the report that the price of corrugated hinges has been advanced 10 per cent. to the wholesaler. This presages an advance in the price to the retailer. Advances are reported from Toronto on black and galvanized pipe, and it is rumored that an increase may be put into effect on silverplated ware before very long. A reduction of  $\frac{1}{4}$  cent has been made on 650 ft. twine, prices on other twines remaining the same.

Business in hardware is now bulking largely in summer goods. The demand for refrigerators is particularly heavy, breaking all records. Stove business is also reported to be unusually brisk for this time of year.

"Fair" sums up the general condition of collections. Money seems a little easier.

## MONTREAL.

Montreal, April 30.—Trading in hardware is very brisk this week, even showing an improvement over the volume of business accomplished last week. To use one wholesaler's report we might say "that everything is booming. The boats are running, orders are coming in fine. Look at the pile of orders over there."

There is still a shortage in shovels and poultry wire. One poultry wire manufacturer interviewed this morning stated that no orders would be accepted for delivery earlier than June 1st.

Prices remain firm at last week's quotations, with the exception of corrugated hinges, which have advanced 10 per cent. to the wholesale trade. The jobbing price has not been altered as yet, but will be advanced during the week.

## Refrigerators Selling Well.

The warm weather of the past two weeks has stimulated both retail and wholesale buying. The sales of refrigerators so far this season are away ahead of last year's business, and the better grade of refrigerators are selling better than ever before.

Tools.—The demand for tools is improving, especially for contractors' tools. Hammers and chisels are selling exceptionally well this week. Farm tools are

moving freely, and a number of large orders for these lines were shipped to lake and river points this week. Shovels are still very scarce, but it is anticipated that this shortage will soon be overcome.

## Builders' Hardware.

Corrugated hinges will be advanced in a few days about 10 per cent. Wall board and steel lathe are in good demand, and, with the extensive building operations planned for this season, the demand should increase quite sharply. Door sets, lock window fixtures, etc., are moving freely, and, in fact, all lines of builders' hardware are in excellent demand.

## Sporting Goods.

Revolvers and rifles are meeting with a heavy demand, and are being featured by several retailers this week. Fishing tackle is also selling well, but baseball goods lead the procession these days. Roller skates, footballs and lacrosse goods are moving very freely.

## Brisk Business in Stoves.

The brisk trading in stoves continues, and even shows an improvement over last week. A large number of orders for lake points went out this week. Heavy ranges are selling well for this season of the year, but the gas stove business is exceptionally heavy this year. Oil stoves are selling well, and show a

little improvement over last week's trading.

## Gas Stoves.

The demand for gas stoves is breaking all records this season. Manufacturers are hard pressed to keep pace with orders, they are coming in so rapidly. Ovens and gas plates are meeting with a ready sale, while gas fixtures are in good demand. The annual moving will create a new market for both gas and electric fixtures.

## Heavy Ranges.

The demand for these stoves is improving, and a large number of orders have been booked for future delivery, but the orders for immediate delivery show the biggest increase.

Furnaces are selling fairly well for this early in the season. Inquiries for furnaces are coming in more freely, which promises well for future business. Radiators and boilers are selling slowly, but the prospects for the season's business is very good. The net price of pipe is given under another heading.

## Metal Markets Easier.

The metal markets continue to weaken, and during the past week several metals have declined. The demand for metal continues quite heavy. A shortage of steel bars for construction work is reported from United States points. The war scare in Europe seems to have demoralized the metal market to some extent, but there is a feeling that the market will soon recover.

Tin.—The London market on futures is off £3 15s, with quotations holding at £219 10s, while the price of spot tin is up £2 5s, selling at £230. The New York market shows an advance of 25c for the week, while the local market remains steady at last week's quotations, with a good demand.

Lead.—The London market is down 7s 6d, with quotations at £17 12s 6d. The local lead market is unchanged. The demand for lead is quite heavy. English white lead, both ground in oil and dry, advanced ten shillings on the 26th; this is likely to have a tendency to boost the price of white lead on the local market.

Spelter.—Spelter is unchanged. The London and East St. Louis markets are quiet under a steady demand. The local market is steady at \$7, with an improving demand.

Copper.—The English copper market



## HARDWARE AND METAL

has declined ten shillings during the past week, and the New York market is off 10 cents per cwt., selling at \$15.35. Locally spot copper is higher, while futures show a little falling off. The demand for copper plates is good.

English pig iron is down 1-6d.

"Carron" soft steel is quoted at \$23.75 from store and 25c less on wharves. Other steel and iron goods remain the same as quoted last week.

### TORONTO.

Toronto, May 1.—Business in the metal markets has been rather quiet during the past week, but the general feeling appears to be that it is only temporary and will be of short duration.

Collections have been reported as being rather slow.

No price changes have been reported.

Hardware jobbers are exceptionally busy, and prices are firm on all lines. Toronto jobbers have advanced their price on black and galvanized pipe. Poultry netting is in good demand, despite the two recent advances in price. There is a heavy demand for summer goods which has been caused by the warm weather during the past week.

Stove manufacturers are already receiving repeat orders for gas ranges, oil and gasoline cooking stoves, ovens, gas plates, etc. There is a heavy demand for galvanized wares, especially garbage cans which are scarce at present. There is a heavy demand for paint and manufacturers are very busy. Linseed oil has advanced. The new prices appear in the paint market report. Collections are fair.

#### Lead.

No change has taken place since last week, Toronto quotations range from \$4.85 to \$5.10 per hundred.

#### Copper.

The copper market is in very much the same condition as during the previous week. Quotations still range from \$16.10 to \$16.25. The demand is fair.

#### Solder and Babbitt Metals.

There is a good demand for solder. The price is still quoted from 28¾ to 31c per lb. Babbitt metals are quoted from 6c to 60c per lb. and are in fair demand.

#### Lead Pipe, Traps, Etc.

No change has taken place since the advance noted in our last issue. Lead pipe is quoted at 15 per cent. discount; traps and bends at 40 per cent.

#### Iron and Steel.

No price changes are reported. There is still a scarcity of bars, sheets, hoops and plates. Only a limited number of orders have been placed during the past week.

#### Spelter.

No change has taken place in the price of spelter since the advance of 10c per 100 lbs., which was noted last week.

#### Cutlery.

There is a good demand for cutlery and a few advances have taken place during the past week. It is rumored that there may be an advance in silver-plated ware. There are no new developments regarding the silver-marking act.

#### Belting, Lacing, Etc.

Standard leather belting is quoted at 60—10 per cent.; extra belting, 60 per cent.; Agricultural up to 4 in., 75 per cent.; No. 1 not wider than 5 in., 75 per cent.; cut laces, 95c lb.; sides 85c lb.

#### Hides.

Toronto dealers are offering the following prices for hides: Trimmed hides, green, 12 to 13c; trimmed green and partly cured, 12½c to 13½c; usual 2 lbs. tare. Horsehides with mane and tail up to \$3.75; sheep skins up to \$1.50.

#### Sporting Goods.

Baseball mitts, gloves, bats, masks, balls, etc., are being ordered in large numbers and judging by the size of some of the orders the retail hardware merchants in many places must be doing a large business in these lines. Hardware jobbers and sporting goods houses report a good volume of business being done in the sporting goods department. There is good demand for fishing tackle.

#### Summer Goods.

The past week has evidenced much activity in summer goods. A large number of shipments have been sent out, including refrigerators, ice cream freezers, water coolers, sprinklers, etc. There is a good demand for lawn mowers, grass catchers, lawn rollers, etc.

Corrugated hose is quoted at 13½c per foot for ½-in. size; 17c per foot for ¾-in. size with an extra 5 per cent. in 500 ft. coils.

#### Enamelware.

There is a heavy demand for enamelware, especially the better grades.

*Toronto hardware jobbers have advanced their price on black and galvanized iron pipe; the following prices are f.o.b., Toronto:*

	Black	Galvanized
¼-inch .....	2.28	3.08
½-inch .....	2.72	3.57
¾-inch .....	3.28	4.43
1-inch .....	4.85	6.55
1¼-inch .....	6.56	8.86
1½-inch .....	7.84	10.59
2-inch .....	10.55	14.25

35c to 38c per lb. is offered for horsehair.

#### Nails, Wire, Etc.

Business in these lines is exceptionally brisk and prices are unchanged, but firm. Wire nails are quoted at \$2.40 base in small lots; cut nails \$2.80 in small lots; barb wire, \$2.55 in small lots. Poultry netting is in good demand despite the advanced prices. The discount is now 50 per cent. as quoted in our last issue. Screen wire cloth is still selling at \$1.55 in 100 ft. rolls and \$1.60 in 50 ft. rolls.

#### Rope, Twine, Etc.

Pure Manila rope is still quoted at 17c base, British Manila at 13c base, and Sisal at 12c base. Hemp appears to be a little easier, but Toronto dealers claim that present quotations on rope will remain firm for some time. A decline of ¼c per lb. has gone into effect on 650 ft. twine, which makes the price 12½c; 600 ft. twine is still quoted at 11c; 550 ft. twine at 10c; 500 ft. twine at 9½c; ¼c per lb. allowance on 5 tons or over and ¼c per lb. allowance on 10 tons or over.

Whiteware is quoted at 75 per cent. discount; blue at 50—10 per cent., and gray at 60—10 per cent. Quotations are firm.

#### Stamped Ware, Pieced Ware, Etc.

Stamped ware, plain, is quoted at 72½—15 per cent.; retinned 72½—5 per cent.; pieced ware, 35 per cent., with exceptions. Japanned ware is quoted at 45 per cent.

#### Copper and Nickeled Wares.

There is a good demand for nickel-plated tea-kettles and pots with the discount at 40 per cent., and a special 10 per cent. in three-dozen lots.

#### Garbage Cans in Demand.

Manufacturers of galvanized garbage cans are having difficulty in keeping up with the demand for garbage cans on account of many cities and towns having recently passed by-laws covering the gathering and disposal of garbage. This has caused a heavy demand for this line. The discount on galvanized garbage cans is 40 per cent.; pails, tubs, and oil waste cans are quoted at 45 per cent.

The discount on both lines is still 20



per cent., the list prices appear in current market quotations. The demand is exceptionally brisk at present.

## Heavy Demand For Oil Stoves.

A large number of orders are being received daily for coal oil and gasoline stoves. The warm weather of the past week has caused the stocks of the retailers to move rapidly and repeat orders have been received in a number of instances.

## Good Demand for Gas Ranges.

There is an exceptionally heavy demand for gas ranges, and manufacturers are kept busy filling orders. There is an increasing demand for the high-grade stoves. Gas plates and ovens are also in good demand, quotations are firm and no changes in either direction have been reported.

## Building Paper.

There is a big demand for building papers of all descriptions, asbestos paper is quoted at \$3.25 in small lots by Toronto hardware jobbers. The price of raw materials has advanced considerably and it would not be a surprise to some of the Toronto dealers if the price of the finished product should advance.

## WINNIPEG.

Winnipeg, April 27.—A general examination of prices in wholesale hardware is now under consideration with a view to revision. Several articles are no doubt out of line and it is hoped that the changes made, which will be announced in the next issue of Hardware and Metal, will stand for the greater part of the season.

Fine weather has given a healthy impetus to the building trades and builders' supplies have been going out quite freely. In the heavier lines of contractor's material there is not the business usually looked for.

There is a satisfactory movement in sporting goods, camp outfits and household goods in general.

Prospects are very encouraging and the large number of small and medium sized residences going up on the outskirts of the city is a favorable indication of future business.

## Revised Metal Prices.

Revised prices on several lines of plate and other lines in metals may be expected this week. Wholesale dealers are at present working on revised lists.

There is nothing new in the situation here, but it is noteworthy that metallic construction figures much more largely in building permits issued than ever before.

There is still a good demand for structural iron and steel, but prospects are not as good as at this time last year—

several big undertakings are said to have been postponed on account of dear money.

## Impetus to Stove Trade.

Fine weather almost approaching summer's heat has given a decided impetus to business in freezers, churns and refrigerators. Camp cooking furniture has also been in fair demand and a rush for these lines is sure to come about the middle of May when the annual exodus to summer cottages sets in in earnest. There is a well maintained movement of light cook stoves and gas stoves and oil stoves have been in very fair demand.

Very little doing in heavy ranges at present, but a few should go out when seeding is completed.

Winnipeg, April 27.—The painter's strike which unfortunately has not yet reached a settlement has no doubt been detrimental to business and is holding back a lot of work that should have been done ere now and out of the way.

Another matter that will directly affect the paint trade is the determination on the part of the city council to stop further erection of over-hanging electric signs. In fact a campaign is on foot to have all overhanging signs abolished and it will eventually win. These signs are dangerous and this town is tired of them. Their removal would give a great impetus to the sign painter's business.

There is a fair movement of paints, oils, glass and other staples. The only price change is on putty which is a little dearer, \$2.75 per cwt. in casks; bladders in barrels, \$3.25; bladders, 100 lb. cases, \$3.40.

# HARDWARE LETTER BOX



## McCloskey Wire Stretchers.

The Collingwood Hardware, Ltd., Collingwood, Ont.—“Kindly inform us through Hardware and Metal what firm manufactures the McCloskey wire stretcher.”

The McGregor Banwell Fence Co., Walkerville, Ont.—Ed.

## Metal Lath.

Emerson & Fisher, Ltd., St. John, N.B.—“Please give us names of Canadian firms manufacturing metal lath.”

Metal Shingle & Siding Co., Preston, Montreal; Metallic Roofing Co., Toronto; Steel & Radiation, Ltd., Toronto.—Ed.

## Woven Fence.

Cochrane Hardware, Ltd., Copper Cliff, Ont.—“Can you inform us what firms manufacture a woven wire fence, 4 ft. high, with wooden pickets?”

E. L. Dyer, 47 Wellington Street E., Toronto; Model Incubator Co., 196 River Street, Toronto.—Ed.

## Sisal Cordage.

H. G. Smith, Ltd., Regina, Sask.—“Are you in a position to advise the names of prominent American and Canadian firms manufacturing sisal cordage?”

Independent Cordage Co., Toronto; Consumers Cordage Co., Montreal; Columbian Rope Co., Auburn, N.Y.; Whitlock Cordage Co., 46 South Street, New York.—Ed.

## American Roofing Pitch.

Carleton Hardware Co., Ottawa, Ont.—“Kindly advise us what firms manufacture American roofing pitch.”

Paterson Mfg. Co., Montreal, Que.; General Roofing Co., Winnipeg, Man.; Alex. McArthur & Co., Montreal; Canadian Supply Co., 220 King Street W., Toronto.—Ed.

## PURCHASERS OF CROCKERY WARE.

The Trading Company of Canning, N.S., have been running special sales on tinware, enamelware and crockery ware. As an inducement to stimulate business they are offering special prices on sugar to all customers who make purchases of crockery ware in the hardware department during the week. Those purchasing one dollar's worth of crockery ware are privileged to buy 21 lbs. of sugar for \$1. A two dollar purchase allows 22 lbs. for \$1. A three dollar purchase allows 23 lbs. for \$1. A four dollar purchase allows 24 lbs. for \$1 and a \$5 purchase allows the customer to purchase 25 lbs. of sugar for \$1.

Comber, Ont.—W. Wallace has disposed of his furniture business and in future will confine his attention to the hardware department.

Dunnville, Ont.—A. E. Stickel and Geo. F. Windecker, seed and implement merchants, have dissolved partnership. The former will carry on the seed business in future, and Mr. Windecker the implement business.

Westport, Ont.—Messrs. Gimber and Lindsay, two Toronto men have purchased the hardware business of W. J. Wing, of this town. They are adding a large amount of new stock, and also a plumbing, heating and tinsmithing department.



# New Hardware Goods

## NEW MODEL LEVEL.

J. Sand & Sons, Detroit, Mich., are offering the trade their new model aluminum level here illustrated. It is claimed that the level will not warp and will last a lifetime. The level glasses are covered with heavy lenses which it is claimed makes these parts dirt, dust and



waterproof. It is claimed that the levels are made of the best aluminum obtainable and that they are light, strong and durable and will not rust. The new style levels are made in several sizes.

## SELF-LOADING PISTOL.

Harrington & Richardson Arms Co., Worcester, Mass., are offering the trade a new Self-Loading Pistol. Caliber 25 (6. 35 m/m) here illustrated. The new pistol is the result of much investigation and long experimenting to produce a hammerless pistol of the automatic type to combine the desirable features found in the new pistol. A separate pressure on the trigger is required for each shot and the pistol is styled "self-loading" rather than "automatic" to correct the erroneous idea that an auto-



matic weapon fires itself and, therefore, is not under control of the shooter. With a filled magazine in place, the first cartridge is placed in the chamber and the hammer cocked by pulling the breech block back once by hand. After the safety lever is moved up with the thumb, the pistol is ready for firing, and can be discharged as rapidly as the trigger can be pressed. After the first cartridge has thus been placed in the chamber, another cartridge can be placed in the

magazine, making seven shots at the disposal of the shooter. On firing a cartridge, the empty shell is extracted, the hammer cocked, another cartridge is taken from the magazine, placed in the chamber and the breech closed, all automatically and without manipulation. To perform these operations the recoil

is utilized, with the result that the "kick" usual in a powerful pocket weapon is reduced. A positive safety, locking the firing mechanism is provided, so located that it can be conveniently operated by the thumb of the right hand. When in the down or normal position, the word "safe" is visible and the pistol cannot be discharged. By throwing the safety lever up with the thumb, the "safe" is obscured and the pistol ready for use. The weight of the pistol is 12½ ounces; length over all, 4½ inches; length of barrel 2 inches; capacity of magazine, 6 shots.

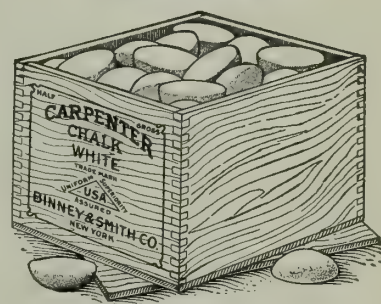
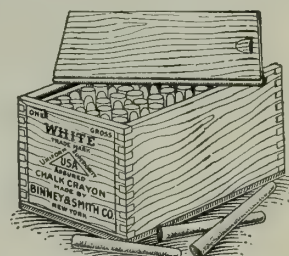
## BENJAMIN SANITARY GLASS HOLDER.

A new sanitary glass holder is being offered to the trade by the Benjamin-Sellar Mfg. Co., 557-559 West Quincy St., Chicago, Ill., manufacturers of hardware specialties. With this holder the glass is always held upside down and it is claimed that the dust cannot settle inside. The principal feature is the spring wire holder which yields as the glass is pressed down on them and holds the glass firmly so that it cannot be knocked off. This is an important feature particularly when the holders are used on steam boats, yachts or any place where the glass is in danger of being knocked or shaken off. It is claimed that the glass is always kept clean and sanitary. Dust or germs cannot settle inside of the glass. The spring holder adjusts itself to any size glass, light spring pressure holds glass securely, the holders are nickel-plated and weigh 3 lbs. to the dozen.

## NEW LINE OF CRAYONS.

Binney & Smith Co., 81-83 Fulton St., New York, are offering to the Canadian

trade their new lines of carpenters' chalk, mill crayons, school chalk, lumber crayons, railroad crayons, wax crayons,



etc. The company manufacture crayons for every purpose and in all colors. Circulars, quotations, etc., will be mailed on request.

## Catalogues and Booklets

### Fireless Cookers.

The Toledo Cooker Co., Toledo, Ohio, have issued a 32 page booklet dealing with the features claimed for The Ideal Fireless Cook Stove. Copies will be mailed to those interested.

### FIRE LOSSES.

Liverpool, N.S.—Foener & Dauphinie, plumbers, have suffered a loss by fire.

Vancouver, B.C.—Fire recently destroyed the roof of Wilson Bros. brass foundry.

Brantford, Ont.—Fire has caused a loss to Pratt & Letchworth Co., manufacturers malleable iron.

St. Catharines, Ont.—Fire in the plant of the Canadian Carbide Co., at Merriton, caused damage to the extent of \$10,000.



# Methods of Retailing Paints and Varnishes

## "Clean up Week" Brought Paint Sales

**How One Hardware Dealer Was Ready for Opportunity's Knock—During Week Set Aside For Spring Cleaning, He Launched an Active Paint Campaign.—A Story With a Moral.**

Despite the fact that it has been sagely decided that there is no such thing as a coincidence, things are constantly occurring which cannot appear in any other light than as queer vagaries of chance.

For instance it would be hard to connect an afternoon tea in the home of the society leader of Hometown with a sudden advance in the proceeds of the paint department of J. P. Brown, a local hardwareman. If the one resulted in the other, it would appeal at once as a rather remarkable coincidence. And this is exactly what happened.

It was at a meeting of the W.G. of C.I. (Womens Guild of Civic Improvement) held at the home of the aforesaid Society leader that the suggestion was first made for the holding of a "clean-up week" in Hometown. The W.G. of C.I. had been organized a couple of years before, largely for the purpose of providing the members with something to do during the dull seasons when social functions were few and far between. As a result of the deliberations of this august body, a monument or two had been erected in town, some admirably managed fetes and festivals had been conducted with great eclat and the city council had been memorialized on sundry occasions to round off street corners, pave all suburban roads, and carry out other much needed civic reforms. But the W. G. of C. I. hit on something live when it launched the idea of a clean-up week.

The suggestion, in brief, was that the city council should set aside a week in early spring when every householder should clean up his lawn and premises generally. The council accepted the idea with alacrity and carried it out with unusual despatch. Recognizing that there are always a certain number of citizens who lack civic patriotism and who cannot be stirred out of their natural torpidity by mere suggestion, the aldermen put a by-law through making it incumbent on every one to observe "clean-up week" and arranged with the police to see that it was carried out.

J. P. Brown was a young hardwareman who had marked the three years he had been in business by evolving

more merchandising ideas of a distinctly novel and even revolutionary type, than Hometown had seen in the previous twenty. Opportunity never knocked unheeded at the door of the J. P. Brown hardware store. As a general rule J. P. himself was out in front watching in both directions as soon as old man Opportunity hove in sight. Accordingly the passing of the clean-up week by-law appealed to J. P. Brown, as a most exceptional opportunity to push the sale of a number of hardware lines.

One week from the opening day of the week of yard cleaning, Brown started to advertise spades, rakes, hoes, garden cultivators and other tools which would be needed for the work. He put in window displays and arranged the tools near the front of the store. However, he soon discovered that all the other hardware stores in town were doing the same thing and were getting their share of the trade.

Brown made up his mind that it would be necessary for him to strike a new line if he wanted to get ahead of his competitors. Then the happy thought of making a special paint campaign occurred to him. This looked like the opportunity he had been waiting for.

Brown sought out the editor of one of the local papers early the next morning. "You are running a lot of news about clean-up week," he said. "Why don't you start to urge that it be made a paint week as well?"

He then proceeded to give the editor the benefit of a few facts about the advantages of paint, the comparative cheapness of it in view of the benefits and, finally, the wonderful improvement which could be wrought in the appearance of the city that way. The editor was impressed.

"We could make a good article on that subject," he said. "Where could I get the necessary figures?"

"Right here," said Brown, pulling a bundle of clippings out of his pocket. "Here is a lot of matter I have been collecting, mostly from trade journals. You'll find all the information you want there. And here are some cartoons I found recently about the use of paint. Reproduce these and put a

big heading on and there you have a live leader for to-night's paper."

"You should quit the hardware business and get into the newspaper game," said the editor, touching a button. The office Mephisto appeared and was sent off with the cartoons for reproduction.

"And now," said Brown, pulling a sheet of copy from one pocket and a package of small cuts from another. "Here's the copy for a half page ad. I want it to appear to-night sure, just as close to your paint article as office regulations will permit."

That evening, the citizens of Hometown read a stirring article on the advantages of paint, from the standpoints of property preservation and beautification. The editor made a strong appeal to all citizens to further display their civic loyalty by painting their homes during clean-up week. And turning to the next page, they saw the half page advertisement of J. P. Brown, talking paint in the same strain and urging the advantages of the particular brand of paint which he carried.

Next morning a big streamer adorned the front of the Brown hardware store. "Observe paint week—It will pay you," it read. Smaller streamers were attached to the inside of the plateglass reading "——'s paints are the best made." Inside the store, paint was very much in evidence, practically the whole front of the store having been given over to the stock. Cards were everywhere, giving messages as follows: "Paint that house—It needs it." "Don't leave off painting until next year—Do it NOW." "Spend a few dollars—Make a few hundreds—Buy ——'s paint."

The other hardware stores took the idea up with great vim, but Brown had got in too early to be headed. He had the pole position. When the people of Hometown thought of the paint campaign they thought first of J. P. Brown.

A great deal of painting was done during the week, and a good deal more would have been done if there had been enough painters in town to do the work. The effects of the campaign were felt, therefore, for a good many weeks afterwards. Business in paint broke all records; and Brown got the bulk of the trade.

### Applying the Moral.

The incidents related above occurred in an American city last spring. There is no reason why the idea of a "clean-



up week," associated with a painting campaign should not be instituted in every city and town in Canada this spring. If nothing has been done yet toward this end in YOUR town, why not see about making a start on the good work YOURSELF.

All hardwaremen in the Dominion of Canada should endeavor to get their respective civic bodies to pass clean-up ordinances. To do so would be to help along the good work of civic improvement, and incidentally insure a satisfactory share of business.

brought me in \$50 apiece in increased business," he remarked afterward. "The advertising and color cards brought the rest, so I guess the campaign was a good paying one."

## Progressive Western Firm.

A thoroughly up-to-date firm in respect to the management of the paint department—and in all other respects as well—is that of Carter & Bailey, Moose Jaw. A glance at the photographs herewith reproduced, showing an interior view of their paint department and a window display, will convince on that score.

Carter & Bailey believe that to sell paint it is necessary to show it well. Their department is prominently situated in the store, and is very neatly arranged. The illustration shows the tidy arrangement of the goods on the shelves, and also demonstrates the splendid use made of manufacturers' lithographs and selling helps.

Window displays are arranged frequently.

## Featuring Paint Stock to Good Advantage

**The Methods Adopted By Carter & Bailey, of Moose Jaw—Results Are Out of Proportion to the Small Amount of Time And Labor Involved.**

It is probably true that every hardware man recognizes the advisability of featuring his paint stock conspicuously and attractively at the present juncture. Theoretically it appeals to them as quite the proper thing; but, unfortunately, a great many do not attempt to put the theory into practice. The paint is left in the section of the store, and customers, if they feel so inclined, can come in and ask for it. As a great deal of paint is used in the spring, enough is sold without effort to satisfy the dealer of this stamp.

When an effort is made to boost sales, however, it is surprising the difference that is found in the sales totals. The increase is altogether out of proportion to the amount of time and energy involved. A dollar's worth of time brings back ten dollars' worth of increased sales. Try it out and see if this estimate is not pretty near the truth.

A case is recalled where an Ontario

hardware man increased sales during the month of April one year by \$325. The increase was due, he decided, to the fact that he had undertaken various ways of featuring paint for the first time. For instance, he had used the store windows for paint displays on three occasions during the month. He made good use of color cards, and did a little newspaper advertising. "I guess those window displays must have

## Rosin Operations Upset the Market

Savannah, April 21.—Complete demoralization of the rosin market has followed the sudden announcement at the close of last week by the creditors' committee in charge of the American Naval Stores Co., that this company is planning to liquidate its large holdings

and to refrain from purchasing any of the new crop now flooding the market.

The uncertainty which has surrounded the plans of the committee for settling the company's heavy obligations brought all operations in the rosin market to a standstill about three weeks



*A window display of paint shown by Carter and Bailey, of Moose Jaw.*



## HARDWARE AND METAL

ago. No sales of consequence have been made except by the so-called "trust," whose stock of rosin was far in excess of its turpentine holdings at the time of its suspension on February 21.

In the belief that it could realize more ready cash from a sale of its rosin than from any of its other holdings, the committee began to dispose of this gum. By offering its rosin at bargain figures the committee has been able to sell a large portion at a time when the new crop goods have been unsalable. This stock has accumulated in large quantities in the primary centres.

Recently the committee instructed the company's sales department to convert all its unsold rosin at any price. As a result, common and good-strained and general sample E grades, which had been commanding \$5.80 to \$6.00 a barrel in New York, have broken to \$5.20 to \$5.30. These grades are likely to be offered at still lower figures if the aggressive selling of the creditors' committee is continued.

Prior to entering upon this selling, the committee arranged to borrow \$750,000 more from the merchandise and banking interests to which the company is already indebted to the extent of \$4,000,000. This new financing was effected in order to keep the company a going concern. It was realized that a conversion into cash of its assets, estimated at \$2,000,000 in excess of liabilities, could best be accomplished by a partial resumption of its operations. In

order to raise the \$750,000, the creditors have been asked to subscribe 10 per cent. of the amount owed to them. Such loans are to take priority over all unsecured claims.

These 10 per cent. subscriptions are to be made for a short time, but with the understanding that they may be extended to a maximum period of six months, at the discretion of the committee.

At the close of last week, the committee decided to remain out of the market for the new crop rosin, and to offer the company's old crop at bargain prices. It called upon the creditors who held warehouse receipts for this rosin to send them to the committee to be handled by that body. It also announced that it would re-enter the market in the future only to buy supplementary lots for quick disposal, but that it will lose no chance to liquidate the company's assets.



### SOME EPISODES OF THE ROAD.

The following letter in the Montreal Gazette from the pen of William H. Evans, formerly of the Canada Paint Co. will be read with interest, particularly by traveling men:

Sir:—I was very much entertained and not a little amused by your interesting account of Mr. Knight's excellent paper at the last meeting of the Canadian Club on "Country Hotels."

I am afraid the gentlemen of the banking fraternity expect a higher class of entertainment at the hotels than usually falls to the average traveler. There are over 20,000 commercial travelers in Canada and the vast majority certainly look as if the fare and surroundings agreed with them. However, we are all in harmony with Mr. Knight, agreeing that there is much room for improvement. Regarding the discrimination in rates, may I give you a couple of instances from my note book? Traveling through the turpentine district in South Carolina our train stopped at a terminal for breakfast. We had the usual Southern breakfast, consisting of hominy, fried chicken, sweet potatoes and corn bread. When I asked the collector, "how much?" he enquired, "are you a drummer or a planter?" Not being attached to a brass band I could not say "drummer," and not being an undertaker I dare not say "planter," so meekly answered "neither." 75c please," which was cheerfully handed out. Enquiring from the conductor in the train, he explained that planters (farmers) paid 25c and drummers (commercial) travelers) 50c and tourists 75c. Coming nearer home, in Ontario, after dinner, when the paying time came, the boniface said "Show people (theatricals) 40c," remarking, Sotto Voce, "I charge commercial gents 50c. This time I kept 'mum' and saved 10c.

WILLIAM H. EVANS.



A view of the paint department in the store of Carter and Bailey, Moose Jaw.





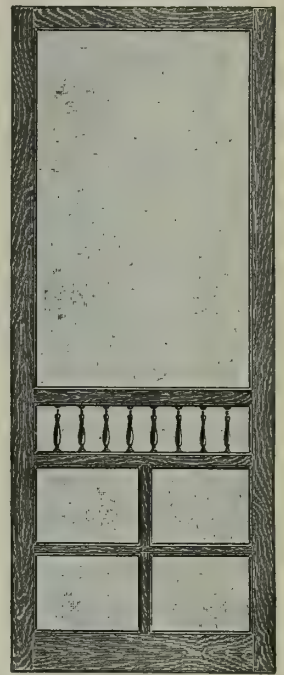
## Wabash Screen Doors

Will Increase Your Screen Sales

The satisfaction given by Wabash Screen Doors means a wider range of customers for you to deal with. All Wabash Doors have mortise and tenon joints, flush mitred molding, and every strand of wire cloth securely fastened.

### The Strongest and Best Screen Door Made

The improved method of fastening the wire cloth in Wabash Doors keeps the strands from pulling out and insures long service. We carry a complete stock at Winnipeg, Swift Current and Saskatoon—Order from the nearest point and save time and freight charges.



## The Winnipeg Paint and Glass Co., Limited

Everything for a Building

Calgary Paint and Glass Co., Ltd.  
CALGARY

Winnipeg

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

# STERLING

## PREPARED PAINTS

To bring re-orders a paint must be a good surface coverer, efficient and durable.

### Bring Re-Orders

Give Sterling Paints a trial—they will prove our claims and pay a splendid profit.

CANADIAN OIL COMPANIES, Limited, Toronto

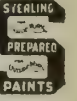
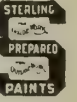
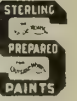
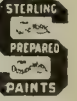
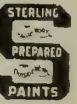
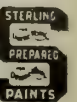
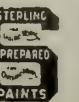
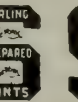
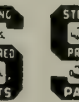
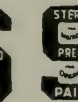
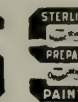
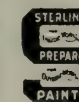
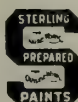
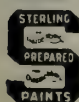
HALIFAX  
CALGARY

ST. JOHN  
EDMONTON

MONTREAL  
HAMILTON

QUEBEC  
LONDON

WINNIPEG  
OTTAWA





# Weekly Market Report --- Paints

## BUSINESS BRISK.

Business is very brisk in paint lines. Manufacturers are working their plants to capacity to keep up with the demand.

Linseed oil has been advanced in price, as predicted last week.

Other prices remain unchanged.

## MONTREAL.

Montreal, April 30.—Paint manufacturers are simply swamped with orders, and it is taxing their capacities to the limit to keep pace with the large volume of business being offered. The warm weather has started things moving at a lively rate, and the opening of lake and river navigation has added to the congestion. It is remarkable that the demand seems proportionate for every department and line of paint or paint products. Prices on all lines are firm, and linseed oil has advanced 3c per gallon during the past week.

White Lead.—Prices on this commodity remain the same as last week, and are very firm at this level. The demand for lead is increasing, which has the tendency to further strengthen prices. The pig lead market remains firm.

Glass.—The first steamers have left Antwerp, but the quantity of glass on board is unknown. The glass workers have returned to work, but this does not signify that the shortage of glass has been averted. The fact that the glass factories were shut down for two weeks, and that it will take at least another month to get things running smoothly again with the furnaces working full capacity, should be taken into serious consideration. This means that the factories are at least three weeks behind in their orders, and this, coming as it does at the very time when they should be running at full capacity, puts a new face on the situation. It will be some months before all danger of a shortage is over, for even with the factories running full blast, the congestion on the transportation lines is enormous, and will cause further delays in getting shipments through.

Prices for glass in store on spot has not advanced, for the reasons stated in last week's report. The demand for window glass is quiet, as dealers are waiting till the last minute in hopes that their import goods will arrive in sufficient time. The demand for plate and ornamental glass is heavy, and indications point to a very brisk season. The

retail demand for glass is increasing, and stocks are getting low.

Linseed Oil.—As predicted in these columns last week, linseed oil advanced during the week. The advance was a sharp one, and amounted to 3c per gallon. Raw oil is selling at 60c, with boiled at 63c per gallon. The demand is improving, and prices are very firm at the new level. It is not thought that lower prices will prevail again this season.

Putty is unchanged.

Turpentine.—The same prices rule again this week, with the range being from 62c to 63c per gallon. The demand is quite heavy, with a good demand from lake and river points.

Oils.—There is no change in the oil market, as prices rule the same. Benzine is quoted at 27½c; gasoline, 27½c; Pratt's astral, 21½c; and water white oil at 17c.

Rosin is quoted at \$7.25 per 280 lb. casks, instead of \$8.45.

Whiting is scarce at present, but new stocks are on high seas. Prices remain the same. Paris green is in good demand.

## TORONTO.

Toronto, April 30.—Paint manufacturers and jobbers are rushed with business. The fine weather of the past week has been the cause of great activity in the sale of paints and printing materials. Retailers report that a large volume of business is being done in the paint line and a great many of the merchants expect this to be a record year.

Merchants can aid to a great extent in making a record this year by putting a little extra enthusiasm into the paint department and showing the public the economy and advisability of using paint. A little extra effort on the part of each retailer would help retailers, jobbers and manufacturers alike.

### Advance in Linseed Oil.

Linseed oil has advanced in price, as stated in previous issues. The price of oil has been largely in the hands of the crushers, who were free to advance the price to a considerable extent without being afraid of foreign competition. Jobbers have advanced their prices 2c per gallon, but this is less than the advance made by the crushers. Prices are still 5c or 6c per gallon less than the price at which English oil could be imported, so that future prices appear to be as formerly, largely in the hands of the crushers. The following are the present quotations in Toronto:

1 to 2 bbls., Raw, \$0.60 per 9 lbs.;

Boiled, \$0.63 per 9 lbs.

3 to 5 bbls., Raw, .59 per 9 lbs.;

Boiled, .62 per 9 lbs.

6 to 9 bbls., Raw, .58 per 9 lbs.;

Boiled, .61 per 9 lbs.

10 bbls. and over, open.

Oil for less than 1 bbl. 7 c per gallon additional to all points; 5 gallon cans, 50c each; 10 gallon cans, 75c each.

### Turpentine.

Jobbers who were asking 62c per gallon in single barrels last week have reduced their price to 60c so that the following prices are general: 1 bbl. lots 60c per Imperial gallon; 2 to 4 bbl. lots 59c per Imperial gallon; 5 gallon lots 67c per Imperial gallon.

### Putty, Glass, Etc.

There is a good demand for putty, which is quoted at \$2.50 in bulk casks; \$2.70 in 100 lb. drums; \$3.00 in bladders; pure putty is quoted at 70c per hd. advance. Glass is still quoted in Toronto at 15 per cent. discount.

### White Lead.

White lead is still quoted at \$8.20 in ton lots with an advance of 20c per 100 lbs. in less than ton lots.

### Gasoline, Benzine, Etc.

Quotations remain unchanged and good business is being done. The following quotations are for single barrels: motor gasoline, 25½c; benzine, 24½c; U.S. Water White, 15½c; U. S. Pratt's astral, 17½c; Canadian prime white petroleum, 15c.

### Paris Green.

No change is reported in the price of Paris green. Quotations for strictly pure Paris green in barrel lots are 19¼c; 1 lb. packages 22¾c; prices on other size packages are shown in current market quotations.

### Ready Mixed Paints.

There is an exceptionally heavy demand for paint and repeat orders are beginning to come in. Quotations run from \$1.50 to \$2.00 per gallon, in quarts according to brand.

### Varnishes and Enamels.

There is a heavy demand for varnishes, enamels and paint specialties, floor varnishes are in heavy demand. No price changes are noted.

### Demand for Brushes.

There is a heavy demand for paint and kalsomine brushes, paper hanger's brushes and tools, blow torches, paste boards, straight edges, trimmers, etc. These lines are being featured strongly by retailers in many places.

**C**ONCENTRATION upon the right point helps you realize on the *wide* possibilities for profit to which Brandram-Henderson "English" Paint entitles you.

So make the following phrase a pivot upon which to swing many sales:

Especially to our agents—

"PAINTING? GET ENDURANCE TRUTHS FIRST."

It goes right to the *heart* of your customers' interest. For *endurance* is the factor which marks the real standard of *value* in paint.

And your customers will find that endurance truths are plain and *easily* understood. You have to do *little* explaining. It is quite *evident* that a paint which is guaranteed to contain 70% pure white lead and 30% pure white zinc must *endure*.

To *attract* customers, feature the phrase "PAINTING? GET ENDURANCE TRUTHS FIRST." Our advertising helps will *assist* you in that.

To *Convince* those whom you have attracted, simply point to the published formula. What other paint is guaranteed to contain 70% pure white lead, 30% pure white zinc?

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

ANTIMONY.  
Cookson's or Hallett's per lb. 11 00 11 00

BABBIT METAL  
Canada Metal Company—Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Aluminum, Mogul, No. 3, No. 4, from 5c to 60c lb.

Tallman Brass & Metal Co.—Aretic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "O," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.  
Nicoluminum Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.

## BOILER PLATES AND TUBES

Montreal, Toronto  
Plates, ½ to ¾ inch, per 100 lbs. 2 40 2 50  
Heads, per 100 lbs. 2 65 2 75  
Tank plates, 3-16 inch 2 70 2 80  
Boiler tubes, 10 ft. 1½ in. 45 9 75  
" " 2 " 3 60 8 70  
" " 2½ " 12 25 11 00  
" " 3 " 13 30 12 70  
" " 3½ " 15 55 15 20  
" " 4 " 19 80 19 00

BRASS.  
Spring sheets, up to 20 gauge.. 0 27  
Rods, base ¼ to 1 inch, round.. 0 23  
Tubing, seamless brass, per lb.. 0 26  
Tubing, iron pipe size, 1 inch base 0 26  
Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 55, 5 p.c.; No. 0, 70, 10 p.c., and 12 and 2 basin cocks, 55, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal, Toronto  
Casting ingot 17 75 18 25  
Out lengths, round bars, ½ to 2 in. 27 90  
Plain sheets, 14 oz., 14 in. 29 90  
Copper sheet, tinned, 14 x 60, 14 oz. 30 00  
Copper sheet, planished, 14 x 60, base 37 00  
Brazil, sheets, 6 x 4 29 00

## COPPER AND BRASS WIRE.

Brass, 45 & 24 p.c.; copper, 45 p.c.

## IRON AND STEEL.

In car lots.  
Canadian foundry, No. 1, 21 00 21 00  
Canadian foundry, No. 2, 20 50 20 50  
Summerlee, No. 2 pig iron 22 50 24 50  
Carvon, soft 23 75  
Clarence, No. 1 22 00 25 00  
Clarence, No. 3 21 50 24 50  
Jarrov 25 00  
Glenamock 26 00  
Radnor, charcoal iron 31 00  
Ayresone, No. 3 31 00  
Ferro Nickel pig iron (800) 25 00  
Steel billets, Bessemer or open hearth, F.O.B. Pittsburg 27 50  
Angles 2 50  
Common bar, per 100 lbs. 2 15 2 15  
Forged iron, per 100 lbs. 2 30 2 30  
Refined iron, per 100 lbs. 2 40 2 40  
Horseshoe iron, per 100 lb. 2 40 2 40  
Mild steel 2 25 2 25  
Sleigh shoe steel (domestic) 2 30 2 30  
Iron finish steel (foreign) 2 50 2 50  
Reeled machinery steel 2 75 3 00  
Tire steel 2 35  
Sheet cast steel 0 15 0 15  
Tire calk steel 3 10 3 15  
Mining cast steel 0 07 0 08  
High speed 0 06 0 06  
Capital tool steel 0 50  
Camell Laird 0 15  
Black Diamond tool steel 0 06  
Corona tool steel 0 06  
Silver tool steel 0 12  
Cold Rolled Shafting.  
0-16 to 1-16 inch 0 06  
¾ to 1-7-16 inch 0 05  
1-7-16 to 3 inch 0 06  
Montreal, 35 and 1/2 Yorks 50.

## BLACK SHEETS.

Montreal, Toronto  
10 gauge 2 70 2 70  
12 gauge 2 75 2 75  
14 gauge 2 60 2 55  
16 gauge 2 50 2 55  
18 gauge 2 50 2 55  
20 gauge 2 60 2 55  
22 gauge 2 65 2 75  
24 gauge 2 65 2 75  
26 gauge 2 75 2 85  
28 gauge 2 85 3 00

## CANADA PLATES.

Ordinary, 52 sheets 3 10 3 00  
All bright, 52 sheets 3 70 4 15  
Galvanized—Apollo D. Crown Ordinary  
18x24x52 4 45 4 45 4 75  
60 4 70 4 70 5 00  
20x28x80 8 90 8 90 9 50  
20x28x80 9 40 9 40 10 00

## GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 75  
24 gauge, per square 5 50  
26 gauge, per square 4 25  
28 gauge, per square 4 00  
Less 10 p.c.

## GALVANIZED SHEETS.

R.W. Queen's Fleur-de-Lis. Gorbals  
guage. Head. de-Lis. Best Best  
16-20 3 85 3 60 3 70  
22-24 4 00 3 75 3 75  
26 4 25 4 00 4 20  
28 4 50 4 25 4 45  
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.  
Apollo brand—  
24 gauge, American 3 75 3 70  
26 gauge, American 3 95 3 90  
28 gauge (26 English) 4 30 4 20  
10% oz., equal to 28 4 50 4 40  
English 4 50 4 40

## IRON PIPE.

Black. Galv.  
¾ 2 28 3 08  
¾ 2 72 3 57  
¾ 3 28 4 43  
1 4 85 6 55  
1 5 56 8 86  
1½ 7 84 10 59  
2 10 55 14 25

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices: Montreal, Toronto

Heavy copper and wire, 0 11 0 11½  
Light copper bottoms 0 10 0 09½  
Heavy red brass 0 10 0 10½  
Heavy yellow brass 0 06 0 06½  
Light brass 0 02½ 0 02½  
Tea lead 0 02½ 0 02½  
Heavy lead 0 03 0 02½  
Scrap zinc 0 03½ 0 04  
No. 1 wrought iron, 10 00 10 00  
Machinery cast scrap, 14 00 14 50  
No. 1 12 50 13 00  
Stove plate 12 50 13 00  
Malleable 10 00 10 00  
Miscellaneous steel 6 00 6 00  
Old rubbers 0 09½ 0 08½

## LEAD.

Domestic (Trail), pig, 110 lbs. 5 00 5 00  
Imported pig, per 100 lbs. 5 00 5 00  
Bar pig, per 100 lbs. 5 25 5 50  
Sheets, 2½ lb. sq. ft. 7 50 7 50  
Sheets, 3 lb. sq. ft. 6 75 6 75  
Sheets, 3½ lb. sq. ft. 6 62½ 6 62½  
Sheets, 4 to 6 lb. sq. ft. 5 50 5 50  
Cut sheets ¾ c per lb. extra.  
Cut sheets to size, ¾ c per lb. extra.

## LEAD PIPE.

Lead pipe, 7½ c, 15 per cent. off.  
Lead waste pipe, 9c, 15 per cent. off.  
Traps and bends, 40 per cent. off.

## SOLDER.

Per lb. Montreal, Toronto  
Bar, half-and-half, guarant'd 0 30½ 0 28½  
Wiping 0 28½ 0 28

## SHEET ZINC.

5-cwt. casks 8 25 8 50  
Part casks 8 50 8 50

## SPELTER.

Foreign, per 100 lb. 7 00 7 20

## TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. ingots, 100 lbs. 54 00 54 50  
Redipped Charcoal Plates—Tinned

## M L S, Famous (equal Bradley)

Per box  
I C, 14x20 base 7 00  
I X, 14x20 base 8 25  
I X, 14x20 base 9 50  
Raven and Murex Grades  
I C, 14x20 base 5 00  
I X, 14x20 base 6 00  
I X, 14x20 base 7 00  
I X, 14x20 base 8 00  
"Dominion Crown Best"—Double.

## COATED, TISSUED.

I C, 14x20 base 7 00 7 00  
I X, 14x20 base 8 25 8 25  
I X, 14x20 base 9 50 9 50  
"Allaway's Best"—Standard Quality.  
I C, 14x20 base 4 55  
I X, 14x20 base 5 55  
I X, 14x20 base 6 55

## BRIGHT COKES.

Bessemer Steel—  
I C, 14x20 base 4 50  
20x28, double box 9 00

## CHARCOAL PLATES—TERNE.

I C, 20x28, 112 sheets.. 8 25  
I X, Terne Tin 9 75

## CHARCOAL TIN BOILER PLATES.

Cookley Grade—  
XX, 14x56, 60 sheet box.. 7 50  
XX, 14x60, 60 sheet box.. 7 50  
XX, 14x65, 60 sheet box.. 7 50

## TINNED SHEETS.

72x30 up to 24 gauge, case 8 50  
72x30 up to 26 gauge, case 8 50  
lots 8 95  
Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Baling Wire.  
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$5.20; 8 wire solid line, No. 17, \$4.45; No. 18, \$4.10; No. 19, \$2.80. All prices per 1,000 ft. measure: 8 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High Carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$5. Coppered, 75c; oiling 10c. In 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 38c; in ½-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

## HAY WIRE IN COILS.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.  
2-in. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 6-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 35c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks 75c, in ½-lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

## WIRE FENCING.

Galvanized barb 3 42½  
Galvanized, plain twist 3 86  
Car lots and less.  
F.O.B., Montreal.

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, ¾ wires, ¾, \$5; 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## WROUGHT STAPLES.

Galvanized 2 85  
Plain 2 55

## PAINTS, OILS AND GLASS.

BARN PAINT.  
In barrels, 5-gal. tins 0 80 0 80  
In barrels, 5-gal. tins 0 80 0 80

## BEESWAX.

Per lb. 0 40

## CHEMICALS.

In casks per lb.  
Sulphate of copper (bluestone) 0 87  
Litharge, ground 0 97  
" flaked 0 97½  
Green copperas (green vitriol) 0 01  
Sugar of Lead 0 09

## COLORS IN OIL.

Venecian red, 1-lb. tins pure 0 12  
Chrome yellow, pure 0 18  
Golden ochre, pure 0 13  
Chrome green, pure 0 12  
Green permanent green, pure 0 15  
Signawriters' black, pure 0 19  
Marine black, 2½ lb. tins 0 66½

## ENAMELS.

Per gallon in quart tins.  
M. L. Floorglaze (Imperial V. & C. Co.) 1 80  
Cee Pee Co. enamel 4 50  
Sterling Enamels 5 20  
Anchor Floorlustr 1 80

## Glue.

French medal 0 10  
German common sheet 0 10  
German prima 0 15  
White pigfoot 0 15  
Brantford medal 0 10  
" golden medal 0 11  
" brown sheet 0 10  
" Golden sheet 0 13  
" Gelatine 0 22  
" white gelatine 0 20  
" white glue 0 12  
" 100 flake 0 10  
Perfection amber ground, No. 1230 0 11  
Ground glues at same prices.  
Brantford all-round glue, ¼-lb. pack ages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL 0 15  
XL 0 13½  
CL 0 12  
O 0 11

## PURE PARIS GREEN.

In bbls., about 600 lbs., per lb. 0 19½  
In Arsenic kegs, 250 lbs., per lb. 0 19½  
In 50 & 100 lb. drums, per lb. 0 20½  
In 25 lb. drums, per lb. 0 20½  
In 1 lb. pkts., 100 lb. in cs., lb. 0 22½  
In 1 lb. pkts., 50 lb. in cs., lb. 0 23½  
In ¼ lb. pkts., 100 lb. cs., lb. 0 24½  
In 1 lb. tins, per lb. 0 23½

## PARIS WHITE.

In bbls. 0 90

## PIGMENTS.

Orange Mineral, casks 0 06½  
" 100-lb. kegs 0 06½

## PREPARED PAINTS.

Per gallon in qt. tins  
Sherwin-Williams paints, base... 2 00  
Canada Paint Co.'s pure... 1 75 2 00  
Globe house paint (Windsor)... 1 60  
"New Era" house paint (Windsor) 1 80

## Benj. Moore Co.'s "Egyptian".

Brand 1 50  
Moore's pure linseed oil, H.C. 1 65  
Brandram-Henderson's "English" 2 00  
Ramsay's paints, pure 1 00  
Ramsay's paints, Thistle 1 60  
Martin-Senour, 100 p.c. pure 2 00  
Senour's floor paints 1 60  
Sterling Pure 1 60  
Maple Leaf Paint (Imp. V. & C. Co.)

## Jameson's Crown and Anchor brand.

High Standard 2 00

## PLASTER OF PARIS.

Per barrel 2 10

## PINE TAR.

Half-pint tins, per dozen 0 80

## PURTY.

Montreal, Toronto  
Bulk in casks 2 30 2 60  
Bulk, 100 lb. drums... 2 50 2 70  
Bladders, in bbls. 2 80 3 00  
Pure Putty, 70c hd advance.

## RED DRY LEAD.

Genuine, 550 lb. casks, per cwt. 8 00 6 00  
Genuine, 100 lb. kegs, per cwt. 6 25 6 25  
No. 1 casks, per 100 lbs. 5 75 5 75  
No. 1 kegs, per 100 lbs. 6 00 6 00

## SHINGLE STAINS.

In 5-gallon buckets 0 75

## TURPENTINE AND OILS.

Montreal, Toronto

Can. Prime white petroleum, gal. 0 15  
U.S. Water white 0 17 0 15½  
U.S. Pratt's astral 0 21½ 0 17½  
Castor oil, per lb., in bbls. 0 09 0 09  
Motor gasoline, single bbl. 0 27½ 0 25½  
Benzine, per gal., single bbl. 0 24½ 0 24½  
Pure turpentine, single bbl. 0 62 0 60  
Linseed Oil "Raw, 0 60 0 60  
" boiled, 0 63 0 63  
Rosin, "G" grade, bbl. lots. 7 25

## VARNISHES.

Per gal. cans.

Carriage, No. 1 1 50  
Pale durable body 3 80  
" hard rubbing 3 00  
Finest elastic gearing 3 00  
Elastic Oak 1 80  
Furniture, polishing 1 80  
Furniture, extra 1 30  
" No. 1 0 96  
" Union 0 80  
Light oil finish 1 25  
Gold size Japan 2 80  
Turps, brown Japan 1 80  
No. 1 brown Japan 1 19  
Backing black Japan 1 36  
No. 1 black Japan 0 80  
Benzine black Japan 0 80



## QUALITY GOODS, WELL ADVERTISED, SUCCEED

This is as true with reference to the marketing of Paints as any other commodity, and is particularly true of the MINERVA PAINT Proposition. MINERVA PAINTS, marketed in cans containing full Imperial measure, represent the highest quality possible to produce, and command the utmost confidence of the most discriminating users, while the effective advertising in direct support of the dealer's business brings a constant and ever-increasing trade to his store. Write for particulars of the MINERVA PAINT Proposition.

**PINCHIN, JOHNSON & CO.**  
(CANADA), LIMITED.

Toronto

Winnipeg

Vancouver

London, England

ESTABLISHED IN ENGLAND 1834

(T-2)



## STRAIGHT PAINT TALK

Clinching a Grip on the Best Paint Trade

with

### MAPLE LEAF PAINTS AND VARNISHES

The grip that the quality of MAPLE LEAF PAINTS AND VARNISHES will take on your customers is clinched by the full value service they give in spreading easily, covering efficiently, preserving and protecting thoroughly and wearing on the job,—not off.

Clinch your grip on the best paint trade in your town with the MAPLE LEAF BRANDS.

#### OUR MAPLE LEAF DECORATIVE AID DEPARTMENT

assists the consumer in choosing good colors and best methods of applying them. Then direct them to the M. L. Agent for their paints and varnishes.

OUR MAPLE LEAF PAINT AND VARNISH PROPOSITION is also a clincher and you will be wise in mailing a card to learn of the opportunities it offers for better profits.

THE  
**IMPERIAL VARNISH & COLOR Co.**  
WINNIPEG TORONTO VANCOUVER  
LIMITED  
CANADA



# HARDWARE AND METAL

Crystal Damar	2 40
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 85
Elastilite varnish	2 25
Copalline varnish	2 25
Granitine floor finish	1 25
Jamieson's floor enamel	1 15
Sherrin-Williams kopal varnish	1 15
Canada Paint Co.'s sun varnish	2 25
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Dependol Ltd. H. Oil Finish	1 55
Everlastic Floor	2 65
Flatline floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, 1/4 pt., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

## WINDOW GLASS.

Size United	Double
inches.	Star Diamond.
Under 26	4 25 4 25
26 to 40	4 65 6 75
41 to 50	5 10 7 50
51 to 60	5 35 8 50
61 to 70	5 75 9 75
71 to 80	6 25 11 00
81 to 90	7 00 12 00
91 to 100	7 50 13 00
101 to 110	8 50 14 00
111 to 120	9 50 15 00
121 to 130	10 50 16 00
131 to 140	11 50 17 00
141 to 150	12 50 18 00
151 to 160	13 50 19 00
161 to 170	14 50 20 00
171 to 180	15 50 21 00
181 to 190	16 50 22 00
191 to 200	17 50 23 00

Size United	Double
inches.	Star Diamond.
Under 26	3 40 5 00
26 to 40	3 60 5 45
41 to 50	4 00 6 25
51 to 60	4 25 7 00
61 to 70	4 50 7 75
71 to 80	4 75 8 50
81 to 90	5 00 9 25
91 to 100	5 25 10 00
101 to 110	5 50 10 75
111 to 120	5 75 11 50
121 to 130	6 00 12 25
131 to 140	6 25 13 00
141 to 150	6 50 13 75
151 to 160	7 00 14 50
161 to 170	7 25 15 25
171 to 180	7 50 16 00
181 to 190	8 00 16 75
191 to 200	8 25 17 50

## WHITE LEAD GROUND IN OIL.

Ton Lots.	pure	Per 100 lbs.
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine	8 55	8 50
Island City Decorators	8 25	8 50
pure	8 25	8 50
Lily Pure	8 25	8 50
Moore's Pure White Lead	8 00	8 00
Monarch (Windsor)	8 50	8 50
Munro's Select Flake White	8 50	8 50
Purity C.O. Co.'s Ltd.	8 75	8 75
Ramsay's Pure Lead	8 25	8 15
Ramsay's Exterior	8 25	8 20
Stirling Pure	8 25	8 25
Tiger Pure	8 25	8 25
"James Genuine"	8 25	8 25

TERMS—2 p.c. 30 days or net 1 month from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.

Extra Red Metal	0 74
WHITE ZINC IN OIL.	
Pure, in 25-lb. tins	0 10
No. 1	0 07
No. 2	0 06 1/2

## WHITING.

Plain, in bbls.	0 10
Gliders bolted in barrels	1 00

## HARDWARE.

ADZES.	
Carpenters', per doz.	15 50 14 00
Plain sh.	18 00 22 00
Axes and Hatchets.	
Single bit, per doz.	6 75 8 50
Double bit	10 50 12 00
Bench Axes	6 75 10 00
Broad Axes	22 25 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 75 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 75 6 00
Barrell hatchets	5 50 8 85

## ANVILS.

Buckworth, per lb.	0 10 1/4
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 45 and 2 1/2 p.c.; Brass Shot Shells, 45 and 1 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15.00, 4 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1,200 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	4 75
Gilmour's auger	70
Rockford auger	50 and 10

Gilmour's car	4 75
Clark's expansive	4 40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	
BARN & PARLOR DOOR HANGERS	
Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 F.D.	
Hanger full set	2 75
Steamer wood track	Special
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect, No. 1	8 50
Perfect, No. 1 1/2	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, dozen sets	6 50
Standard jointed hangers, dozen sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	
Storm King rail	4 25
Crown	4 85
Crescent	4 60
Sovereign	7 25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/4 in.	4 75

## BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85c; cut laces, 90c.	

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
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## BOLTS AND NUTS.

Per cent.	
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Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/4 and smaller, 50 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$1 list)	55 & 15
Machine Bolts, 1/4 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/4 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes	4 1/2c per lb. off
Stove rods, per lb.	5 1/4 to 6c
Stove Bolts, 30, 7 1/2 per cent.	

## BUILDING PAPER, ETC.

Tarred Slaten Paper, per roll.	0 95
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre Cyclone, 25 lbs., roll	0 82
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	3 25
Asbestos Building Paper, p. cwt.	
Heavy Straw, plain and tarred, per ton	35 00
Carpet felt, per cwt.	2 50
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 50 3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 85
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5c	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

## BUTTS.

Plated, bower barf & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	3 40
Fire brick, Scotch, per 1,000	23 00 24 00
Fire brick, English	17 00 21 00
"American" low	23 00 25 00
"high"	27 50 31 00
Fire clay (Scotch), net ton	5 50
Fire clay (American) net ton	5 00 10 00

## CHALK AND PENCILS.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr. 2	40 6 75

## CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 in.	2 50

## CHAINS.

Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.60; 5/8, \$3.30; 3/4, \$3.05; 7/8, \$2.75; 1, \$2.50.	
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## STALL FIXTURES.

35; trace chain 45; jack-chain, 40; halter chains, 50 and 5; tie out; 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

## CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	
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## CLAMPS.

Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60

## CARPENTERS' CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " "	4 20
4 " "	5 53
5 " "	7 80
6 " "	9 25

## COTTER PINS.

Cotter pins, 90 p.c. Montreal.	
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## COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pitta, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	

## DOOR KNOBS.

Canadian knobs.	
Porcelain, mineral and jet knobs, 5c	
doz. more than list price.	
Canadian. Door Sets.	
Door rails, 60 per cent.	

## DOOR HANGERS (PARLOR).

Single sets, each (Easy brand)	1 60
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

## DOOR SPRINGS.

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

## DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles 8 inch, doz.	1 00

## DRILLS.

Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	

## ESCUTCHEON PINS.

Steel, discount 50 per cent.	
Brass, 50 per cent.	

## FAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
12 " "	3 31
15 " "	3 88
15 " "	5 53

Add extra 10c per 100 ft. O.G. Round

## BEAD TROUGH.

## FACTORY MILK CANS.

Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent, with dome top, 15c extra. Retinned, 7 1/2 and 5.	
Plain, 7 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	

## FILES AND RASPS.

Per cent.	
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Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	55 1/2
Delta Files	60
Nicholson	55 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list)	35

## FORGES.

Blacksmiths portable, 135 lbs.	9 55
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## GALVANIZED WARE.

Dufferin pattern hallow, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washbais, 45 per cent.	

## GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

## HAMMERS.

Tack, iron, doz.	0 35
Ladies claw handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	0 25
" straight claw, 1 lb., doz.	7 00
Farmers hammers, 10 oz., doz.	5 50
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 08
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

## HARVEST TOOLS.

Samson, 4 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

## HALTERS (SNAP AND RING).

Jute Rope, 1/4-inch, per gross	8 00
" 1/2-inch, per gross	10 50
" 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45

## SISAL HALTERS (SNAP & RING).



**Cut Down Your  
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to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

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**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
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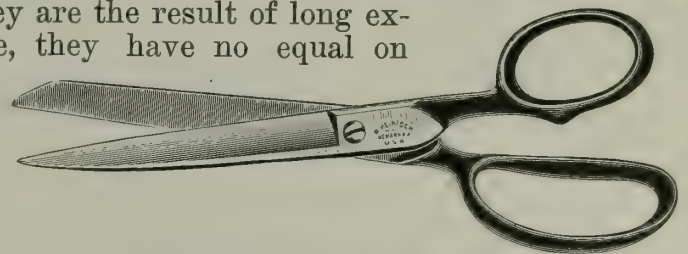
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These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

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**Newark, N.J., U.S.A.**

**RIVETS - NAILS - WIRE**

**Of The RIGHT Quality At The RIGHT Price**

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

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Agents for Alberta: Tees and Persse of Alberta Ltd., Calgary.



# HARDWARE AND METAL

LUMBERMEN'S SUPPLIES.	
Ant hooks, dozen, from	12 00
Axe handles, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 65
Ball and heel calls	4 00
MALLES.	
Tinmith's 2 1/2 x 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
MATS.	
Wire door mats, standard, 16x24, doz.	9 00
METAL POLISH.	
Tandem metal polish paste	6 00
Axoline brass cleaner 100 in pkge	6 50
MINERS SUPPLIES.	
Mattocks, 6 lb., 18 inch, \$5 dozen.	
Picks, 6 to 7 lbs., \$4.55 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 10 1/2 lb. per lb.	
Drilling hammers 6 cents per lb.	
Crowbars, 3/4 inch, 20 inch, 50 cents per lb.	
MOPS AND IRONING BOARDS.	
Mops, per doz.	1 20
Folding ironing boards	16 25
NAILS.	
Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3-13 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
OAKUM.	
Plumbers...per 100 lbs.	3 25
OILERS.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers 50 per cent.	
Zinc and tin 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
PLATED GOODS.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 60.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singlee" and "Alask."	
Nevada silver flatware, 42 per cent.	
PIECED TIN WARE.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 35 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	
CLAY PICKS.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
PLANES.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices, Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
PLOW LINES.	
Russia snap	per gross 30 00
Indian snap	25 00
Razors.	
Boker's	per doz. 7 50
Boker's King Cutter	13 20
Henckels	14 00
Gillette Safety, each	7 50
Sart Safety Razor, 33 1-3 p.c.	3 75
Edelweiss	16 00
ROPE AND TWINE.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger.	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/2
Sisal bed cord, 45 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 78
Sisal bed cord, 72 feet, per doz.	1 06
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 26
4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 25
REFRIGERATORS.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
RIVETS AND BURRS.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/4-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
RIVET SETS.	
Canadian, 35 to 37 1/2 per cent.	
RULES.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
SAD IRONS.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
Common, plated	5 50
Asbestos, per set	1 00
SAND AND EMERY PAPER.	
Sand and emery paper, 40 per cent.	

SASH WEIGHTS.	
Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63
SASH CORD.	
No. 3, per lb.	0 30
SAWS.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
SAW SETS.	
Canadian discount, 40 per cent.	
Screen Doors and Windows, Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 40
Beaver window screens, 14x18, open 28 1/2 inches	1 00
Perfection window screens, 14x18, open 22 1/2 inches	1 60
Model window screens, 14x22, open 36 1/2 inches	2 25
SCALES.	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 60.	
SCYTHES.	
Canadian, 40 per cent.	
SCREWS.	
Wood F.H., bright and steel	85 10
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10
" R.H., bronze	65 10
Drive screws	65 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	55 00
" iron, per doz.	4 25
SCREWS (MACHINE).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 35 p.c.	
SCREW DRIVERS.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	1 60
SCISSORS AND SHEARS.	
Claus, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
SHELF BRACKETS.	
No. 140, 45 and 10 per cent.	
SKATES AND HOCKEY STICKS.	
Starr skates, 35 per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	
SHOVELS AND SPADES.	
Shovels	1st 2nd grade grade
Draining tools	60 55 and 2 1/2 45
Scoops	50 and 5 45 and 5
Hollow backs and sand shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.	
SQUARES.	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	\$2 65
SNAPS.	
Harness, 25 per cent.	
SOLDERING IRONS.	
Base, per lb., 28 cents.	
STAMPED WARE.	
Plain, 7 1/2 and 15.	
Retinned, 7 1/2 and 5.	
Tinners' trimmings, 7 1/2 and 5.	
SAP SPOUTS.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
STAPLES.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
STABLE FITTINGS.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
STOVE BOARDS.	
Lithographed, 60 and 10.	
STOVEPIPES.	
5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
STOVEPIPE ELBOWS.	
5 and 6 inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per doz. extra.	
Thimbles, Empire, 70 per cent.	
STOCKS AND DIES.	
No. 20 Beaver Die Stock	18 75
STONES—OIL AND SCYTHE.	
Washita Oil, No. 1, 6 in., Dozen	5 10
7 in., 8 in.	3 50
No. 2, 6 in., 7 in., 8 in., 2.50	3 10
Hindustan	per lb. 0 08
" alip	0 12
" Ax	0 16
Deer Creek	" 0 10
Deerpick	" 0 25
" Ax	0 15
Lily White, 6 in., 7 in., 8 in., doz.	6 00
Arkansas	6 60
Water-of-Ayr	6 70
Scythe	per gross 5 00
TACKS, BRADS, ETC.	
Carpet tacks, blued, 85 and 10 p.c.	

tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5 in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush and tinned, bulk, 70 and 10; Swedes gimble, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 55 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid leads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
TAPE LINES.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkin, liner No. 104, 56 ft., ea.	0 94
" steel, No. 264, 56 ft. each	3 50
Chesterman's No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 1/2 steel, No. 1840, 50 ft. ....	1 35
TROWELS.	
Diston's, 10 per cent.	
THERMOMETERS.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
TRAPS (STEEL GAME).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
TRAPS (RAT AND MOUSE).	
Out "O" Sight Mouse Traps	0 50
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80
VISES.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmith's, 60 parallel, 45 per cent.	
WASHING MACHINES.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Putman Motor	165 00
Connor Ball Bearing Washer	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winler, C. Cor, No. 2 & 3.	85 00
20 per cent.	
WRINGERS.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Eieve, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
20 per cent.	
WHEELBARROWS.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
WHIFFLETREES.	
Tubular steel whiffletrees, 23 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neekyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95
WOOD HANDLES.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neekyokes, oval and whiffash, ash	
Carriage neekyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash wheels, dozen	
Hickory, maple and oak goods, 35 per cent.	
Wrenches	
Agricultural, 67 1/2 per cent.	
WROUGHT IRON WASHERS.	
Canadian, 40 per cent.	
WINNIPEG HARDWARE QUOTATIONS.	
Ax Handles—Oval and octagon, a.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.35; p.g. oak, \$2.50.	
Axer Bits—"Irwin" bits, 47 1/2; other bits, 70 and 10 per cent.	
Burg Bits—Lynn 4 pt., \$2.06 f.o.b. Port William, \$2.41 Winnipeg; Glidden 2 pt., \$1.94 Port William, \$2.27 Winnipeg; Baker 2 pt., \$1.93 Port William, \$2.25 Winnipeg; Waukegan 2 pt., \$1.94 Port William, \$2.25 Winnipeg; Alberta 2 pt., \$1.90 Port William, \$2.18 Winnipeg; American special 2 pt., \$1.68 Port William, \$1.81 Winnipeg; Plain twist,	

Fort William, \$3.38 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spoils cut 30 rods f.o.b.

Bolts—Carrage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 1/2 and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77 1/2; sleigh shoe bolts to 1/2, 50 1/2; 7-16 and up, 40 1/2c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 23c.

Crowbars—4 1/2c per lb.

Corrugated Iron—23 gauge, \$4.60; 26 gauge, 35. Pressed standing seamed roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7 1/2c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gauge, \$1.20; 18 gauge, \$1.20; 20 gauge, \$1.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 10 1/2 oz., \$5.10; Queen's head, 20, \$4.25; 24, \$4.45; 26, \$4.65; 28, \$5.05.

Galvanized Ware—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes, Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 70 to 75, \$7.10 to 80, \$7.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.80; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.80; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—60 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, black—1/4 inch, \$2.40; 1/2 inch, 2.55; 3/4 inch, \$3.35; 1 inch, \$4.00; 1 1/2 in., \$5.75; 1 1/2 in., \$7.80; 1 1/2 in., \$9.35; 2 inch, \$12.60; 2 1/2 inch, \$19.35; 3 inch, \$26.15; 3 1/2 inch, \$32.60; 4 inch, \$37.30; 4 1/2 inch, \$43.75; 5 inch, \$48.75; 6 inch, \$63.25.

Galvanized pipe—1/4 inch, \$3.40; 1/2 inch, \$3.60; 3/4 inch, \$4.30; 1 inch, \$5.20; 1 1/2 inch, \$7.55; 1 1/2 inch, \$10.25; 1 1/2 inch, \$12.25; 2 inch, \$16.40; 2 1/2 inch, \$26.15.

Logging Chain—1/4 in., \$5.00; 5-16 in., \$6.50; 3/4 in., \$5.75.

Lanterns—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$5.

Poultry Netting—65 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$5.25. Lead pipe—Full coil, \$6.75 per cwt.; cut coil, \$7.75 per cwt.

Lead Waste—\$7.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 35c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

Rope—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/4c; lath yarn, 11 1/2c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$3.10 per doz.; Dox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$9.90; No. 6, \$9.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, \$29 per cwt.

Screws—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 80 per cent.

Stitches—Bright wire per cwt., \$2.50 at 100 lbs.; \$2.90, Winnipeg.

Lined Oil—Raw, per gal., 65c; boiled, per gal., 68c.

Turpentine—Per gal., barrel lots, 75c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.00; decorators' special, \$8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.25 yellow ochre, in barrel lots, 24c; less than barrel lots, 3c; golden ochre, barrel, 34c; less than barrel, 4c; Venetian red barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 34c; English purple oxide, in casks, 34c; less quantities, 4c per lb.; Blue Stone, per cwt., \$6.75.

Putty—Casks, \$2.90 per cwt.; bladder, 10 lbs., \$2.90; bladders, 100-lb. casks, \$3.40.

Paris Green—2 1/4 cents per 112-lb.



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A Pure Linseed Oil Paint.

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**Give Perfect Satisfaction**

These paints assure absolute protection against the wea-  
ther for all exposed surfaces, whether of wood or metal.

The fact that it is used by Railroad Companies for freight  
cars and by all leading Elevator Companies throughout the  
West, is ample proof of its service-giving qualities.

There is a splendid profit and much satisfaction awaiting  
you. Stock an order now.

Ask for color cards and prices.

**G. F. STEPHENS & CO.**

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta,



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

**RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

## BUSINESS CHANCES

**WANTED—HARDWARE IN LIVE TOWN** in Ontario. State amount of stock and give particulars. Box 795, Hardware and Metal, Toronto. (20)

**FOR SALE — HARDWARE — SOUTHERN Alberta.** Farming and coal mining town. Population 1,000. Stock \$5,000. Half cash handles. Nets \$3,000 yearly. All cash business. Owner retiring. Box 12, Diamond City, Alta. (19)

**FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan.** Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**HARDWARE STOCK AND TINSHOP TOOLS**—in Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

**WANTED. THIS NOTICE TO BE SEEN** and answered by a live wire in the Plumbing and Heating and Tinsmithing line who wants an A1 business in good southern Ontario town of 4,500 population. Apply Box 779, Hardware and Metal, Toronto. (8)

**FOR SALE—GOOD TINSMITHING AND furnace business.** Farm implement trade in connection. Full set of tinsmith's tools and patterns. Good house and shop. Two railroads running into town. C.P.R. and G. T. R. This is a snap for a young man with business ability. Retiring from business and want to close it out at once. Will deal for farm, stock and implements. Box 785, Hardware and Metal, Toronto. (17)

**FOR SALE—STOVE AND TINSMITHING business,** also store in the best farming locality in Western Ontario, on main line of G. T. Railway. Splendid opportunity. Box 794, Hardware & Metal, Toronto. (20)

## SITUATIONS WANTED

**WANTED—BY EXPERIENCED HARDWARE man and tinsmith,** a position as salesman for hardware or stores. Best references. Headquarters Regina. Box 291, Hardware and Metal, Toronto. (19)

**BOOKKEEPER, HARDWARE, FOUR YEARS' city experience.** Have also assisted as salesman. References covering character and ability furnished. Energetic and willing to work. Prefer to go West. Address Box 789, Hardware and Metal, Toronto. (19)

## WANTED

**WANTED IMMEDIATELY — TWO OR three hardware clerks,** with from three to six years' good retail experience. Apply, stating experience, references and salary required, Peart Bros. Hardware Co., Ltd., Regina, Sask. (18)

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## FOR SALE

**WHITE LEGHORN EGGS FOR SALE,** BEST laying strain in Canada. \$2.00 per 15. Box 225, Lennoxville, Que. (18)

## SITUATIONS VACANT

**GLASS SALESMAN FOR WINNIPEG CITY—** must be reliable. Apply Box 796, Hardware and Metal, Toronto. (19)

**GOOD TINSMITH WANTED AT ONCE FOR** general work in town of 2,000 people. Steady work to right man to start at once. Apply stating experience. Carman Hardware Co., Carman, Man. (18)

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL EXPERIENCE** in plumbing and steamfitting trades. Must have good education and address. Splendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

**WANTED—HARDWARE SALESMAN WITH** experience, capable of looking after window display, for City of Ottawa. Apply Box 792, Hardware & Metal, Toronto. (18)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE. ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —** Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

**THE NATIONAL CASH REGISTER COMPANY** guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY** installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

**HINTS FOR PAINTERS, DECORATORS,** and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.



**SEALED TENDERS** addressed to the undersigned, and endorsed "Tender for Customs Building, Ottawa, Ont.," will be received until 4.00 P.M., on Wednesday, May 21, 1913, for the construction of a Customs Building on Mackenzie Avenue, Ottawa, Ont.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of R. L. Deschamps, Esq., 103 St. Francois Xavier Street, Montreal, and of Thos. Hastings, Esq., Clerk of Works, Postal Station "F," Yonge Street, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the sum of seventy-five thousand dollars (\$75,000), which will be forfeited if the persons tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted, the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,  
Secretary.

Department of Public Works,  
Ottawa, April 22, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—40459.

## A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

**THE MACLEAN PUB. CO.**  
143-9 University Ave., Toronto



# Jamieson's Paints

There's the answer to the merchant figuring how to increase his paint business. It is also the best answer to the man looking for a good paint agency.

We would like to get in touch with every dealer who is in either of these two classes. Write us to-day.

## R. C. Jamieson & Co.

LIMITED

Established 1858  
MONTREAL

Owning and Operating P. D. DODS & CO., Limited

16 

**F. E. MYERS & BRO.**  
ASHLAND, OHIO

PUMPS OF ALL KINDS  
HAY UNLOADING TOOLS  
BARN DOOR HANGERS  
guaranteed by our reputation for fair dealing.

The name means "QUALITY"  
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

## NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

**STANDARD PAINT & VARNISH CO., LIMITED**  
WINDSOR - - - ONTARIO

## TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



There is no Better Paint Salesman Than Quality

# Ramsay's PAINTS

## ARE FULL OF QUALITY

You cannot handle a paint that will give the user better service or more satisfaction.

Every can contains quality. Ramsay's Paints cover much surface and are very durable—therefore they are economical.

We want good, live agents to handle this paint. We assure a splendid profit and satisfaction.

Ask us for our proposition.

**A. Ramsay & Son Co. Montreal**

Paint Makers Since '42



# METALS



HRS&C<sup>o</sup>

OF EVERY DESCRIPTION  
**Galvanized and Black  
Sheets**



HRS&C<sup>o</sup>

**Tin, Terne and Canada Plates, Tinned Sheets,  
Angles, Tees, Etc.**

**HENRY ROGERS, SONS & COMPANY, LIMITED**

Canadian Branch :  
6 St. Sacrament Street, Montreal.

Wolverhampton, Sheffield and Liverpool

A story told in picture about  
**SHERWIN-WILLIAMS VARNISHES**



*Sorting and grading gums. The first careful step in varnish-making. Gums come chiefly from New Zealand, Africa and India.*



*All sediment and undissolved gum is extracted by these powerful filters.*



*Melting the gums before the heated linseed oil is added.*



*Varnish storage-tanks.*



*Cooking and thinning the varnish. Every detail receives greatest care.*



*The final testing of the varnish before sealing the cans. This is why SWV can always be relied upon.*

**SHERWIN-WILLIAMS**  
**PAINTS & VARNISHES**  
**A FINISH FOR EVERY PURPOSE**

*The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.*





# "FOOTS" and "FATS" ABSORB YOUR PROFIT

If you want convincing proof of how this first cousin to a "mother" in vinegar eats your profits, saw in two your next empty paint oil barrel.

Note the thick or thin coating, according to the time taken to empty the barrel, hanging to the sides from the top down to the dregs at the bottom. This coating is the "foot" and the dregs are the "fat" accumulations. All of this is useless.

## It Is Your Real Money Lost

Paint oils are too expensive to waste any part of them. That coating represents the "cream" of your profit — it may consist of two, three or more gallons—it is the residue of the oil after the penetrating qualities have evaporated or been absorbed by the wooden staves, etc.

And the dregs at the bottom should never have been left, but drained off. This is practically impossible when using the original package for storage purposes. In fact, you should

## Sell All the Oil You Buy

This is made possible and practical by installing a Bowser Safe Oil Storage System. There is no evaporation, absorption or loss of any kind with them. Why? Because the tanks are made of the best galvanized steel. The fill, gauge and return pipes are always hermetically sealed in oil. The venting system allows only enough air to enter to exactly replace the oil drained out—not a breath plays across the oil or expands and contracts with the fluctuation in temperature. The oils are drawn out by a self-measuring pump regulated according to Government standards and discharged directly into the customer's container, without the use of gummed-up dust-covered measuring cans, funnels, etc., and the pump records all the oil sold.

## As Good As An Insurance Policy

These outfits are made to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on Safety. And you pay us but one premium. The outfit soon begins to pay you a steadily increasing yearly premium, besides reducing your present premiums on other goods

## Packed and Crated Ready for Instant Use

These outfits are designed to handle your paint and lubricating oils on a scientific labor, time and money-saving basis. There are single units that may be assembled in battery formation or used separately, that will fit your purse and needs.

But why go on? There are so many interesting facts regarding the conservation of oils that space will not permit touching on more than one or two. Send for our illustrated book—it will pay you for the trouble. Mailed free upon request.

## S. F. Bowser & Co.

INCORPORATED

66-68 Frazer Avenue

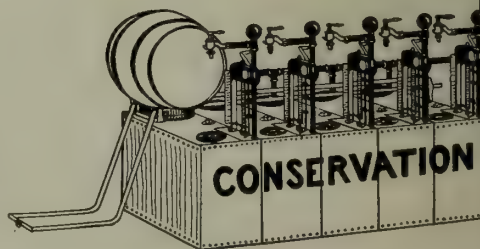
Toronto, Ontario, Canada

Made by Canadian Workmen and Sold by  
Canadian Salesmen.

SALES OFFICES IN ALL CENTRES AND  
REPRESENTATIVES EVERYWHERE.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885





# IT'S ARTISTIC DURABLE SANITARY

This wonderful new wall paint, is getting a glorious reception everywhere. The painter, decorator, and the house owner all agree it is the best wall covering in the world.

## NEU-TONE

meets with the need of a durable, artistic, sanitary wall finish. It can be cleansed with soap and water, so that the housewife's work is lightened one-half. If you want to stay in business, and build your business bigger every year, keep the housewife interested and help her keep the house clean with less labor.

Neu-tone wins the admiration of the whole house-hold, and holds trade for the dealer, painter and decorator. Maybe the agency is open in your town.



### The Martin-Senour Co.

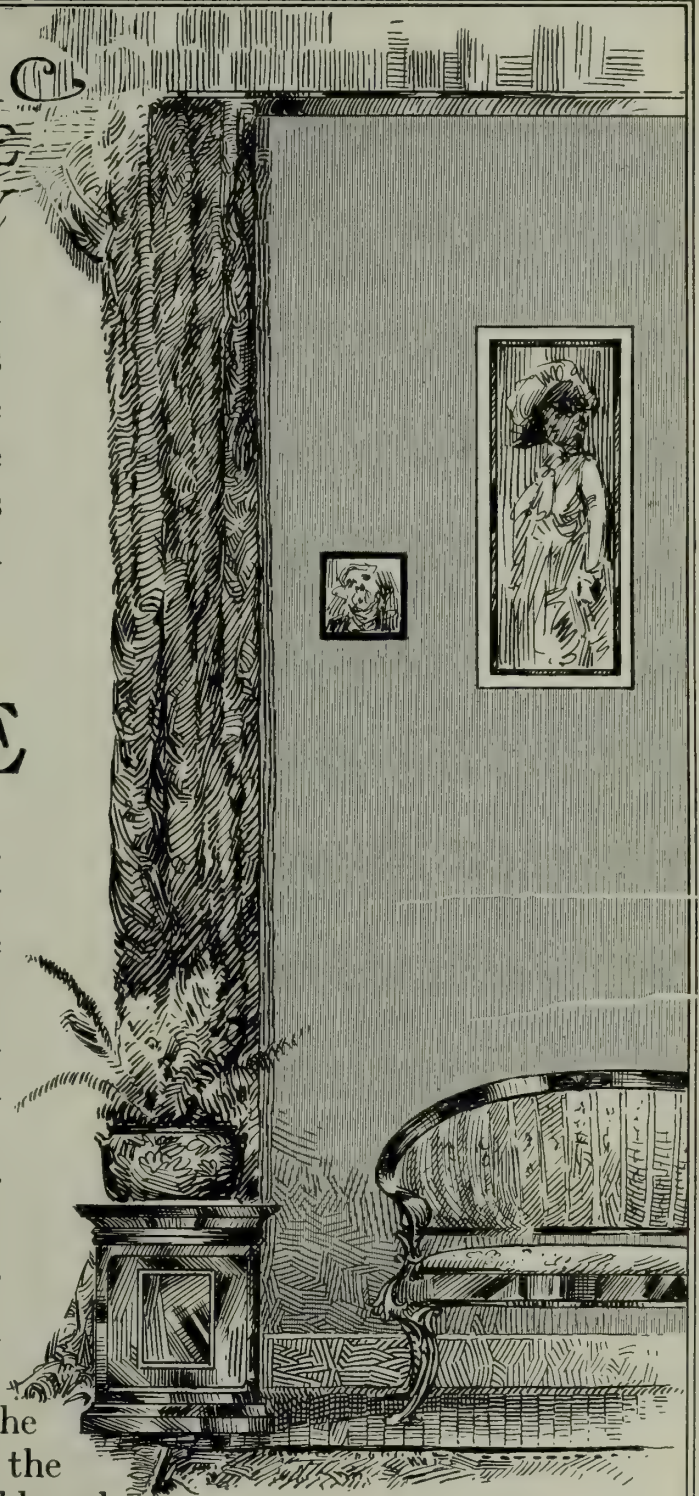
(LIMITED)

MONTREAL

CHICAGO

WINNIPEG

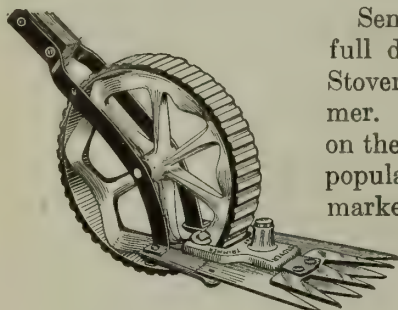
LINCOLN





# Dealers !

## This is Your Chance



Send to-day for the full details of the Stover Lawn Trimmer. Get the prices on the most efficient popular seller ever marketed.

The Stover gets into the small places — saves back-breaking—is certain of sale.  
Write at once.

**Stover Lawn Trimmer Works**  
Muskegon, Mich.



## "KLEIN TOOLS"

You can't beat 'em in utility, shape, style, weight, hang temper and dependability. That's our opinion—endorsed by that of thousands of linemen who depend on them for a dangerous living. Our full line of linemen's tools is shown in Catalog. Get posted. Send for it.

**MATHIAS KLEIN & SONS**  
CANAL STATION - CHICAGO, ILL.

They open up easily and the cutting-edges always meet accurately



P. S. & W. Hand Tools are identified and guaranteed by "The MARK of the MAKER" shown below.

Both these points are appreciated by customers. They are due to the careful fitting and accurate box-joint construction of

## P.S.&W.No.30 Box-Joints

These as well as other P. S. & W. hand-tools are handled by the following jobbers. They will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd.  
Hamilton—Wood-Vallance, Ltd.  
London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd.  
Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Herbert & Cie, Ltd.; Lewis Bros., Ltd.  
Saskatoon—J. H. Ashdown Hdwe. Co., Ltd.  
Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd.  
Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.



P. S. & W. Hand Tools are the largest line offered by any one manufacturer.

Send for Hand-Tool catalog 12-B, listing and describing the complete line.

**The Peck, Stow & Wilcox Co.**

MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware.

Established 1819

Address 29 Murray St., New York, N. Y., U. S. A.



# DUNHAM

## WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

## Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



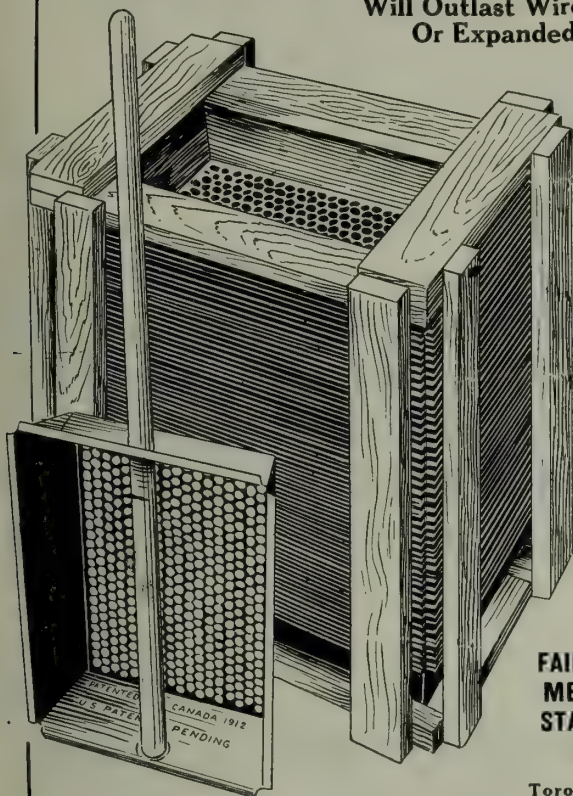
Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.  
**ROBERT E. BROWN, Western Sales Agent**  
102 and 103 Donahue Block, Regina, Saskatchewan  
Dealers in Eastern Canada should address  
**The Dunham Company, Berea, Ohio, U.S.A.**



## Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh  
Or Expanded Metal



All  
Metal.  
One  
Piece.  
See  
your  
Jobber.  
Good  
Profit.

FAIRGRIEVE  
METAL &  
STAMPING  
CO.

Toronto, Ont.

## Reflex Bronze Liquid

*Pays A  
Splendid  
Profit*

When Mixed With Bronze  
Powder It Forms A Bronze  
Paint That Lasts Longer Than  
The "Prepared Kind"

This combination makes a paint  
that dries with a beautiful finish  
—a paint that is easily applied  
and easily mixed.

We guarantee that Reflex Bronze  
Liquid and Bronze Powder will  
give your customers satisfaction  
or we will refund the money.

Send us a trial order.

The  
Ault & Wiborg Co.  
OF CANADA, LIMITED  
TORONTO

WINNIPEG

MONTREAL

## PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is  
more important than Price. A good Paint Re-  
mover is a help to the painter; a poor Paint  
Remover is a nuisance.

Our Licensees are the only authorized manu-  
facturers of the SLOW-DRYING QUICK-  
ACTING, NEUTRAL REMOVERS.

SHERWIN-WILLIAMS CO. OF  
CANADA, LTD., Montreal.  
INTERNATIONAL VARNISH  
CO., LTD., Toronto.  
PRATT & LAMBERT, INC.,  
Bridgeburg, Ontario.  
BRITISH AMERICAN FAINT  
CO., Victoria, B.C.  
MOUNT ROYAL COLOR AND  
VARNISH CO., LTD., Montreal.  
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Toronto.  
PEARCY & CO., LTD., SAND-  
ERSON, Toronto.  
STEWART & WOOD, Toronto.  
MARTIN-SENOUR COMPANY,  
LTD., Montreal.  
ADAMS & ELTING CO., Toronto.

Name of Brand  
"Taxite"  
"Klensa"  
"Expedite"  
"Bapeco"  
"Scrape-off"  
"Robertson's"  
"Devolite"  
"Solvo"  
"Martin-Senour"  
"Adelite."

You take no risk when you buy one of the  
licensed brands of Removers. They are harm-  
less and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED  
UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company  
100 William Street, New York, N.Y.



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

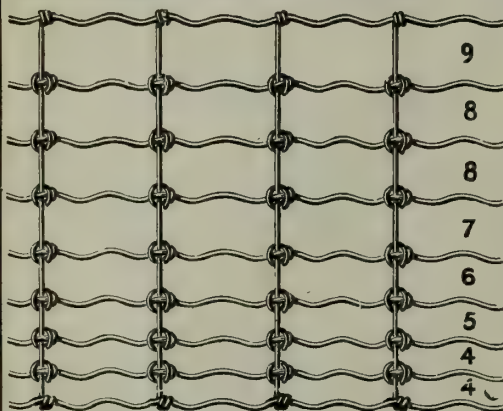
Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable  
Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough  
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.  
The "Monarch" has the best ring lock in Canada, and  
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like  
this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

Owen Sound, Ontario

## Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee"  
Hand or Motor Metal Force or Lift Pumps give  
their customers lasting satisfaction.

Every pump sold stays  
sold — gives the dealer no  
trouble.

They are metal—hand  
fitted valves — air-tight—  
strong—lasting.

The big catalogue tells  
you exactly what the line  
is—get it for the asking.

Write



The  
**R. McDougall Co., LIMITED**  
GALT, CANADA

## A Soft Snap for Hard Water

This device will make  
HARD water as  
SOFT as RAIN water  
and overcome the ac-  
cumulation of lime,  
magnesia and other  
incrusting minerals in  
Water Backs, Coils,  
Heaters, Boilers and  
wherever these diffi-  
culties are experienc-  
ed.

MORE THAN 15  
YEARS IN UNIVER-  
SAL USE. They are  
installed for every type of installation. Your cus-  
tomers will appreciate them. **BIG MONEY** in it for  
the Dealer.

For further information, write for our illustrated  
Catalog No. 16.

**Compound Injector & Specialty Company**

Sole Manufacturers of DEHN'S SANITARY SPECIALTIES  
419-421 H. N. 52d Avenue, - Chicago, U. S. A.  
Long Distance Telephone Austin 543

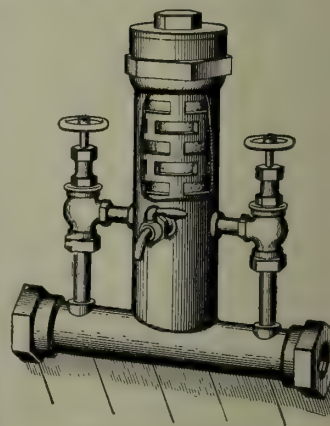


Fig. 119, Patented

# MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

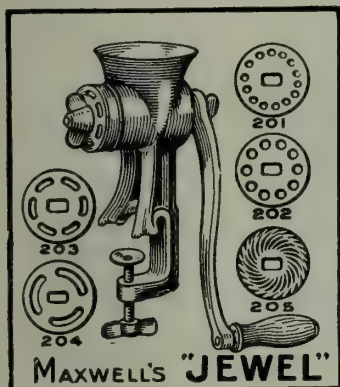
SOLD BY LEADING DEALERS EVERYWHERE OR BY



**MAGNOLIA METAL CO.**

Office and Factory

225 Ambroise Street Montreal



## MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

**DAVID MAXWELL & SONS, St. Mary's, Ont.**



**Oakey's**

The original and only  
Genuine Preparation  
for Cleaning Cutlery,  
6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

## CARRIAGE SPRINGS & AXLES

**ANCHOR  
BRAND**



**THE CUELPH SPRING & AXLE CO.  
LIMITED**

CUELPH, ONT.

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.  
Edmonton, Alta.  
Halifax, N.S.  
London, Ont.  
Ottawa, Ont.  
St. John, N.B.

Vancouver, B.C.  
Hamilton, Ont.  
Montreal, Que.  
Quebec, Que.  
Toronto, O. t.  
Winnipeg, Man.

Reputation gained by long years of vigorous,  
conscientious and successful work.

**THOMAS C. IRVING,** GENERAL MANAGER  
WESTERN CANADA  
TORONTO



Attractive, Convenient, Durable, Reasonable in Price.

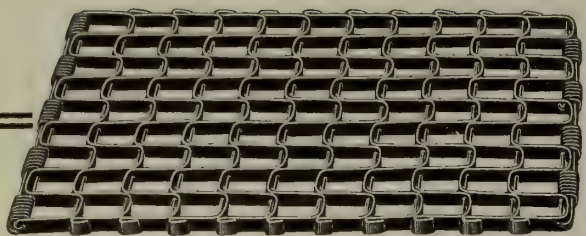
Our Patented Metal Shelf Boxes will improve the appearance of  
your store, and will enable you to give your customers quicker  
and more efficient service.

Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for  
same.  
Send for illustrated catalogue, it will interest you.

**Cameron and Campbell, - Toronto**





**It Can Be Readily Seen  
By Your Customers  
That "KEYSTONE"  
Flexible Steel Door Mats  
Are The Most Economical Kind To Buy**

These mats cost no more than the ordinary mat and they will last a life-time.

They are exceptionally well made from ribbon steel. There are continuous crimps and no short pieces. "Keystone" mats will not rust.

Stock a few at once and test their selling qualities—we know that you will find them absolutely satisfactory in every respect.

Ask your jobber—if he can't supply you, write us.

**Kuhne-Anderton Mfg. Co.**  
SOLE MANUFACTURERS  
PORT HOPE, ONTARIO, CANADA

**Wire and Sheet Metal Goods**

**That Pay Good Profits**

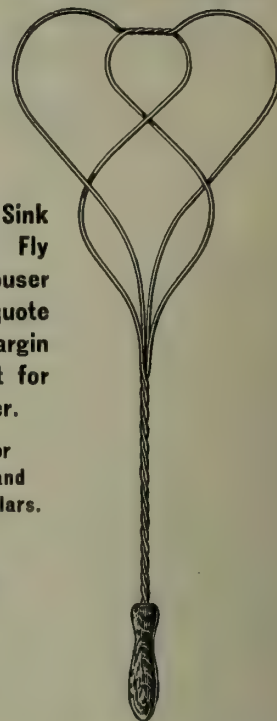
**A Splendid Quality For Your  
(Notion Counter)**

We manufacture

Potato Mashers, Electric Egg  
Beaters, Toasters, Flue Stops, Sink  
Strainers, Carpet Beaters, Fly  
Killers, Vegetable Sifters, Trouser  
Hangers, etc., on which we quote  
prices that have a splendid margin  
for profit for  
the dealer.



Write for  
Catalog and  
full particulars.



**Andrews Wire Works of Canada, Ltd.**  
Watford, Ont. Rockford, Ill.

**Robert Sorby & Sons, Ltd.**

**High Quality  
Sheffield  
Tools**

**Stocked in  
Canada**

at  
**Winnipeg  
and  
Vancouver**



TRADE MARK

Send in  
your orders to  
**Geo. H. Saywell Co.**  
Winnipeg



**Over 5,000,000 Mendets in use.**

**Order from your jobber or  
write direct.**

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.





## National Steel Rim Locks

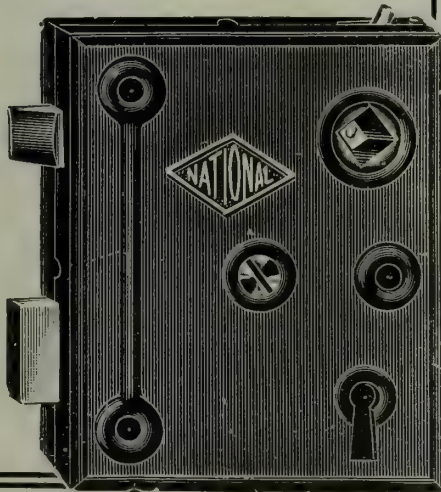
**STRONGEST AND SAFEST**

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

*Write us for particulars and prices.*

**NATIONAL HARDWARE CO., Limited**

ORILLIA, ONT., CANADA



## JAMES CARTLAND & SON

**BIRMINGHAM, England LIMITED**

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

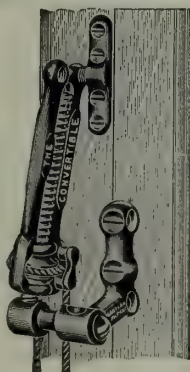
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

**Simple**

**Effective**

**Compact**



**1796 IRON**

$\frac{3}{8}$  screw ..... 4/-  
 $\frac{1}{2}$  " ..... 6/6

**1796 BRASS**

$\frac{3}{8}$  screw ..... 5/6  
 $\frac{1}{2}$  " ..... 8/6

**1797 GUN METAL**

$\frac{3}{8}$  screw ..... 6/6  
 $\frac{1}{2}$  " ..... 10/6  
each.

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of  
Cartland Patent Helical, Climax, Adjustable,  
and Reliable Door Springs

**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

Architects' Own Designs and Special Requirements Carefully Executed

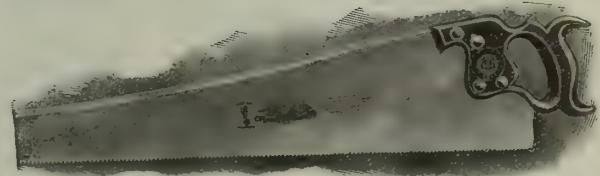
Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.



MERMAID

## SPEAR & JACKSON

**Saws, Files and Edged Tools**



No. 88A Silver Steel Saw, Mermaid Brand.

F. 122—Mill  
Saw File  
one round  
edge.

F. 127—  
3 Square File



**The Name's  
The Guarantee  
Of Highest  
Quality**

The hardware-man is really the purchasing agent of his customers, and they rely upon him to give goods of the fullest value.

The quality of "Spear & Jackson" Goods will ensure regular customers. Stock our products and you will soon notice big results.

Send your order to-day.

**Spear & Jackson, Ltd.**

**SHEFFIELD, England**

**FRANK H. SCOTT, Agent for Canada**

CORISTINE BUILDING, MONTREAL





Stock Up on the New  
**NICHOLSON-MADE  
MOWER FILE**

**W**E have a new file—a solid-handle mower file for sharpening sections, that saves removing the knife from mower or binder cutterbars. It is made in regular or reverse style. We not only advertise it to farmers in the Montreal Star—over 1,000,000 advertisements of it distributed among farm readers—but recommend that they use three such files a season.

**Help Your Trade During Haying**

by ordering a stock NOW, through your regular jobber, in your regular "Nicholson-made" File Brand. Remember to order "Nicholson-made Solid Handle Mower File, Regular Section" and also "Nicholson-made Solid Handle Mower File, Reverse Section." Do this now. We are sending the Consumers to your store to get them.

**Order Nicholson-made Files To-day through Your Jobber. Sort Up your Stock. Add Solid Handle Mower Files. Here are Nicholson-made Brands:**

**American, Arcade, Globe, Great Western, Kearney & Foot**

**NICHOLSON FILE CO.**  
PORT HOPE, . CANADA

82



**Every Hardware Dealer Who Does Plumbing Work  
Should Get Full Details Regarding Our  
BATHS, LAVATORIES, BRASS GOODS,  
FITTINGS, WROUGHT IRON PIPE,  
SOIL PIPE, SLOAN VALVES  
Etc.**

**They Produce Substantial Profits**

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

**Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks**

**The  
JOHN  
STEVENS  
Co., Ltd.**

**Wholesale Plumbers'  
Supplies,  
WINNIPEG**

## Foot, Gap, Squaring and Slitting Shears

For Slitting or Trimming Sheet Metal  
Any Length Not Exceeding  
16 Gauge in Thickness

The Assurance of  
Good Work and a  
Saving of Time.

We make them with two depths of gap, viz.: 15 and 18 inch. The 15-inch will slit the centre of a 30-in. sheet, and the 18-in. a 36-in. sheet.

Drop leaf tables are furnished on each end of bed for supporting long sheets. The hold-down, operated by a hand lever, is adjustable for various thicknesses of metal.

The knives are ground perfectly true and require no packing.

The  
**BROWN-BOGGS CO., Limited**  
HAMILTON, ONTARIO, CAN.

Tinsmiths' and Sheet Metal Workers' Tools.  
Presses Dyes.



## MAYMORE

### BRASS KNOCKERS

DISTINCTIVE

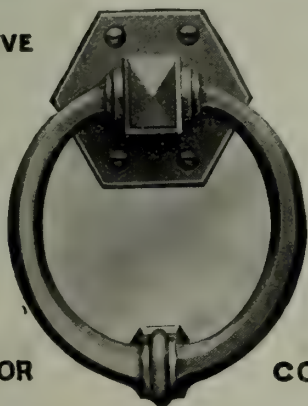
OF

IN

GOOD

DESIGN

STYLE



WRITE FOR

COMPLETE

### MAYMORE CATALOGUE

TO THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG.

## CASTOR OIL

### "HOMCO" BRAND

British Manufactured.

Guaranteed absolutely pure.

PHARMACEUTICAL

FIRSTS

SECONDS

For all medicinal or lubricating  
purposes.

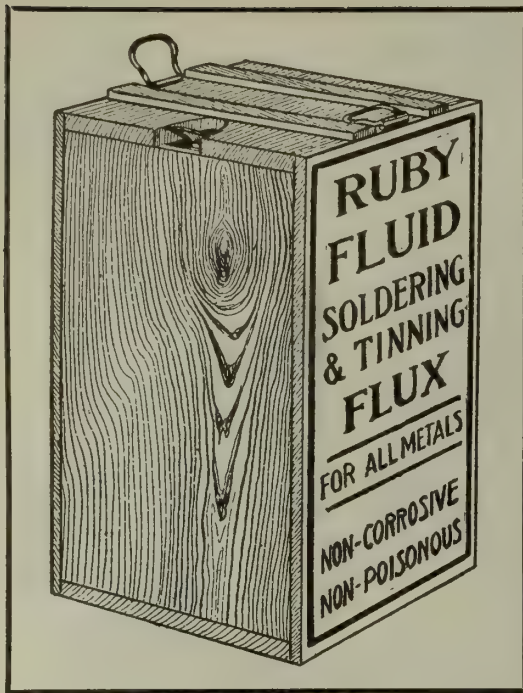
Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**

Limited

MONTREAL - TORONTO - WINNIPEG





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

By The Introduction Of Expensive Machinery  
We Are Able To Make The Very Highest Quality

## GARBAGE CANS



These cans have no hoops or wooden strips to protect them on the outside and cause them to rust out and be unsanitary.

The BEADS make them very strong and rigid and there is no place for dirt to lodge in and make unsanitary conditions. Will not rust.

While we cater to a class of trade wanting first-class, strong garbage cans we can supply any kind.

We make a specialty of garbage can made of 18 guage Galvanized Steel. Enamelling that will stand severest usage.

Send trial order—the profit will appeal to you.



**The Steel Trough & Machine Co.**

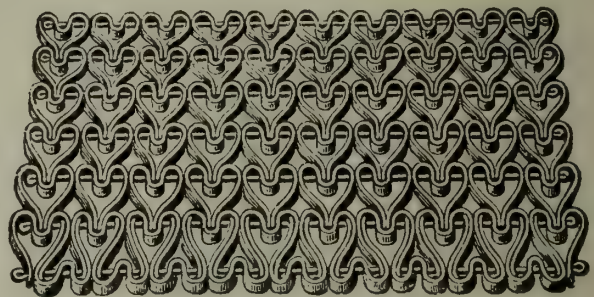
Limited

TWEED  
GORDON & SON  
Eburne, B. C.

ONTARIO  
J. H. ASHDOWN CO.  
Winnipeg

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



**HANDSOME**

**PRACTICAL**

For Residences, Stores, Office Buildings, Soda Fountains,  
Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO





# Paint and Varnish **BRUSHES** That are Profitable

The Good Quality Combined With Low Price  
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

## Meakins & Sons

Limited

Hamilton, - Ontario

**Tools Stamped with the Buck's Head**  
Admitted duty free when  
used for educational  
work in Manual  
Training  
Schools

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.



The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

### BUCK BROTHERS

Millbury, - - Mass., U.S.A.



A  
TIME SAVER  
AND  
SYSTEM  
PROMOTER

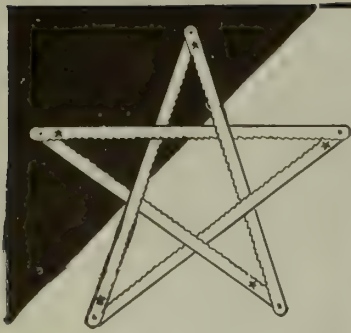
Every Up-to-date  
Hardware Store  
Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer. Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS

## THE AMERICAN BOLT AND SCREW CASE CO., Dayton, Ohio





Bright Spots  
in the  
Hardware  
Firmament

## Star Hack Saw Blades

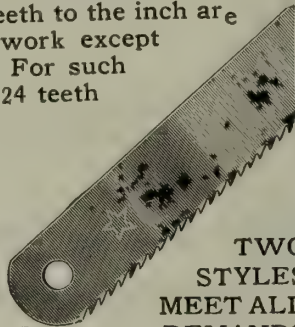
are bright spots in the stock of progressive stores. The dealer who stocks Star Hack Saw Blades will be able to meet all demands, and

### Large Stock is Not Necessary

Star Blades with fourteen teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For such work use Star Blades with 24 teeth to the inch.

**MILLERS FALLS  
COMPANY**

28 Warren Street  
New York City



TWO  
STYLES  
MEET ALL  
DEMANDS

Ensure Absolute Satisfaction  
By Selling

## Peterboro Hardware

An  
Artistic  
Design  
for  
1913



No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

**Peterborough Lock Mfg. Co.**

LIMITED

PETERBOROUGH, ONT.

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO

## The Quality Of "Stratford" Rope Extension Ladders

Will Bring You Many  
Buyers

This is the safest and most convenient ladder for painters or decorators.

Has automatic locks that lock at every round and unlock between rounds. Easily converted into two ladders.

Made of clear yellow pine and rock elm rounds.

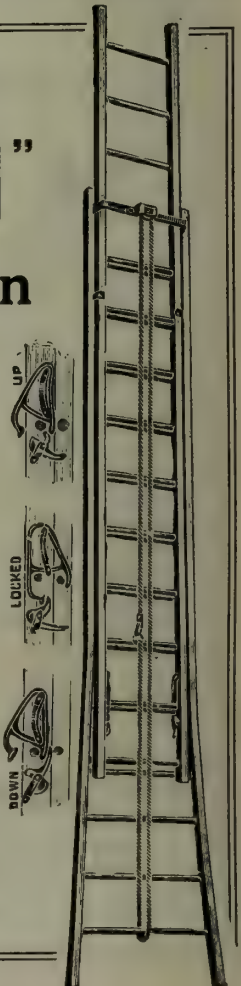
It meets the requirements of a high-grade ladder perfectly, and will be the means of bettering your ladder trade. A trial will convince you.

Write for catalog.

Manufacturers of  
Lawn Swings and Seats, Bake, Ironing  
and Sleeve Boards, Clothes Dryers, Etc.

**The Stratford Mfg. Co.**

STRATFORD, Limited ONTARIO



## SUPPLY YOUR FARM TRADE

with

# STILL'S

## Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS    --    ONT.

## "THERMO"

### The Washer

Easy to Sell

**That makes the Washday Bright**

Its improved motion absolutely eliminates washday drudgery caused by

hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

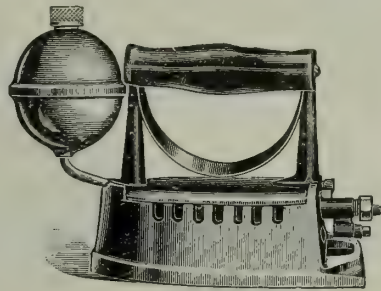


**THE LONDON FOUNDRY CO., LTD.,** LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto:  
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

## The Ideal Self-Heating Sad Iron

This is the iron that has met with such success in the States; it is being manufactured in Hamilton, Ont., from which place orders will be filled on and after April 1st.



### "IDEAL"

### The Iron That Heats Itself

In the spring and summer, when the stove isn't running with all flues open, and ironing day comes round, the housewife is ready to listen to the story of the iron that heats itself.

There's no better ironer than the "Ideal." There is no cheaper heat-getting method than that of the "Ideal" gasoline fuel and generator.

"Ideal" will sell—it's the best thing the housewife can buy.

You can guarantee it.

Write us for prices or ask your jobber.

We have been delayed 10 or 15 days in filling orders from our Hamilton plant, for the following reason. The manufacturers from whom we purchase our Brass Tubing connecting the Tank and Generator (which is of a special kind and cannot be bought in stock) have failed to deliver our orders on agreed time.

We wish to thank our patrons for their leniency and to assure them that we are taking every precaution to prevent a recurrence of this in future.

### The Ideal Sad Iron Mfg. Co.

Hamilton, Ont.





## The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

### CAVERS BROS.

MANUFACTURERS

GALT - - - - - ONT.



## Step Ladders 4 to 12 Feet

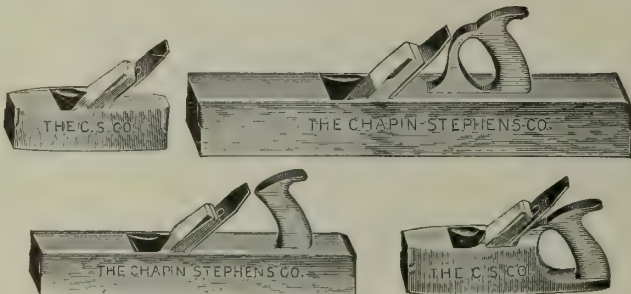
Clear, Red Pine Sides Hardwood Steps, - Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

### Otterville Mfg. Co.

Limited

OTTERVILLE - - - - - ONT.



All kinds of  
**WOOD  
Planes**

**THE CHAPIN-STEPHENS CO.,**  
UNION FACTORY  
PINE MEADOW, CONN., U.S.A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.



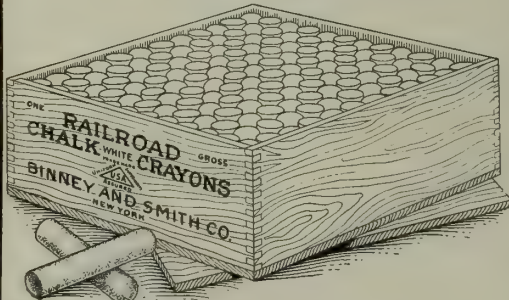
BABBITT YOUR JOURNALS WITH

## ARCTIC METAL

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

**Tallman Brass & Metal Co.**  
**HAMILTON, ONT.**

## CRAYONS FOR EVERY USE



Mill Crayon,  
School  
Chalk,  
Lumber  
Crayon,  
Railroad  
Crayon,  
Carpenters'  
Chalk,  
Wax  
Crayons.

**BINNEY & SMITH CO.**

81-83 Fulton Street

NEW YORK

## JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

## CUTLERY

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL

## "OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL  
OUTWEAR  
ANYWARE

MADE  
IN  
CANADA

Best Goods  
Best Prices  
Best Deliveries

Write to-day for  
our special bar-  
gain assortment  
offer this month

Western Distributors: Mon-  
crieff & Endress, Scott Bldg.,  
Winnipeg, Man.

**THE WARE MFG. CO. LIMITED** **OAKVILLE, ONT.**





## E. D. BRAND Machinery for

Specialist in the Wire Trade for  
15 years  
36, Victoria Street, Westminster  
S.W. London, Eng.  
(Late of Manchester.)

Plants working  
in all parts of  
the world giving  
complete satisfaction.

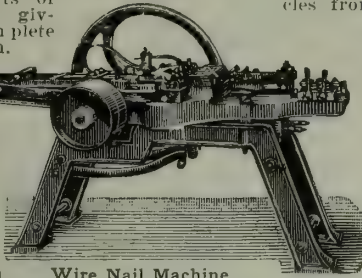
Wire Drawing Wire Netting  
Wire Cutting Wire Weaving  
Wire Testing

### AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts,  
Coach Screws,  
Cotter Pins, Cut  
Nails and Tacks,  
Electric Welded  
Chains, Furniture  
Springs, Hinges,  
Hooks, Locks, Nails,  
Rivets, Screws,  
Staples, Wire  
Nails, Etc., Etc.

Cable  
"Filliers  
Manches-  
ter"  
Code Used  
A.B.C.  
5th Edition



Wire Nail Machine

STAMPED  
ON THE

Corporate Mark



Granted 1780.

GENUINE  
ARTICLE

## Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING  
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

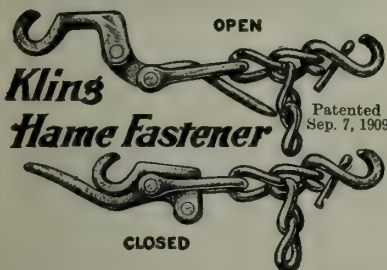
## Natural Gas Goods of every description

at

**T. F. BERMINGHAM'S**

20 John Street South  
HAMILTON, ONT.

## Getting Away From It !



CLOSED

The Kling Hame Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Sells fast at 25 cents. Costs you \$2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener  
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.,  
Canadian Distributing Agents.

## BEAR BRAND LAMP BLACKS

The Bear Brand is

the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glasco, Winnipeg.

## SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

### NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1/2 inches thick.

Send us your orders



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# YOU

# ALIVE

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra if box number is desired.

**Hardware and Metal**

TORONTO - MONTREAL - WINNIPEG

## Scythes & Company, Limited

DEALERS IN

Cordage, Twines, Cotton Duck,  
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents

THE HOPKINS MFG. CO., Limited

Jute and Cotton Bags, Tents, Tarpaulins and Flags  
and

THE DOMINION WASTE MFG. CO., Limited

Cotton and Wool Waste

An inquiry will bring our salesman

**SCYTHES & COMPANY, LIMITED**

18-22 Church St., Toronto and 33 Common St., Montreal



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,  
Fraser Avenue, Toronto.

**LETTERS**  
White Enamelled, Copper,  
Stamped Brass and Aluminum  
Good Quality at the Right Price.  
E. Richardson & Co., 147 Church St., Toronto

**NUMBERS**

## RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

## BABBITT METAL.

SPOONER'S No Hot Boxes  
NON FRICTION MACHINERY BEARING METAL

**COPPERINE**  
CANADIAN MADE  
AND STUMPS THE WORLD  
HARDWARES ALL SELL IT.

## Mail Boxes

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61 St. Sulpice St. - - - Montreal

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### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

Raymond Bros.

London, .. .. Ontario

## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited  
Brantford, Ont.

J. H. BUTLER, LTD.



Wolverhampton, England

Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Ears, Rivets, and all  
kinds of fittings for  
Iron and Tin-plate  
workers' use.  
Wedges, Clips and  
Wire Strainers for  
all kinds of Wire  
Fencing.  
Illustrated list on  
application.

## BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

### Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties.

Board of Trade Building  
36 ST. PAUL STREET, - - - QUEBEC

## COAT HOOKS.



JAMES & REID, Perth, Ont.

Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**

Made only by

## CLIPPERS.

**PRIEST'S CLIPPERS**  
THAT'S  
SUFFICIENT.

SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.

Wiebusch & Hilger, Ltd., special New York  
Representatives, 106-110 Lafayette Street.

## HINGES.



**ATLAS STRAP  
HINGE**

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish, Large profit for you.

Write for Samples and Prices.

Atlas Mfg. Co., 121 Water St., New Haven, Conn.

## MANUFACTURERS' AGENT.

H. E. JOHNSON

Factory Representative  
12 Melinda St.  
TORONTO

Representing

Hupfeld, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.

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SASH CORD



THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

## JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

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HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.





## No Fear Of Breaks In Great West Woven Fencing

You can recommend this line with thorough confidence.

It is manufactured from the heaviest and best hard drawn spring steel wire, heavily galvanized and guaranteed to be full gauge.

Your customers can save in posts owing to this strength.

*Manufactured By*

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Reynolds & Jackson, Calgary, Alta.  
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12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to  
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Selling Agents, WIEBUSCH & HILGER, Ltd., New York  
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**BUILT IN TWO SIZES**  
Standard (14 Quart Pail)  
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The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our **DOUBLE LEVERS**. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by      Sold by Jobbers

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**WRITE US** (we do no travelling) and we will be pleased to quote you prices.

## Sharratt & Newth's Glaziers' Diamonds

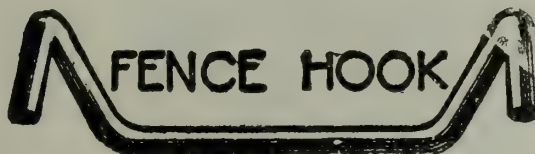
are unequalled for cutting and wearing qualities.



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For Fastening Wooden Pickets on Wire Fences

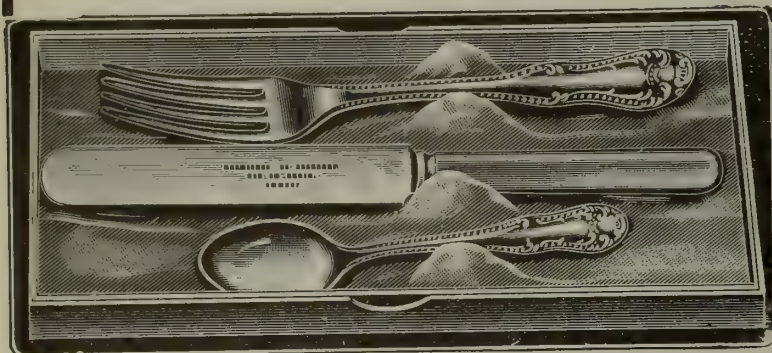


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Helena Pattern



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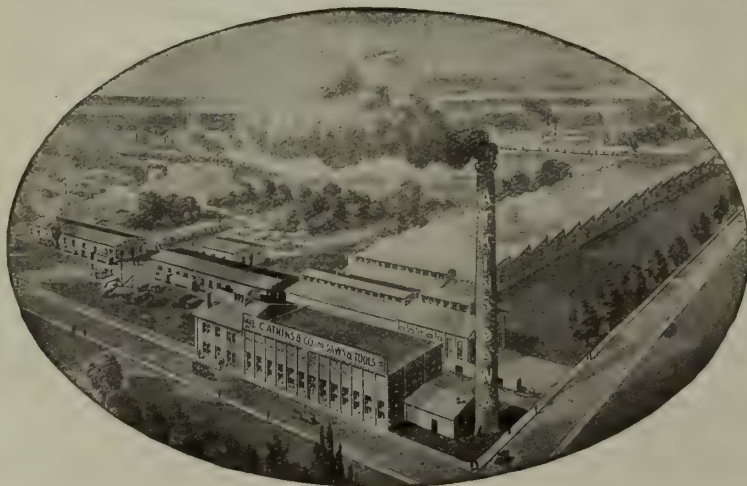
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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

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Makers of Sterling Saws

Factory: Hamilton, Ont.

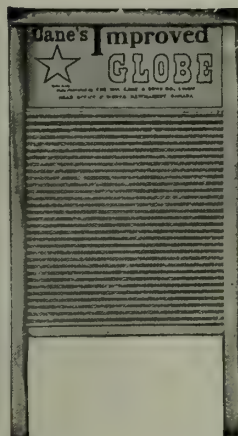
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Your Washboard Sales Will Increase  
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## Cane's Washboards



We make 13 different styles and grades, so as to completely meet the price which every class of trade can afford.

Great care is exercised from selection of material to the finished product on all grades. Each grade is the best value on the market.

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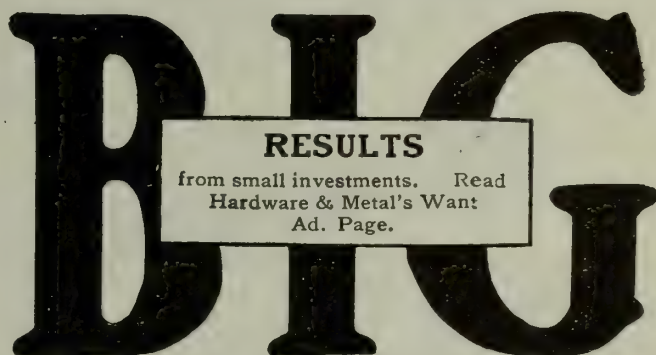


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LAMPBLACKS**



are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition. Why buy the Near Brand when the Best is procurable?

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The marine test, proof against salt and fresh water—spray—damp—heat—cold—blazing sun—every element to which a marine varnish is exposed. Are you selling Dougall's marine tested Varnishes?

Booklet of Selling Points Free.

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## Eagle Mop Wringer and Bucket

An Exceptionally Good Value  
to Offer Your Trade



When customers call for a good mop wringer and bucket you should be able to supply them with this one.

Nothing but the very best materials are used in its construction.

It gives every user satisfaction because it does the work as it should be done and gives long service.

Let us send you our catalogue on  
Wooden Ware, Brooms, Brushes,  
Willow Ware, Cordage, Twines, etc.

Write to-day.

**Walter Woods & Co.**  
HAMILTON AND WINNIPEG



## Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.



Specify Boker's Tree Brand Cutlery on your next order.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

## Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors



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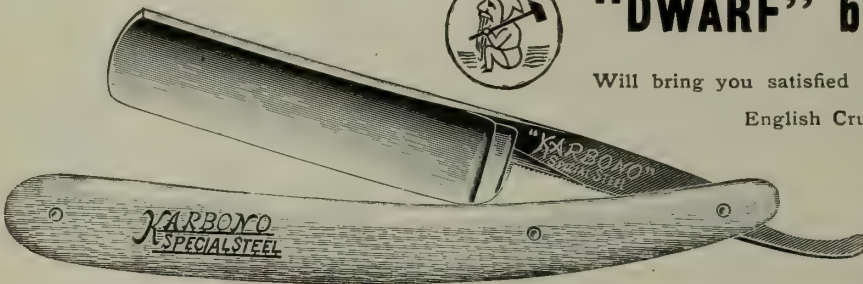


Will bring you satisfied customers. Made of the best

English Crucible Steel—guaranteed hand forged and hand

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Write for our catalogue.



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THEIR PROFIT PRODUCING  
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MADE BY  
THE  
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MFG. CO.

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is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

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# "Standard" Wickless Blue Flame Oil Stoves



An inexpensive stove of high efficiency and economical operation.

The Burner is simple to operate and produces a smokeless "blue flame" of intense heat.

The Standard Wickless solves the problem of Economical cooking in all country homes and suburban residences where gas for fuel cannot be obtained, giving the user every

advantage, convenience and comfort which the use of gas stoves and other modern appliances afford.

Stocked in three sizes. One, Two and Three Burners.

We can also supply

Ovens with or without Glass Fronts, for use with these stoves.

Order Early to Ensure Prompt Delivery.

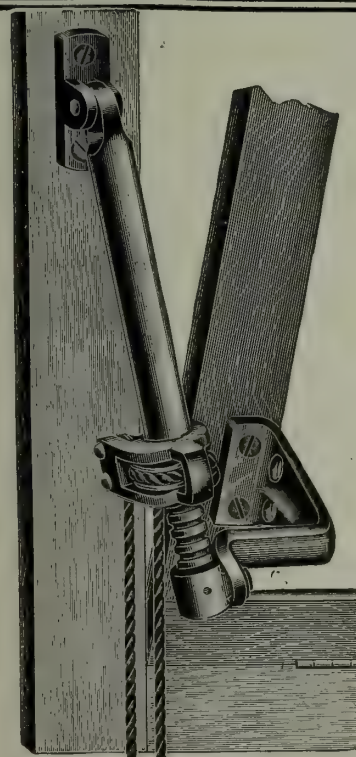
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## LIGHTING FIXTURES

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Lion Brand has satisfactorily stood the test of years. It can be procured from leading jobbers and promptly from stock at following points.

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BINDER TWINE**  
of Every Description  
**MANILA, SISAL, ITALIAN,  
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Made of metal, are inexpensive, attractive and classy.

Show the merchant with a dingy front our catalogue of suggested designs and tell him they are made in the West for Westerners.

He will appreciate the importance of dressing up. Try it out and let us know how you get on.

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Sheet Metal Manufacturers

P.O. Box 2186 H.

WINNIPEG, Man.

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"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

# HARDWARE AND METAL

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38 Ouellette Avenue

WINDSOR, ONT.



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Chain, Trace, Logging, Halter, Dog Leads, Agricultural.  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**  
Buck Bros., Milbury, Mass.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowsell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.
- Clothes Reels and Lines.**  
Cummer-Dowsell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Cummer-Dowsell Ltd., Hamilton, Ont.  
American Winger Co., New York City  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.
- Cutlery, Razors, Scissors, etc.**  
Caverhill, Learmont & Co., Montreal  
Crooks, Jonathan & Son.  
Dorcen Bros. & Co., Montreal.  
Greeff, Bredt Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinrich's, R., Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Smith Hdw. Co., Montreal.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.  
Archibald Kenrick & Sons, Winnipeg
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
P. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.
- Door Springs.**  
Stover Mfg. Co., Freeport, Ill.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, C.  
Archibald Kenrick & Sons, Winnipeg
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
Th. Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.
- Th. Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.**
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
Archibald Kenrick & Sons, Winnipeg  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananoque.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope, Ltd., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Canada Foundry Co., Ltd., Toronto.  
Dennis Wire & Iron Co., London.
- Fire Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Eutaw Mfg. Co., Philadelphia.  
Archibald Kenrick & Sons, Winnipeg  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Foot Warmers.**  
Chicago Flexible Shaft Co., Chicago.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto
- A. Ramsay & Son, Montreal.**  
Saskatchewan Glass & Supply Co., Moose Jaw.
- B. & S. H. Thompson & Co., Montreal.**
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.
- Gouges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Jas. Smart Mfg. Co., Brockville.  
Stover Mfg. Co., Freeport, Ill.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananoque.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Archibald Kenrick & Sons, Winnipeg, Man.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.
- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Steel Co. of Canada, Ltd., Hamilton.  
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richard-Wilcox Mfg. Co., Aurora, Ill.



# HARDWARE AND METAL

- Lampblack.**  
The L. Martin Co., New York.  
Wilkes Martin Wilkes Co., New York
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright & Co., Hamilton.**  
Latches, Screen and Barn Door.  
Peck Hamre Mfg. Co., Berlin, Wis.  
Lawn Fencing.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Settees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
P. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Grills.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos., & Co., Pembroke, Ont.  
Mail Boxes.  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
Gibb, Alexander, Montreal.  
H. E. Johnson, Toronto.  
McIntosh, H. F. & Co., Toronto.  
Western Distributors Ltd., Saskatoon.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Match Boxes.**  
Stover Mfg. Co., Freeport, Ill.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.  
Leslie, A. C. & Co., Montreal.  
Lysaght, John, Bristol, Eng.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Siding, Etc.**  
DeForest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oakley, John, & Sons, London, Eng.
- Metal Store Fronts.**  
Canada Foundry Co., Ltd., Toronto.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oil Tanks.**  
Bowser, S. F. & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pluchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg, A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.
- A. C. Leslie & Co., Montreal.**
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B. Wire Co., Hamilton.  
John Lysaght Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.
- Quick Shift Anti Rattlers.**  
Fernald Mfg. Co., North East, Pa.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorfen Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor Honers.**  
Carborundum Co., Niagara Falls, N.Y.
- Registers.**  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**  
Dunham Co., Beres, O.
- Roofing.**  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.
- United Roofing & Mfg. Co., Philadelphia, Pa.**  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Archibald Kenrick & Sons, Winnipeg.  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C. & Co., Hamilton.  
Disston, Henry, & Sons, Philadelphia.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
Acme Shear Co., Bridgeport, Conn.  
R. Heinrich's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
J. Wiss & Sons Co., Newark, N.J.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.
- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.
- Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Alexander Gibb, Montreal.  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton, Ont.
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
MacLean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co. London, Ont.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.
- Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish & Color Co. Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.
- Ventilators.**  
Brantford Oven & Rack Co., Brantford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Vises.**  
Henderson & Richardson, Montreal.
- Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.
- Waffle Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.
- Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdw. Co., St. Louis, Mo.
- Windmills.**  
Dominion Well Supply Co., Cargill.
- Windshields.**  
Kininger Bruce & Co., Niagara Falls.
- Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
Wire Guards.  
B. Greening Wire Co., Ltd., Hamilton.  
Wire Door Guards.  
B. Greening Wire Co., Ltd., Hamilton.  
Wire, Iron, Steel, Brass and Copper.  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**  
P. L. Robertson Co., Milton.
- Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
Kuhne-Anderton Co., Port Hope.
- Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**  
J. E. Beauchamp & Co., Montreal.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**  
Ed Brand, 473 Moss Lane, Manchester, Eng.
- Wire Products.**  
Andrew Wire Works, Watford, Ont.
- Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.
- Wood Finishes.**  
Berry Bros., Walkerville.
- Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



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We guarantee satisfaction.  
Catalog to the trade.

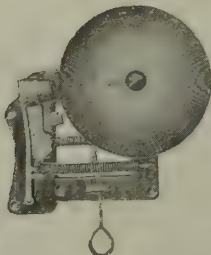
**The James Morrison  
Brass Mfg. Co., Ltd.**  
93-97 Adelaide St. West  
**TORONTO**



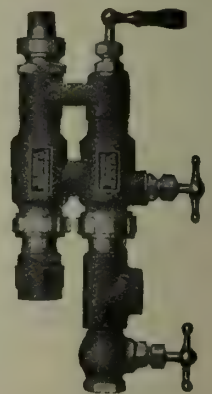
Forked Lever  
Air Cock



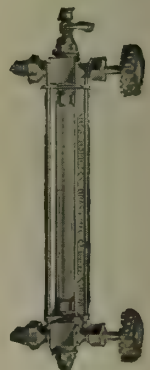
J.M.T. Globe Valves



Gong Bell



Hancock Inspirator



Water Gauge  
Mounting



Relief Valve

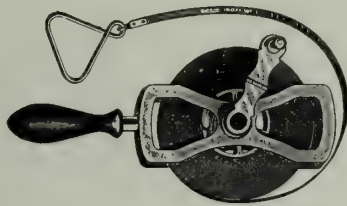


J.M.T. Pop  
Safety Valve  
Side Outlet

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

# LUFKIN

## MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

CATALOGUE ON REQUEST

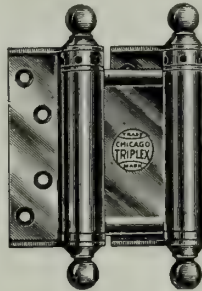
THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

# CHICAGO

## SPRING BUTTS

### A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

Manufactured solely by

Gutta Percha & Rubber, Limited

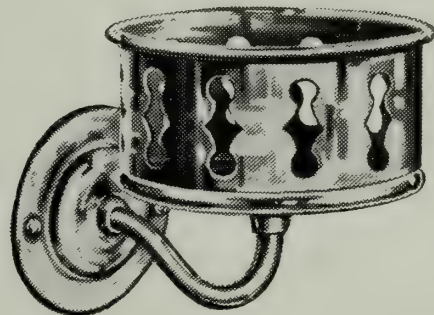
Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



## Bathroom Fixtures



This cut illustrates one of our lower priced Tumbler Holders. Twenty other Tumbler Holders shown in our catalogue.

We carry good stock, and can ship promptly.

MAY WE SERVE YOU?

Kinzinger, Bruce & Co., Ltd.  
Niagara Falls, Canada



# COMMUNITY SILVER

BEST PLATED WARE MADE



THE NEW GEORGIAN DESIGN

Beautifully simple  
— simply beautiful

Five Teaspoons \$2.15 (including cost)  
In Canada \$2.75

Guaranteed for  
50 Years

At your dealer

## Note

the rich simplicity of  
the **GEORGIAN**  
design—the fluted  
bowl and the pure  
Colonial lines.

*Have you stocked  
the Georgian yet?*

ONEIDA COMMUNITY, Ltd.  
ONEIDA :: :: :: NEW YORK



# HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 19

May 10, 1913



**There's a GOOD Job!**

**I used**

**Amatite**  
**ROOFING**

“**N**OW I have the best roof in this township. One that will last—one that's waterproof—one that will resist the hardest storms—and I didn't have a bit of trouble laying it.”

That's about what every Amatite owner says. Its superiority over all other ready roofing is apparent to anyone who uses it.

Amatite does away with all roofing troubles and unnecessary expenses because it is made with a real mineral surface that *needs no painting*. It is durable, fire retardant, practical, economical.

Don't buy any other roofing till you look up Amatite. Write to nearest office for samples.

### **Everjet Elastic Paint**

Save money by using this black paint wherever the color is no objection. Elastic, heat-proof, durable. Use it for “rubber” roofings and all exposed iron and wood.

**The Paterson Mfg. Co., Limited**

Montreal, Toronto, Winnipeg, Vancouver,  
St. John, N. B., Halifax, N. S., Sydney, N. S.





## See That Your Jobber Does His Part

Because the tastes of men are varied, we make thirty-seven different styles of Gillette Sets—Standard, Pocket Edition, Combination and Travelling.

Such a variety is a great help in making Gillette sales, because it enables you to offer each individual customer a Set which pleases by its looks as well as by its actions.

Are you getting the full benefit of this wide range of

## Gillette Safety Razors ?

Of course you cannot carry a complete stock yourself, but you can easily keep a representative one, so that with a Gillette Catalogue and a Set of the same type you can show a customer just what any other Set looks like.

Your jobber should do the rest. It is his part to maintain a Gillette stock that is absolutely complete, and to be ready to ship you promptly exactly the Sets which you order.

Have you been getting this kind of satisfactory service, or have you been permitting substitution of one Set for another when the jobber's stock is broken?

There is no reason why you should be satisfied with any other Gillette Sets than those which you and your customers want. If you have any trouble in getting them, advise us, and we will see that you get exactly what you want.

**Gillette Safety Razor Company of Canada, Limited**  
**Office and Factory: The New Gillette Building, Montreal**



Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

**SCHRAMBERGER UHRFEDERNFABRIK,**  
G.m.b.H.

Manufacturers of Safety Blades

**SCHRAMBERG (WURTEMBERG) GERMANY**

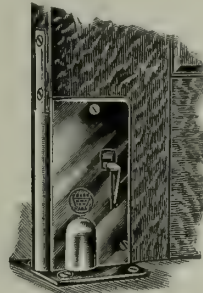
Representatives for Canada:  
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

# CHICAGO

SPRING BUTTS

## TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



**CHICAGO "RELAX"  
SPRING HINGES**

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

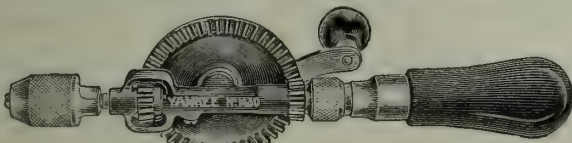
**Chicago Spring Butt Company,**

CHICAGO

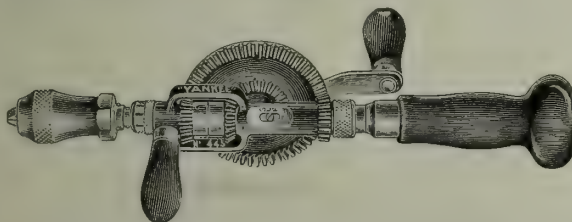


NEW YORK

### "YANKEE" Plain Hand Drill

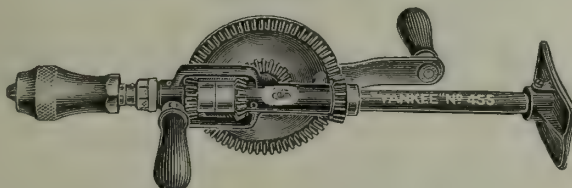


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3 1/4 in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10 1/2 in. Net weight 1 1/4 lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to 1/2 in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15 1/4 in. Net weight 3 1/2 lbs.

### "YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to 1/2 in. Large Gear 5 in. diameter. Entire length 17 1/4 in. Net weight 5 1/2 lbs.

These New "YANKEES" are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



# KEEP A FEW OF OUR "Barrett" Jacks In Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense. The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set leads by using either the top of the rack or the projecting foot at the lower end.

The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases.

The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—Frame or Base—Malleable iron.

Rack—Forged steel, machine cut teeth.

Pawls—Drop forged open hearth steel of high carbon.

Fulcrum Pin—High carbon rolled steel, machined.

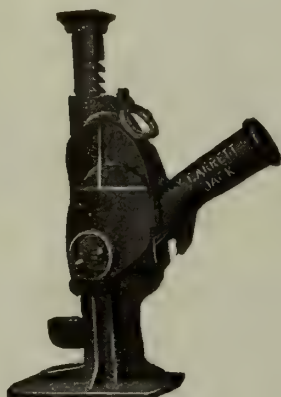
Bearings—Hardened steel.

Handles—Selected ash or hickory.

Barrett Jacks are imitated in appearance, but not in quality.



TRACK OR TRIP JACKS



AUTOMATIC LOWERING JACKS

WRITE FOR PARTICULARS AT ONCE.

## The Canadian Fairbanks-Morse Co. LIMITED

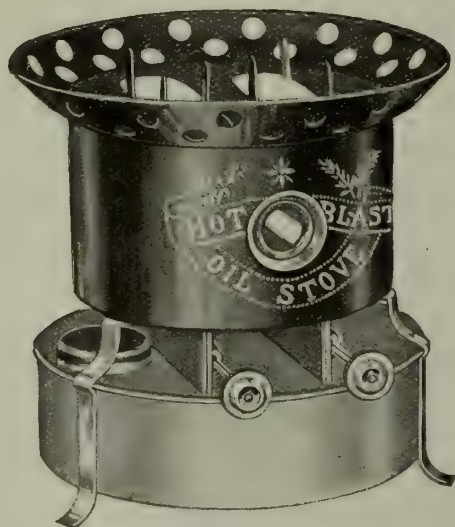
MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA

# The S.M.P. "HOT BLAST" OIL STOVES

Just the Article needed for Summer Residences or Camps



THESE STOVES HAVE

Two Extra Large  $4\frac{1}{2}$  inch Burners.

Large Oil Filling Hole.

Legs made of Tinned Band Steel

Large Seamless Oil Founts, consequently no leakage.

Brass Thumb Pieces on Wick Turners.

Chimneys and Extensions made from Drawn Steel, therefore no breakage.

No Cast Iron Parts to get broken in shipping or while being used.

Prices on Application.

## The SHEET METAL PRODUCTS COMPANY

of Canada

SUCCESSORS TO

Limited

### Kemp Manufacturing Co.

Montreal

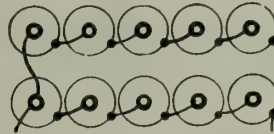
TORONTO

Winnipeg

# ELECTRIC BATTERIES

## IGNITION — FOR OPEN CIRCUIT WORK

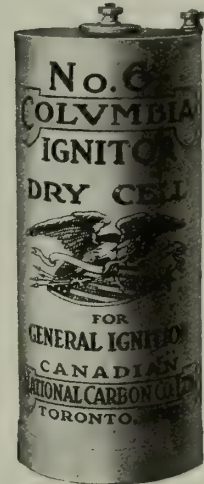
Especially for use on Motor Boats, Automobiles, Gas and Gasoline Engines. Also suitable for Door Bells, Annunciation and Telephones



In Series Multiple

By connecting batteries in Series and in Series Multiple great economy is effected. The Voltage is increased progressively with the addition of each cell connected in series and the amperage increased progressively with each additional series connected in Multiple.

The Batteries should have periods of rest in which to recuperate.



XCELL IGNITION		Each
No. 6XL—6x2½ inches; Standard Size; Amperage 24 to 26½; Voltage 1.61; Weight 2¼ lbs....		\$0.50
No. 7XL—7x3½ inches; Amperage 25 to 28; Voltage 1.61; Weight 3½ lbs. ....		1.00
No. 8XL—8x3½ inches; Amperage 28 to 33; Voltage 1.61; Weight 5½ lbs. ....		1.30
50 in a Barrel; Weight per Barrel 300 lbs.		

COLUMBIA IGNITION		Each
No. 6C—6x2½ inches; Standard Size; Amperage 24 to 26; Voltage 1.53 to 1.55; Weight 2 lbs....		\$0.52
No. 7C—7x3½ inches; Amperage 25 to 28; Voltage 1.53 to 1.55; Weight 3¼ lbs. ....		1.04
No. 8C—8x3½ inches; Amperage 25 to 28; Voltage 1.53 to 1.57; Weight 5¼ lbs. ....		1.36
50 in a Barrel; Weight per Barrel 315 lbs.		

We make a Special Price on Batteries in Full Barrel Lots.

## BATTERY CONNECTORS — Quick Action

For Connecting Dry Batteries in Pairs or Series. Makes a Quick and Positive Connection and much more satisfactory than the use of wire.

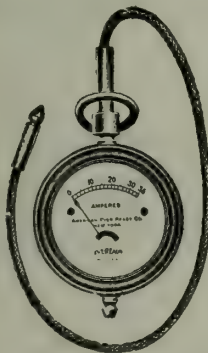
	Per 100
No. 1—Size 4 x ⅜ inch; Stamped Copper, with Insulated White Taps Cover; Weight per Hundred ⅝ lb. ....	\$2.50

## BATTERY AMMETERS

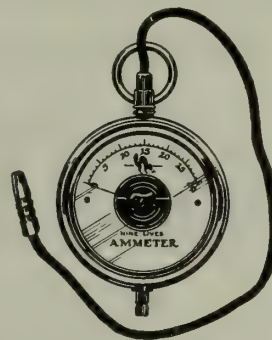
For Gauging the Strength of a Cell or Battery.

When connected in Series One Dead Cell Will Kill the Circuit. The Ammeter detects the inactive Cell.

Indispensable to merchants and Electrical Mechanics in Enabling them to Test Shipments to protect themselves against exhausted Batteries.



EVER READY		Each
No. 1002—Graduated from 0 to 35 Amperes; Diameter 2 inches; Length of Insulated Cord 11 inches; Nickel Plated Brass Case; White Dial; Glass Face; Action Controlled by a Phosphor Bronze Spring .....		\$2.60
One in a Box; Weight 2 Ozs.		



Trade Mark



Nine Lives

NINE LIVES		Each
No. 9L—Graduated from 0 to 30 Amperes; Diameter 2 inches; Length of Insulated Cord 10 inches; Nickel Plated Brass Case; White Dial; Heavy Beveled Glass Face; Action Controlled by a Phosphor Bronze Spring .....		\$5.20
One in a Leather Case in a Box; Weight 4 oz.		

LIBERAL DISCOUNTS TO DEALERS.

**LEWIS BROS., LIMITED, MONTREAL**  
OTTAWA TORONTO VANCOUVER



# THE BIG CANADIAN LINE

## FIRE DOOR FIXTURES

WITH UNDERWRITERS' LABEL

## WAGON JACKS

GOOD ONES

## STAY ROLLERS

ALL KINDS

## WIRE STRETCHERS

LIGHT AND HEAVY

# DOOR HANGERS

"A hanger for any door that slides"

FLAT TRACK

ROUND TRACK

TROLLEY TRACK

AND

STEEL FRAME, BALL BEARING

# GRINDSTONES

THE ONLY ONES MADE IN CANADA

Write  
Us  
To-day

# Richards-Wilcox

We  
Help  
Sell  
Them



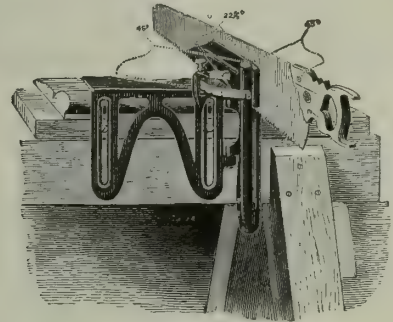
CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



# FOR YOUR PRESENT NEEDS

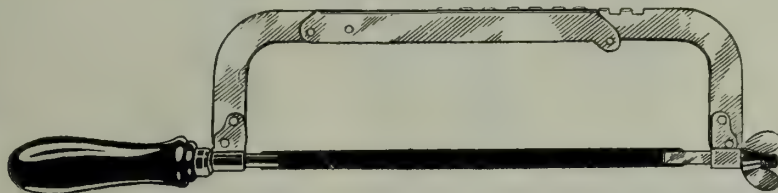


No. 1900 Staple Puller—A leader of the Red Devils



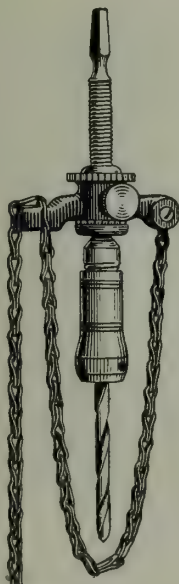
No. 159 Mitre Box—Can be used anywhere and takes any saw. To show it, means a sale.

The mechanic wants these with assorted blades.

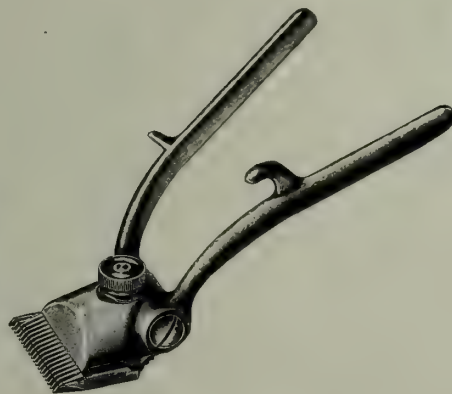


Stock these and watch your sales.

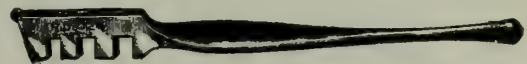
No. 092—Nickel Plated, 8 to 10 inch, adjustable back saw frame. We put them up with 1 doz. assorted lengths and assorted teeth blades with each frame.



No. 2012—Automatic Red Devil Chain Drill.



No. 3439—Sizes 0, 1, and 2



*"It's all in the wheel"*

No. 0, 2, 4 Glass Cutter—Standard the world over.

If you stock

**RED DEVIL  
GOODS**

You will please your customers. Our guarantee does this for you.

## SMITH HARDWARE CO., LIMITED MONTREAL



# **THE STEEL COMPANY OF CANADA, Limited**

## **HAMILTON, ONTARIO**

We have a large stock of various sizes from which we can make immediate delivery of

## **WROUGHT IRON**

Agricultural Pipe  
Bedstead Tubing  
Conduit and  
Signal Pipe

# **PIPE**

Steam and Gas Pipe  
Fencing Pipe  
Railing Pipe

**Black and Galvanized      Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **CLEAN SURFACE** free from blisters and other irregularities.

**UNIFORMITY** is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of **EVEN** and **PERFECT** Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

---

## **LEAD PIPE**

MADE OF THE BEST PIG LEAD

**Soil or Waste,      Composition Gas Pipe,      Fountain or Aqueduct**

---

—SALES OFFICES—

**Hamilton**  
**Vancouver, B.C.**

**Montreal**  
**Victoria, B.C.**

**Toronto**  
**St. John, N.B.**

**Winnipeg**  
**Halifax, N. S.**



Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

**Allan Hills Edge Tool Co.**  
LIMITED

GALT, ONTARIO, CANADA



# The Hatch Parlor-Door Hanger

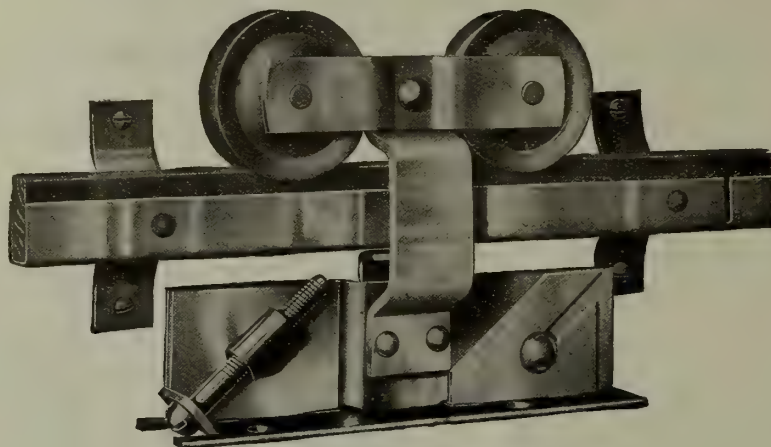
The Popular Hanger for the Builders' and Carpenters' Trade

Low in Price

Thoroughly  
Practical

Easily Adjusted

The Hatch  
Hanger is not a  
moth breeder.



Runs Silently

Runs Smoothly

Runs Easily

The Hatch  
Hanger runs on  
Roller Bearings.

The two steel wheels run so true that they cannot touch the steel frame which encases the wooden rail that the track is made of.

**Canada Steel Goods Co., Limited, :: Hamilton, Ontario**

Makers of the reliable Crescent Brand Butts and Hinges

## A Most Wonderful Little Weapon Is the "Bayard" Baby Automatic Pistol.

Has many points of superiority over all other makes of Automatic Pistols. The simplest, safest and strongest Automatic Pistol made. Can be carried in the vest pocket. Length  $4\frac{3}{4}$  inches, weight  $15\frac{3}{4}$  ozs. Velocity of bullet 837. Has many more good points too numerous to mention here.

*Write for descriptive Booklet.*



McGill Cutlery Co. (Reg'd.)

P.O. Box 580, Montreal, Canada

## A High Quality Tinner's Snip That Does High Class Work

This Special is made with a finish that will not rust, will not chip and will not break off the handles. It has a natural steel finish which we guarantee to remain as long as the snip will last.

The snip is made with a crucible steel cutting edge welded on the forged steel blade.

It is exceptionally strong and durable and will prove the best line for you to use or sell.

Write for catalog and particulars.

**THE NATIONAL CUTLERY CO., - Philadelphia, Pa., U.S.A.**

CANADIAN REPRESENTATIVES: H. J. STAFFORD, 591 St. Catherine St. W., Montreal. SHERMAN F. AINSLEE, 145 Wellington St. W., Toronto.



# DISSTON CHROMOL HACK SAW BLADES

Made of DISSTON CHROMOL Steel, a special high-grade material peculiarly suited for metal-cutting blades.

The teeth are milled in, making them clean and sharp, giving greatest possible strength.

Hardened throughout under the DISSTON special process.

Taking the  
**CHROMOL  
HACK SAW,**  
day in and day out, we guarantee it will do more satisfactory work than any other HACK SAW on the market.

We manufacture a complete line of HACK SAW BLADES, for various classes of work, and HACK SAW FRAMES, both solid back and extension, with reversible stretchers.

## HENRY DISSTON & SONS

Incorporated

KEYSTONE SAW, TOOL, STEEL & FILE WORKS  
PHILADELPHIA, U.S.A.



ESTABLISHED  
1840





HARDWARE AND METAL

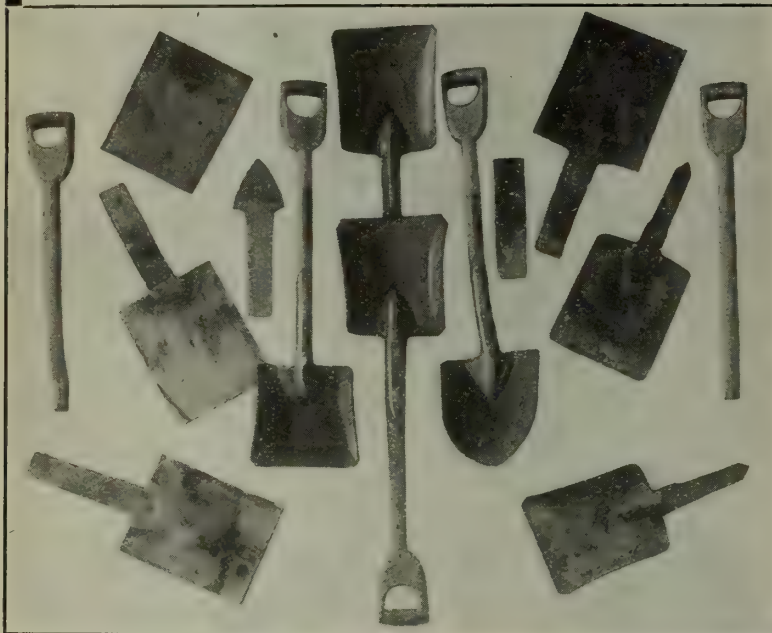
# LUNDY SHOVELS

## Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



## Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

## The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;  
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,  
Vancouver, B.C.; N. B. Misener, Toronto.

Dealers and Jobbers should place orders which will keep their stocks complete to supply the great demand for Simonds Crescent Ground Cross-Cut Saws. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.



# SIMONDS

CANADA

## SAW CO., Limited

Montreal

St John

Vancouver

# GLUE

## IN PACKAGES

THAT MEANS

## BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

## H&R ARMS CO

q Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight  $5\frac{1}{2}$  to  $6\frac{1}{2}$  lbs., according to gauge and barrel. For black or smokeless powder.

q These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

**Harrington Richardson Arms Co.,**

**715 Park Avenue,  
Worcester, Mass.**



Your Customers are Looking for the Roofing  
With the **"Certain-teed"** Label of Quality

Will They Find It In Your Stock?

## CASCO RUBBER ROOFING

Has the **"Certain-teed"** Label Pasted on  
the Back, and It's the Kind they are  
Looking For

We stock it and can make immediate shipments

**The Canadian Supply & Contracting Company, Limited**

Formerly CANADIAN SUPPLY CO.

TORONTO,

::

::

::

ONTARIO

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

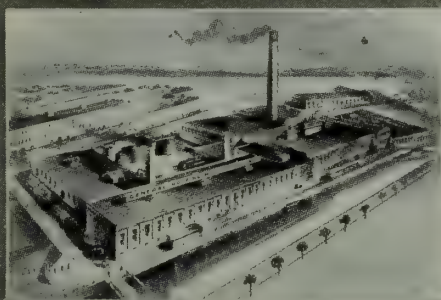
**THE MORRIS & BAILEY STEEL CO.**  
**PITTSBURG, PA.**

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish  
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any  
thickness from .002' to .250.

# Sell your trade Certain-teed ready-to-lay Roofing— the kind that's guaranteed 15 years



MILL NO 2 MARSEILLES, ILL.



MILL NO 1 EAST ST. LOUIS, ILL.



MILL NO 3 YORK, PA.

These three mills broke the world's record last year, manufacturing thousands upon thousands of miles of modern easy-to-lay

## Certain-teed Roofing

(Quality Cert-ified — Durability Guaran-teed)

*Guaranteed 15 years—lasts longer*

## Rolls and Shingles

### Demand constantly increasing

The "General's" three enormous mills, the largest roofing and building paper mills in the world, are running day and night to keep up with the ever-increasing demand for Certain-teed Roofing.



General Roofing  
The World's Largest  
Manufacturer of  
Roofing and  
Building Papers

There is a simple method of applying Certain-teed Roofing artistically on any kind of a building. It comes in slate gray *shingles* for bungalows, residences, cottages and garages—in *rolls* for general use, and when laid according to the Certain-teed Specifications is rapidly replacing the old style tar and gravel roofs on large, flat surfaces.

For your own protection see that the Certain-teed Quality Label is on every roll and crate of shingles you buy.

### Big sales opportunity for Canadian dealers

Certain-teed Roofing is extensively advertised in Canadian publications, the price is *low* and the quality *high*. You can make *quick* sales and a nice fair profit.

The Certain-teed Selling Helps, including Free Display Signs, will be worth a lot to you.

In addition, the manufacturer of Certain-teed Roofing will furnish FREE to each dealer who handles Certain-teed Roofing a desk copy of the new advertised book, "Modern Building Ideas and Plans"—a book that is specially valuable to building material dealers.

Send your nearest Canadian jobber an order for ten to fifty squares—your success is assured from the very first day.

**Get right on Roofing**—this is your opportunity to build up a profitable business.

The season is here—*now* is the time to stock with Certain-teed Roofing. Send your jobber an order immediately

## The General Roofing Manufacturing Co. Winnipeg, Canada

New York

Kansas City  
Minneapolis

Chicago  
San Francisco

E. St. Louis, Ill.

London, England

York, Pa.

Marseilles, Ill.  
Hamburg, Germany

Memphis, Tenn.





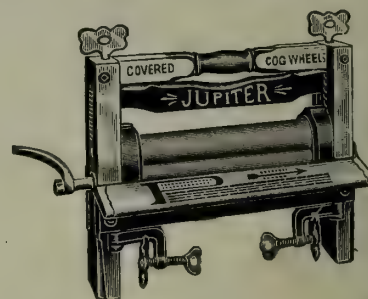
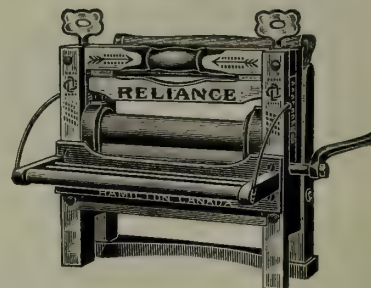
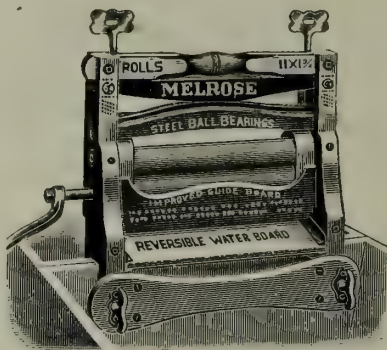
# High Grade Clothes Wringers



The Best Ever and the Best Now

Fitted with Live Rubber Rolls, Most Durable and Highly Elastic. Anti-Chemical Rolls are not affected by acids or Washing Compounds.

We make wringers in many designs and Various Grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own Roof from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.



Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire.

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son,

Montreal  
Winnipeg



## Service and Reputation FOR HIGHEST QUALITY

have made us the largest  
EXCLUSIVE METAL DEALERS  
in the  
DOMINION OF CANADA

We carry in stock **ALL INGOT METALS**

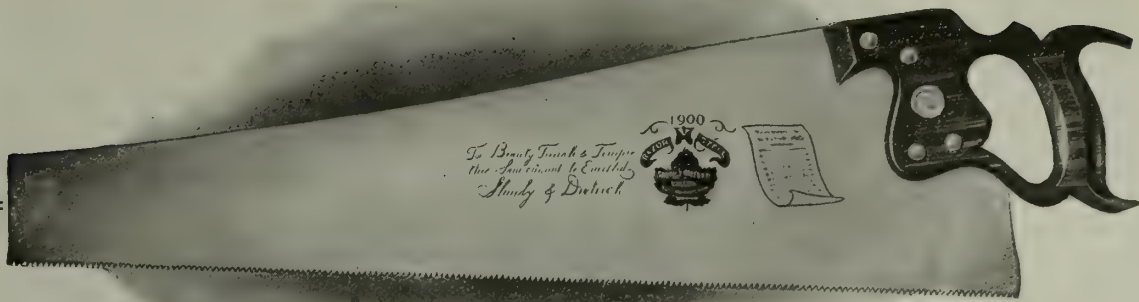
*Write for prices. You will find them interesting*

WE MANUFACTURE: Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

## The CANADA METAL CO., Limited

Head Office and Factory: TORONTO

Branch Factories: MONTREAL, WINNIPEG



## Maple Leaf SAWS

**Are Ground to True Taper—They will not  
Bind in Cut**

Our process of grinding is an entirely new feature in the manufacturing of saws.

When you are on the market for high quality saws, be sure to select the kind with the "Maple Leaf" trade mark—then you take out the best insurance against dissatisfied customers.

We also manufacture Improved Racer Lance Tooth Cross-cut Saws, Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Back, Butcher, Pruning, Buck, Saw Tools and Supplies.

There is a splendid profit and much satisfaction awaiting you.

Once you are familiar with "Maple Leaf" Saws you will sell no others. Write for particulars.

**Shurley, Dietrich & Co., Ltd.**  
GALT, ONTARIO

and 1642 Pandora St., Vancouver, B.C.

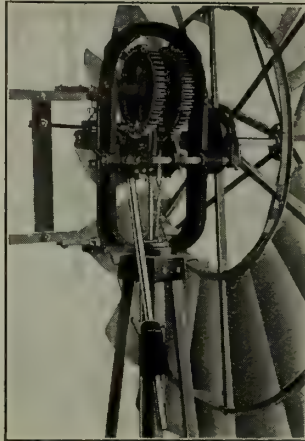




## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.

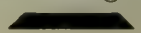



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## Nicholson-made SOLID HANDLE MOWER FILES

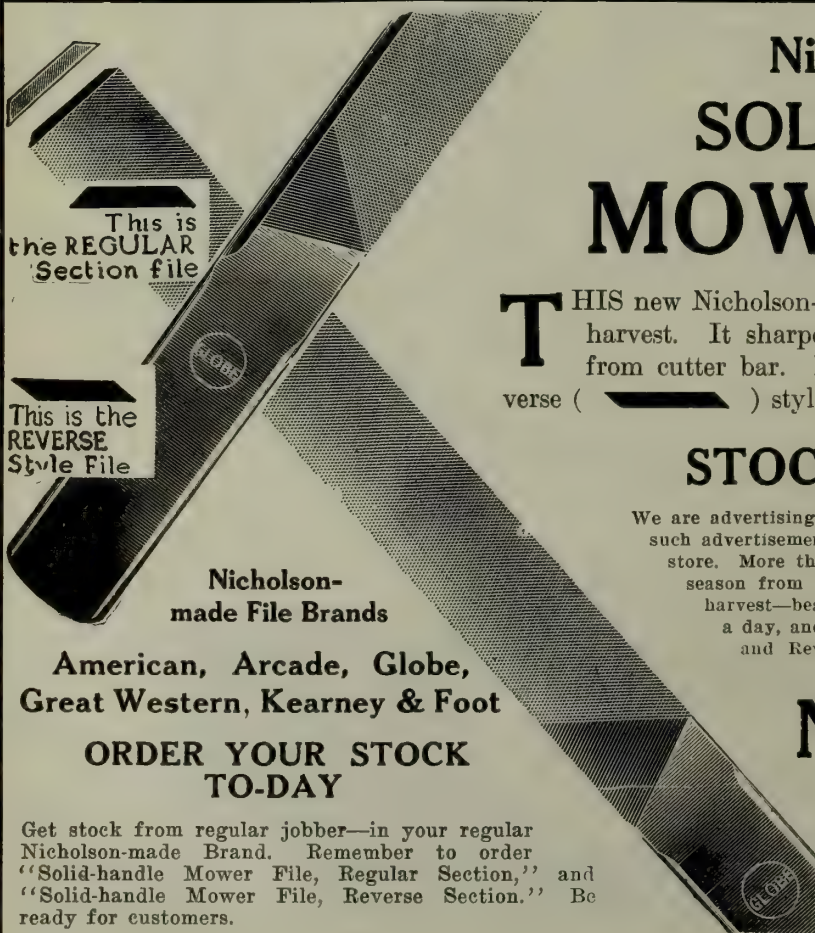
**T**HIS new Nicholson-made File saves farmer's time at haying and harvest. It sharpens knife sections without taking the knife from cutter bar. It is made in regular (  ) or reverse (  ) style.

### STOCK THEM, WHY?

We are advertising them to farmers in Montreal Star; over 1,000,000 such advertisements will be printed. We direct these men to your store. More than that, we suggest that they buy 2 such files a season from you. This solid handle mower file saves time at harvest—beats other knife-sharpening methods by an hour a day, and gets you continuous business. Note the Regular and Reverse Sections—remember, you need both kinds.

**NICHOLSON**  
File Company

**Port Hope, Canada**



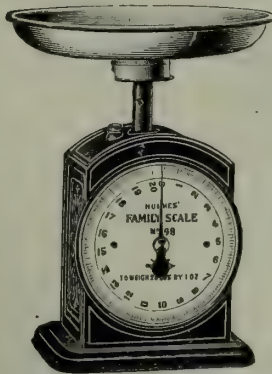
**Nicholson-  
made File Brands**

**American, Arcade, Globe,  
Great Western, Kearney & Foot**

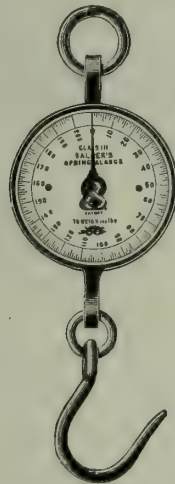
**ORDER YOUR STOCK  
TO-DAY**

Get stock from regular jobber—in your regular Nicholson-made Brand. Remember to order "Solid-handle Mower File, Regular Section," and "Solid-handle Mower File, Reverse Section." Be ready for customers.

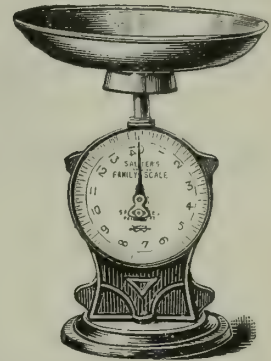
# Salter's Household <sup>A<sub>N</sub>D</sup> Trade Scales



No. 48 x 20 lbs. x 1 oz.  
No. 48 x 28 lbs. x 2 oz.  
Round and Oblong Scoops; White  
Enameled Dial.



Patent Circular Bal-  
ances; No. 20 to weigh  
50 to 600 lbs.



No. 50 x 14 lbs. x 1 oz.  
No. 50 x 28 lbs. x 2 oz.  
No. 50 x 50 lbs. x 2 oz.  
Round, Oblong or Scoop Scale  
Engraved Brass Dial.

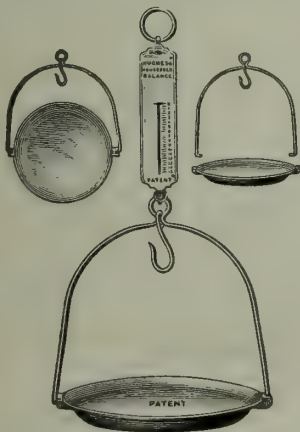


Pocket Balances  
No. 3 to weigh 12 to 100 lbs.

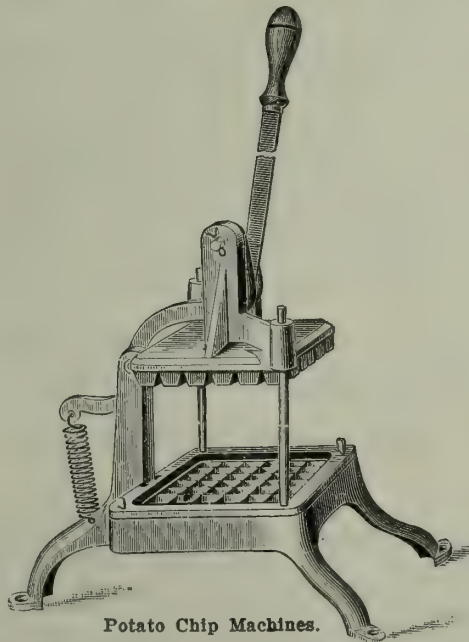
STAMPED, NUMBERED AND PLUGGED  
FOR GOVERNMENT INSPECTION



Pocket Balances.  
No. 5 to weigh 25 and 30 lbs.

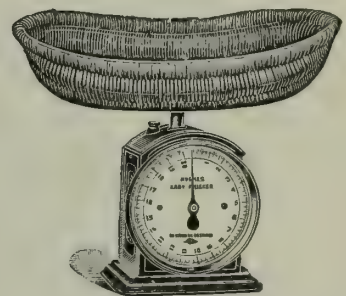


No. 12 Household Balance to  
weigh 15 lbs x 1/4 lb.



Potato Chip Machines.

Prices and Catalogues on Application



Hughes' Baby Weigher  
White dial; N.P. rim; glass front.

## GEO. SALTER & COMPANY, West Bromwich, Eng.

SOLE AGENTS FOR CANADA :

THE BRITISH HARDWARE & IMPORTING COMPANY, Limited  
MONTREAL



# Your Drills Are Just As Important As The Most Expensive Part Of Your Plant



You cannot afford to slight the importance of your drills. It will pay you to study their efficiency with the view of making them do their part in the reduction of factory costs.

That "W & B Diamond" Twist Drills will reduce cost and increase output is a fact which has been settled by comparative tests, conducted by satisfied customers. These tests have shown "W & B Diamond" Twist Drills to be superior to all others.

To verify this you need only hold a watch on "W & B" Diamond Drills. We urge you to make this test for yourself.



Tools of Quality bear these marks



Tools bearing the "W & B Diamond" Twist Trade Marks offer an insurance against inferior quality. The "W & B Diamonds" are a guarantee of quality. Be sure your dealer gives you Drills with these marks. Jobbers in all large cities will supply or write us. *Ask for Catalogue 74 B.*

## The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

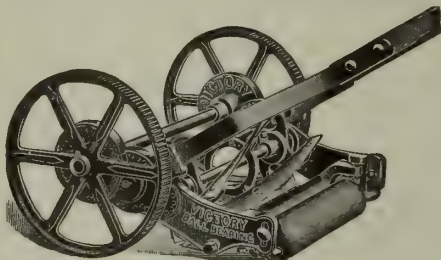
Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

*Our Motto—"QUALITY"*

## THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

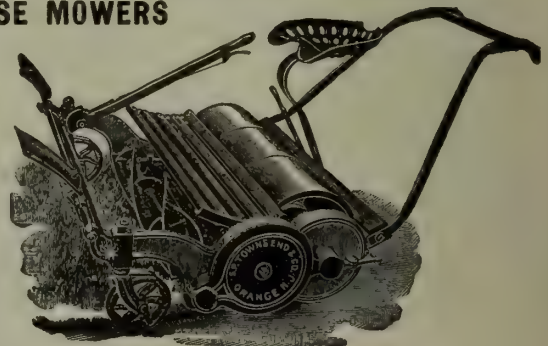
All Our Hand Mowers  
Are Ball Bearing

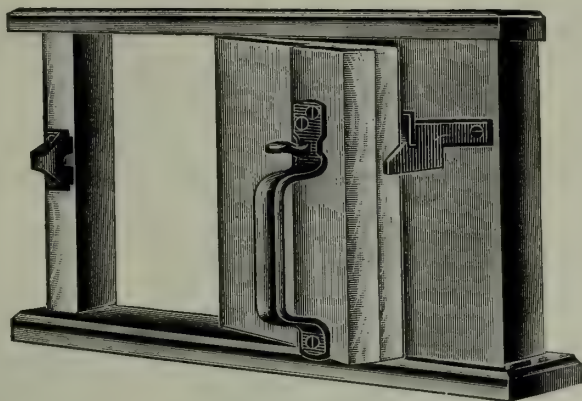
SENT ON THEIR MERITS

Write for Catalog

**S. P. Townsend & Co.**

ORANGE, N. J.





Door Open

## Our Idea of Perfection

### No. 29 All-Steel Latch for Barn Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a  $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

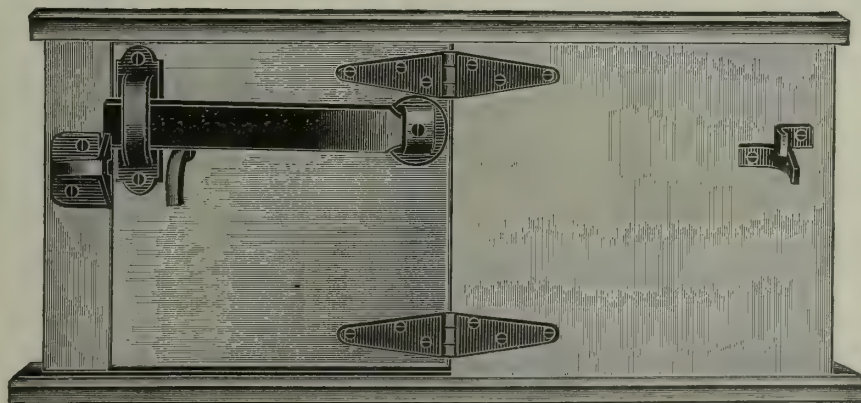
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

# NATIONAL MFG. CO.

STERLING

ILLINOIS



Door Closed



# This Gun In Your Window



with the price displayed on it, will catch the eye of any boy that passes by your store. And you know that when a boy really sets his heart on anything, he can find ways and means of raising the money. Higher-priced rifles are out of his reach, but he'll buy the Hamilton-27 as soon as you are ready to sell it to him.



thou-  
sands  
more are  
waiting to  
buy it as soon  
as it is shown  
them. Why not  
get the profit for  
yourself?

Now is the time to  
place an order with  
your jobber for a case  
of Hamilton rifles, Models  
27 and 027. You will be  
surprised to see how soon  
you come back for more.

**C. J. Hamilton & Son**

Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.

are the product of years of ex-  
perience, careful reductions  
of manufacturing cost,  
and exclusive patents.  
Thousands of boys  
and men think this  
gun is superior to  
rifles costing  
much more;



No.  
**7316**

## Combination Breast and Chain Drill

CAPACITY 0 TO 1/2 INCH.

This Combination Breast and Chain Drill No. 7316 consists of an Automatic Feed Chain Drill with a Goodell-Pratt Three-Jawed Steel Chuck; attached to one of our Two-Speed Breast Drill Frames.

This tool as well as over 1,500 others shown and fully described in our New Tool Book.  
May we send you a copy?

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield,

Mass., U. S. A.





# Every Person Who Has An Automobile Should Own A "PRESTON" METAL GARAGE



Illustration in Catalog "Better Buildings"

## Be Our Agent for "PRESTON" Garages and Make Big Money

We supply you with a neat, compact, attractive catalog, which you can use to get parties interested. Get after automobile owners in your town—point out the advantages of a metal garage. When you think you have a party interested, write us and we will send an expert salesman, absolutely free, to close the sale.

By co-operating with us you get a large commission on every sale. You cannot afford to overlook this proposition—some dealers made from \$300 to \$1,000 in commissions last year by being our agent.

We do most of the work, but the dealer gets all the commission.

Write us to-day.

When a car is housed by a Preston Metal Garage it is as safe as if it were in a vault. The garage is all metal and cannot burn. It is lightning proof. It is proof against all the weather elements.

"Preston" Garages are very easy to erect. The only tools necessary are a hammer, wrench and screw-driver.

"Preston" Garages are well designed and attractively finished—they add tone to any premises.

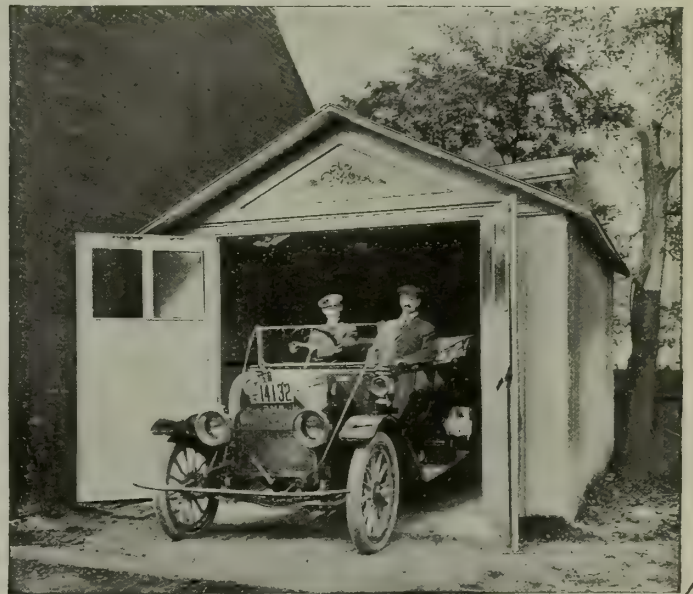


Illustration in Catalog "Better Buildings"

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog on  
"Better Buildings," also agency  
proposition.  
Sign name here.







# ADMIRAL C. J. MacCONNELL

(DECEASED)

UNITED STATES NAVY

281 Clermont Ave., Brooklyn, N. Y., April 3rd, 1899.

My Dear Sirs:—I freely state to you that I have always used the "Magnolia Metal" in preference to any other compound, as I was firmly convinced of its superiority after the conclusions of the long experiments made in the New York Navy Yard under my own supervision.

I went into this trial fairly, unbiased; in fact, if there was any preference in my mind, it favored the "Parson's White Metal," as I had heard a great deal about it, but the "Magnolia Metal" was quite new to me.

The results were a surprise to myself, and the report shows it to be superior in every way. During the last time nine years or more, I have served on board the U. S. war vessels "Mohican," "Olympia," and "Charleston" in the Pacific, the "Lancaster" in South Atlantic, the flagship "New York" in the North Atlantic Squadron, of which I was the Fleet Engineer. I found "Magnolia Metal" in the store-rooms of these ships and used it on all occasions when a journal needed re-babbitting or filing with an anti-friction metal; it always worked successfully for me.

I used it more largely about the machinery of the "Charleston," and was always able to set up bearings and main journals finer than with ordinary babbitts or other metals. The engines of this ship on the voyage from Yokohama to San Francisco worked like clocks, perfectly smooth and finely adjusted, not a hot bearing. I have never had any trouble with the "Magnolia Metal," owing perhaps to the fact that I obtained the genuine brand and was careful in its use. It should not be too hot in melting, and constantly stirred while pouring, with a pine stick, which keeps the mechanical mixture of plumbago in it thoroughly diffused in the mass.

For quick-moving engines, such as Dynamo and Electric Motors or Torpedo Boat Engines, I consider it invaluable.

Very truly yours,

C. J. MACCONNELL, Chief Engineer U. S. N., Retired.

Magnolia Metal Co.

had charge of the tests of Magnolia Metal at the New York Navy Yard in 1887. Twelve years after these tests, he wrote the letter shown hereon, giving the results of his personal and practical experience with Magnolia on board the war vessels of the United States Navy of which he was the Fleet Engineer. It will be observed that he had a high regard for Magnolia. The tests referred to are fully set forth in the Annual Report of the Secretary of the Navy for the year 1888, covering fourteen pages.

## SPECIAL OFFER

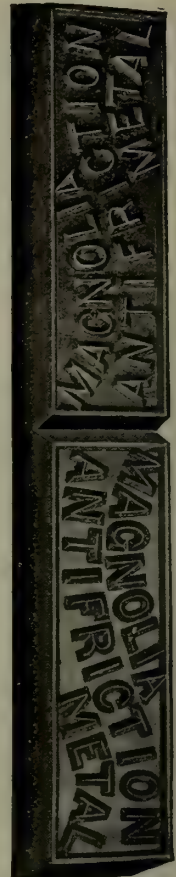
PRACTICAL ENGINEER POCKET BOOK—700 pages over 2,000 subjects. Price 40c, post paid—We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by

## MAGNOLIA METAL CO.

OFFICE AND FACTORY:

225 St. Ambroise St. - MONTREAL



## CORRUGATED IRON ROOFING AND SIDING

All kinds of conductor pipe, eavetroughs, elbows, valleys, ridge roll, skylights, ventilators and galvanized iron sheets.

*We ship while others are thinking about it*

## WHEELER & BAIN, Toronto



## THOMAS BLACK

HEAVY HARDWARE  
AND  
BUILDERS' SUPPLIES

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement  
"ACME" Keene's Cement  
"HAMMER BRAND" Plaster of Paris  
"R.I.W." Waterproofing Products  
"UTILITY" Wall Board

"PERFECT" Corner Bead  
"PERFECT" Metal Lath  
SAMSON Car Movers  
IDEAL Tube Expanders  
CONEWAGO Waterproofing Paper

## REASONABLE PRICES

## EXCELLENT SERVICE



# Community Silver

is the kind every bride hopes to receive.

## Plated Heavier Than Triple

So heavy is this plating, each piece can be engraved without cutting through the pure silver. Parts of contact or wear are also overlaid with pure silver. The Artistic Designs and Fine Die Work make Community Silver the most attractive.

IT IS THE SILVER FOR ALL HOMES OF REFINEMENT, the Sheraton Pattern Spoon illustrated here is an example of but one of the beautiful designs.

Our  
1835  
R. WALLACE

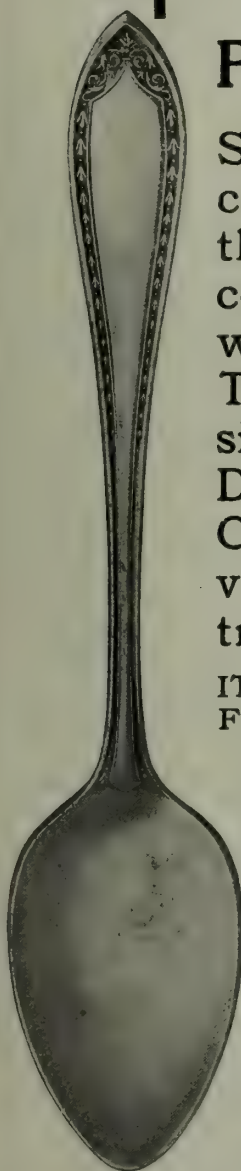
Beautiful Joan Pattern  
Plated Ware is plated

sectionally at parts most exposed to wear, it is a line that resists wear.

**Reliance Plated Ware** will give perfect satisfaction. It is the best silverware that can be had for the low prices at which we sell it.

There is no better place to get serviceable wedding gifts than in a Hardware store. Buy saleable lines from

**CAVERHILL, LEARMONT & CO.**  
MONTREAL



For  
June  
Weddings  
IT IS  
**Community  
Silver**

THAT IS  
ASKED FOR



We have many other  
June Wedding Gifts,  
such as

Colborne Electric  
Irons

Electric Toasters

Carpet Sweepers

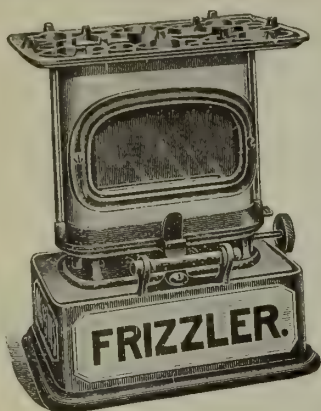
Coffee Percolators

Thermos Bottles

and

Cutlery in Cases.





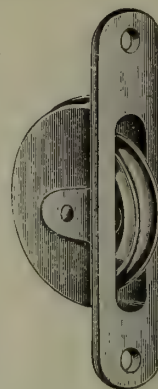
## FRIZZLER OIL STOVE

$4\frac{1}{2}$ " Burner  
With extinguisher

# Two Big Sellers

## AXLE PULLEY

Brass Plated  
 $2\frac{1}{4}$ " wheel



Other seasonable lines.

Large stock kept in Winnipeg.

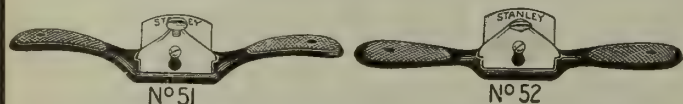
WRITE FOR PARTICULARS.

**Archibald Kenrick & Sons (Canada) Ltd.**

141 Bannatyne Ave. East

--

Winnipeg, Man.



# Stanley Tools

## "BAILEY" IRON SPOKE SHAVES,

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.



**Stanley**  
**Bule & Level Co.**  
NEW BRITAIN, CONN. U.S.A.

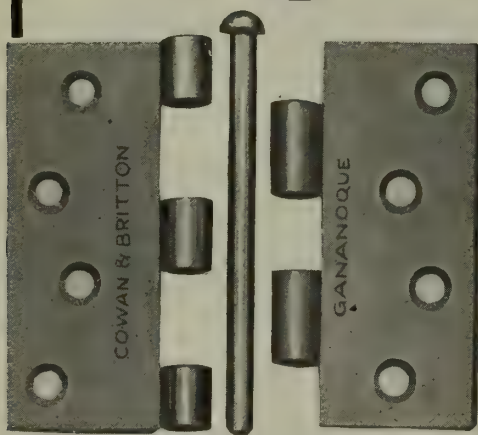


## High Grade Builders' Hardware

including

## Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



**COWAN & BRITTON, LIMITED,**

**GANANOQUE, ONT.**

We have the finest machinery and every facility for producing best quality

## WIRE NAILS AND STAPLES

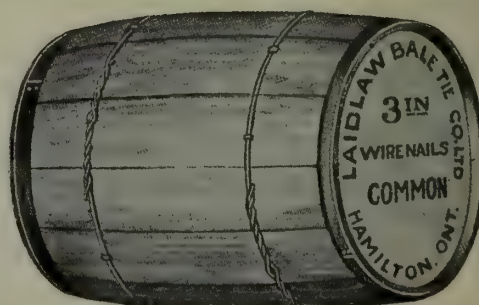
These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

**THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON**

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.





# Galvanized Cornices

## Skylights

## Ventilators

## Curved Eavetrough

### Special Galvanized Iron Work of All Kinds

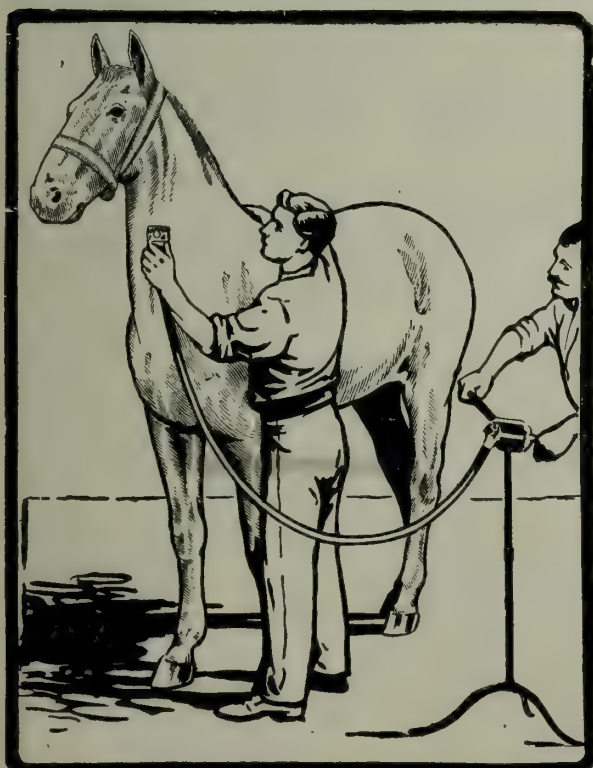
WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

## THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.



THIS SHOWS

## BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

## B. and S. H. Thompson & Co., Limited, Montreal



# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.

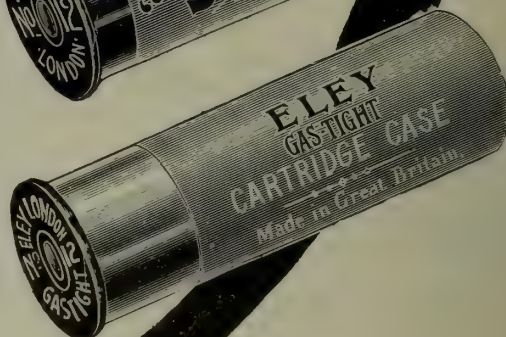


**Eley "Grand Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38 Automatic**



**.32 Automatic**



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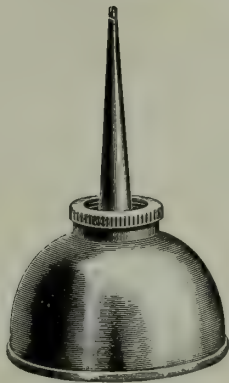
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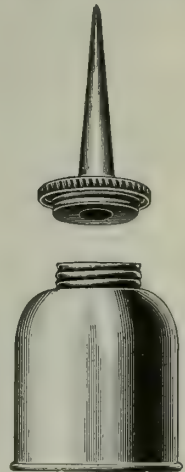


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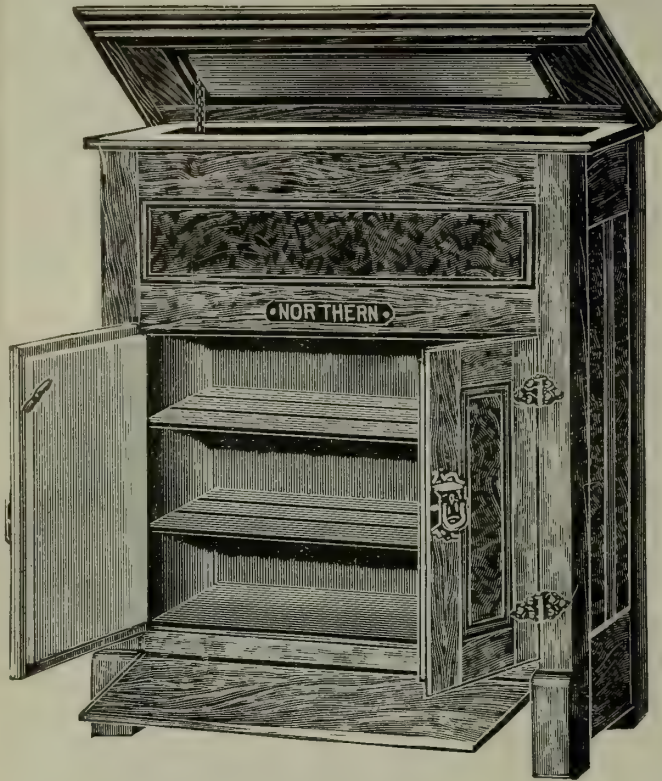


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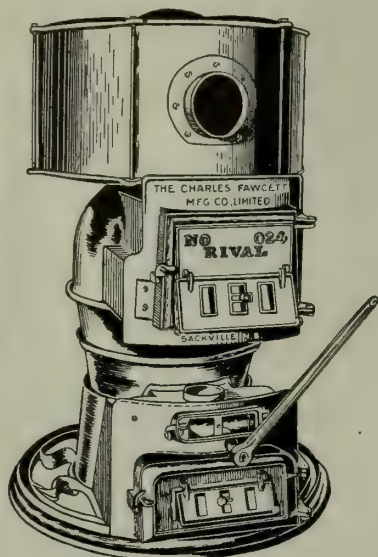
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"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

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# McClary's

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Every "Bon Ami" is tested and shipped ready to light.

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St. John  
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Winnipeg

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Calgary

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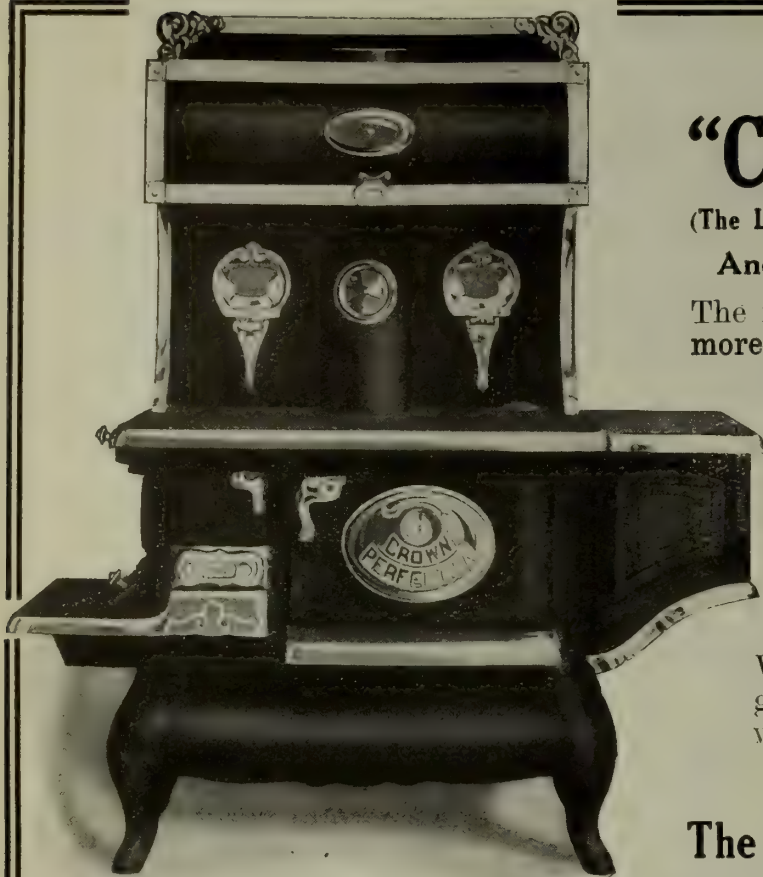
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## Sell The "Crown Perfection"

(The Latest and Most Improved Range on the Market)

And You Will Soon Have A Large Trade

The fact that this range gives a higher and more even temperature with less fuel than other makes is a good reason why it is easily sold.

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Write for particulars.

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**"EMPIRE" FURNACES  
and REGISTERS**

Made by

**CANADIAN HEATING & VENTILATING CO.**  
OWEN SOUND

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# HARDWARE AND METAL

*Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, MAY 10, 1913.

No. 19

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Twenty Years Ago—Leaks in the Hardware Store—Hardware Letter Box—Catalogues and Booklets.

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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(ESTABLISHED 1888)

Cable address : Macpubco, Toronto ; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## HARDWARE AND METAL

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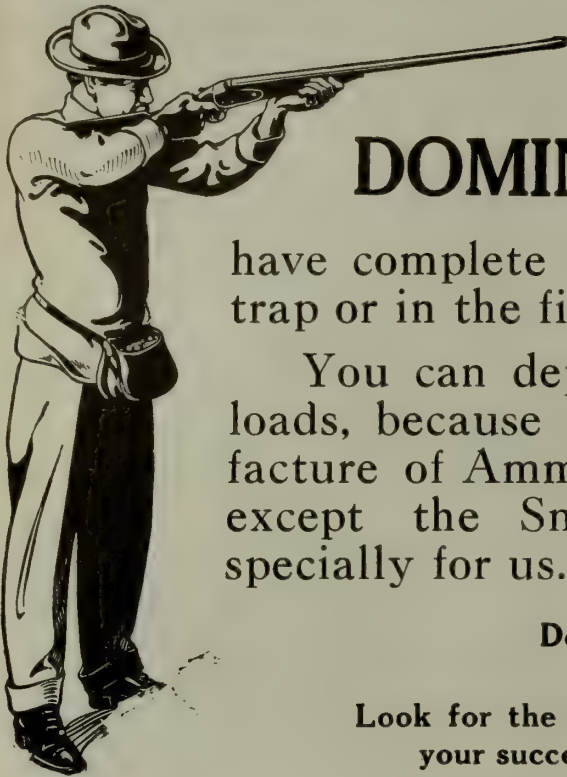
GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 2009; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.





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High grade genuine Charcoal Plates

Tissue Packed.

*Specify "DOMINION CROWN" on your next order.*

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MONTREAL

# ORIGINALITY<sup>IN</sup> DISPLAY



**GIVES  
MAXIMUM  
RESULTS AT  
MINIMUM  
COST.**

The best window trim is the one which is most distinct—Window trimmers should seek to make their work original at all times—An ingenious hardware automobile serves as good example of original work

**THE ONE  
SURE WAY  
TO GAIN  
ATTENTION**

—Something about the store of Smith and Gaetz, of Red Deer, Alta. — A roomy store, well arranged.

*In the accompanying article, the importance of aiming at originality in window display work is pointed out. Originality is the quality which counts most of all in this department. Paradoxical as it may seem, originality can be bred most surely by watching the work of other men; new ideas and developments suggest themselves from the study of what others are doing. The window trimmer who aims to achieve original work could not do better than to collect all illustrations of displays, which appear in Hardware and Metal and save them for future reference.—Editor.*

There is no royal road to success, but the shortest route undoubtedly is the seldom trod path of originality. The great mass of humanity plod wearily along on the heavy road of Commonplace, which has served for many generations, and will continue to serve for ever for the same purpose. One must jostle against the multitude who are going along in the same direction, to get ahead there; but the favored few who find the path of Originality have it all to themselves and can make progress in direct ratio to the amount of effort they care to give.

This truth applies to all phases of business life. There are possibilities of doing even the most prosaic of routine work in an original way. Applying it to that particular branch of retail business which is devoted to window display the possibilities appear more striking than in any other. Window display work is essentially a pursuit which calls for the experience of that rare quality.

Consider first what the window trimmer is called upon to do. In the majority of cases, the window he dresses face on a busy commercial street lined on both sides for long distances by other windows exactly similar in dimensions, construction and general appearance. Each of these windows will contain a display of more or less merit and attractiveness. The people who pass along this street will be busy—too busy for examination of every window—and thoroughly sated with good window displays anyway. In a busy town or city, people have become accustomed to good window displays; they are accepted as a matter of course.

Thus it devolves upon the window trimmer to arrange displays which will stand out strongly from the background of competition that they will appeal to, will force themselves upon a busy and not too observant public. The task is no mean one and the display man will find it next to impossible of accomplish-

ment unless he has a certain fund of originality to draw upon.

The chief object of the window trimmer then should always be to achieve something different, to secure unique effects by the utilization of new ideas.

#### What Originality Is.

It is an old saying that there is "nothing new under the sun." This oft quoted fallacy has this much truth to it that it is possible to trace back as far as records go and find something in existence in the remotest days similar to innovations hailed at the present day as great inventions. We do not know that our ancestors of primeval days conversed over wires strung from cave to dug-out, or that they had even the most primitive concepts of the talking machine or automobile, but we do know that they used stone tools which served the same purpose as the tools used to-day. Many centuries ago the Chinese understood and practised things which the enlightened western



## HARDWARE AND METAL

world is just gaining hazy glimpses of to-day; and perhaps centuries before the days of Prester John, some other long since extinct race practised the same sciences and arts.

It follows that originality often consists of the adapting of old ideas in a new way. For the window trimmer it is fortunately not necessary to evolve absolutely brand new ideas in order to attain original effects. By picking up an idea here and a suggestion there, it is possible to combine them in such a way that the combination appears both new and striking. But even this form of originality is not the easiest, necessitating the display of initiative and some imagination.

The hardware window trimmer has an ample field for the exercise of originality. The stock carried is wide and varied. In what other trade would it be possible to construct automobiles, airships, realistic displays of millinery, etc., using only goods carried in stock of a far foreign nature to the article imitated?

To the ambitious hardware window trimmer, no better advice could be given than to seek to make everything different from the general run, to put originality before anything else.

### An Original Display.

A hardware automobile is not a distinctly new idea by any means, but the machine shown on the opposite page has enough features all its own to win for it the distinction of originality. It was arranged by Dan A. Smith, clerk with

Smith and Gaetz, Red Deer, Alta, who has won for himself the reputation of being a skilled display man.

Perhaps the most marked feature about this automobile is the use of stove pipe elbows for tires, with spoons for spokes. Mr. Smith has introduced many articles into the composition of his fearful and wonderful speed wagon which have not, within the knowledge of Hardware and Metal been used in previous displays of this kind.

### A Splendid Store.

An illustration is given also of the Interior of the Smith and Gaetz store. One of the outstanding features of their store is the appearance of roominess, and tidiness. There is, quite apparently, a place for everything, and certainly everything is in its place.

Smith and Gaetz are "old-timers" in the west. They have grown up with the country, the members of the firm having had some experience in farming and ranching as well as in commercial pursuits. For some years they carried on a general store and farm implement business. In 1905 they gave up the general business and went into hardware exclusively. Since that time, they have added steam heating and plumbing as well as tinsmithing to their business.

### NEW CANADIAN INVENTIONS PATENTED.

The Barney Friction Wrench Co., Vancouver—Wrench; Geo. W. Morgan,

Hamilton, Ont.—Range; L. P. Johnston, Broadview, Sask.—Band Saw; G. F. Trout, Toronto, Ont.—Weatherstrip; F. L. Walker, Calgary, Alta.—Washing machine; Jas. H. Le Fevre & J. L. Sharkey, Hamilton, Ont.—Metal fence post; J. M. Healey and C. W. Derick, Calgary, Alta.—Churn; Joseph Astle, Nealdale, Sask.—Post hole digger; Geo. W. Bull, Wiarton, Ont.—Pruning instrument; Allen B. Darbyson, St. Phillipsburg, Que.—Straight-edge guide; Wm. H. Gardner, Sutherland, Sask.—Window ventilator; Edward Guyre, Bute Inlet, B.C.—Pulley block; Abram Olsen, Theodore, Sask.—Coffee Mill; H. B. M. Valentine, Toronto, Ont.—Butter printer; Chas. H. Taffelmeyer and Frederick Miner, Hamilton, Ont.—Steam cooker; John Dick, Lowe Farm, Manitoba—Belt guide; Frank N. Gillies, Vancouver, B.C.—Strop for safety razor; J. L. R. Holman, Summerside, P.E.I.—Hasp; F. W. Moffatt, Weston, Ont.—Range; Alfred F. Le Poidevin Ville, St. Pierre, Que.—Fire screen; Thos. Brethour, Ottawa—Sprayer.

### Moved to Larger Quarters.

Montreal, Que.—F. W. Lamplough & Co. have removed to more commodious quarters in the Unity Building. The firm were formerly at 9 De Bresoles.

Kingston, Ont.—W. B. Dalton & Sons, wholesale hardware merchants, have moved into their large new warehouse.



A view of the interior of the store of Smith & Goetz, of Red Deer, Alta.



# Provisions Governing Sale of Poisons

**How the Retailing of Wood Alcohol, Paris Green and Arsenate of Lead Must be Managed—Sections of Pharmacy Act Dealing With the Matter.**

During the past week Hardware and Metal has made enquiries regarding the law governing the sale of wood alcohol, paris green, arsenate of lead and muriatic acid. These lines are carried by a large number of hardware merchants who should be well acquainted with the legal provisions governing their sale. Several hardware merchants have been prosecuted recently for infringements of the law. Some little time ago a hardware merchant was fined \$50 for selling wood alcohol labeled as such, but not having the word "poison" appearing on the label as demanded by the law. The result was that he procured labels for all packages containing alcohol and unfortunately had a red label made with white lettering. The result is that he is to appear in the police court again, charged with having improper labels, as the law calls for a label marked "Wood alcohol poison" in **black** letters not less than  $\frac{1}{4}$  of an inch in height.

The law provides that if the alcohol is kept in a tank or barrel and is drawn therefrom by a pump, it is necessary to have tank, barrel and pump labeled. This point was brought up during a recent trial, and it was held that, when the alcohol leaves the tank and enters into the pump, the pump becomes the vessel or container and that it is, therefore, necessary to have the pump labeled. An official of the Ontario College of Pharmacy informed Hardware and Metal that it is a common occurrence for merchants to sell wood alcohol to stable men and others without taking precautions to label the bottles. It often occurs that a man will go into a store with an empty liquor bottle to buy wood alcohol, with the result that he secures the alcohol and takes it away with him without any change having been made in the label. Cases are known where the contents of liquor bottles have been consumed and death has resulted from persons drinking wood alcohol when they thought the bottle contained liquor. The following sections from the Inland Revenue Act will give full details regarding the law governing the sale of wood alcohol.

Sec. 266.—Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparation intended for internal use, shall be liable to a penalty of five hundred dollars.

Section 266 of the said Act is amended by adding the following subsection thereto—Every person who uses methyl alcohol or spirits containing methol alcohol in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in black letters not less than one-fourth of an inch in height, the presence of methyl alcohol therein, and every person violating the provisions of this subsection shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

The following from Section 10 should be especially noted by hardwaremen:—All vessels containing wood alcohol, whether in the possession of the manufacturer or other person, shall have affixed there to a label bearing the words, "Wood Alcohol Poison" in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars.

We have been informed that it is contrary to law for hardware merchants to retail muriatic acid, and that any they may have in their possession must be for their own use.

The following from the pharmacy act relates to paris green and arsenate of lead:

Sec. 28.—No person shall (a) Sell or keep open shop for retailing dispensing or compounding poisons, drugs or medicines, except patent or proprietary medicines (subject to Sec. 42), and except turpentine, epsom salts, cream of tartar, carbonate of soda, bi-carbonate of soda, glycerine, carbonate of magnesia, rochelle salts, blue stone, copperas, saltpetre, spirits of nitre, rhubarb root, solution of ammonia, phosphate of soda, gum camphor, quinine or chloride of lime, or sell or attempt to sell any of the articles mentioned in Schedule (A) unless registered under the Act.

Sec. 30. (1) Nothing in this Act shall prevent the sale, by persons not registered, of paris green, tellure, tincture of iodine, arsenate of lead, carbolic acid not exceeding a five per cent. solution and London purple, if such articles are sold in well secured packages distinctly labeled with the name and address of the person preparing or putting up such packages and marked "poison."

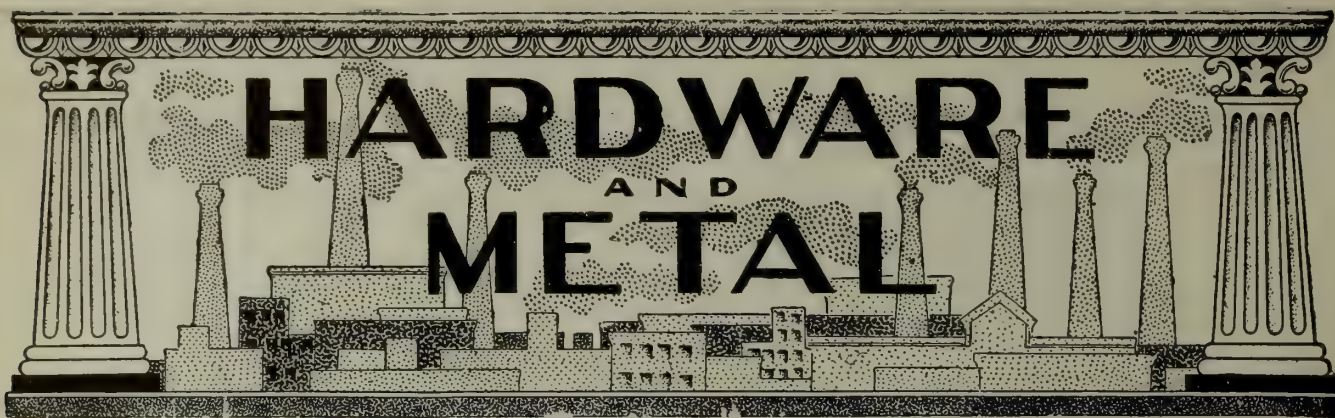
The foregoing section states that paris green or arsenate of lead can be sold if put up in a well secured package, distinctly labeled, etc.

Section 33:—No person or incorporated company shall sell any poison either by wholesale or retail unless the box, bottle, vessel, wrapper or cover in which the poison is contained is distinctly labeled with the name of the article, and the word poison, and if sold by retail, then also with the name and address of the proprietor of the establishment in which such poison is sold.

It appears from the wording of these sections of the Act that it is necessary for the retailer to stamp his name on packages containing paris green and arsenate of lead in addition to the name of the manufacturer. In the event of the retailer buying the paris green in drums or casks and packaging it himself, it is necessary to put it up in a well secured package labeled with his name and address and marked "poison." A number of hardware merchants and druggists buy their paris green from manufacturers, and jobbers already put up in sealed packages bearing the name of the manufacturer and the words "paris green poison."

Hardware and Metal asked one of the officials if this were sufficient to meet the demands of the law. The reply was that, in order to be safe, it would be advisable for retailers to have their name stamped on the package in addition the the name of the maker.





Vol. XXV. No. 19

Toronto, Canada, May 10, 1913

Two Dollars per Year

### RETAILING OF POISONS.

IN THIS issue a summary is given of the terms of the Pharmacy Act covering the retailing of certain poisons in Ontario. The subject is a particularly live one at the present moment, as the provincial authorities have been showing a tendency to enforce the provisions of the law in the strictest sense of the word.

Hardwaremen who handle wood alcohol, paris green and arsenate of lead, would do well to study the clauses from the Act, reprinted in the course of an article on the preceding page. There is absolutely nothing to prevent or restrict the retailing of these substances except that the merchant must stock and sell according to certain set rules. The container of the poison, be it barrel, tank or pump, must be marked. Each package of wood alcohol sent from the store on purchase must be labeled "poison" in black letters at least one-quarter of an inch high. Packages sold of arsenate of lead and paris green must contain the name of the manufacturer and of the retailer as well.

It may be that some retailers have been ignorant of the clauses referring to the retailing of these commodities and have not, for that reason, been as closely observant as they should of these provisions. It would be wise in future to adhere with absolute rigidity to the letter of the law.

### CHANGES IN HARDWARE AND METAL.

This is an age of rapid change and development; a truth which has been most markedly evidenced in the case of Hardware and Metal. In accord with our policy of giving our readers the best service possible, many changes and improvements have been made in the paper recently. New features and departments of interest and practical value have been added. Hardware and Metal to-day is larger, more practical, more interesting and more attractively gotten up than ever before. This claim we put forward confidently, believing that it is amply borne out by the facts.

Among the new departments added recently have been the "Junior Clerk's Page," a feature combining practical talks and information with comment of a higher nature; the running of a weekly new goods department; and the Household Goods department. The regular features have been strengthened, notably the department devoted to "Progressive Hardware Retailing." Among the changes recently inaugurated has been the improvement in the form of our market reports—a change which has won commendation from subscribers in all parts of the coun-

try, and the running of a page indexing the editorial contents; this latter feature being inaugurated with the present issue.

But eternal striving for improvement is the price of continued favor, and so the near future will see the introduction of many more improvements now in contemplation. A new feature will be started in a couple of weeks which promises to be one of the most popular yet introduced by Hardware and Metal.

### THE MARKET SITUATION.

Financiers continue to talk of the money tightness and to complain of the slowness of collections. There is undoubtedly good cause for the grumbling attitude of moneyed interests, but there is not now, nor has there been at any time, cause to regard the business outlook for the year in a pessimistic way.

If there were anything fundamentally wrong with conditions, it would soon manifest itself in the demand for goods. The retailer is one of the first to notice signs of "hard times." When people begin to feel the pinch, they start to economize, to retrench on their regular expenses. The store keeper notices this at once, his sales records serving as a very sensitive barometer of business conditions. He in turn begins to limit his purchases to retrench, perhaps unconsciously, but none the less unmistakably. The manufacturer or wholesaler who watches business closely can soon perceive when conditions throughout the country are bad by watching dealings with the retail merchants.

At the present time, there is absolutely no sign of any such condition. Hardwaremen are ordering in large bulk and with every evidence of confidence in the continuation of a brisk consumptive demand. The ample proportions of the business being done by manufacturer and wholesaler can surely be accepted as evidence of the soundness of commercial conditions.

The market trend is still toward increased firmness in prices.

The public soon "get wise" when you stray from the straight and narrow path of fact into the fair fields of fancy.

Nothing like the impact of brisk business conditions to jar financial tightness. That's what is happening in Canada.



## ELECTRICITY AND TRADE.

THERE SEEMS little doubt that in future centuries the present will be known as the Electrical Age. Electricity is working a wonderful change in conditions of life. A revolution has already been wrought in manufacturing processes, transportation facilities, medical treatment and, last but not least, home life. The progress already made, though it seems marvelous at the present day, considered in the light of future developments, will appear puny and inconsiderable.

From the standpoint of the retail hardwareman, the gradual introduction of electricity is an extremely important development. It has meant the enlargement of the scope of his business to include new appliances for use in the household, lines which sell readily and carry a satisfactory profit. It is indeed surprising that so many dealers have hitherto failed to recognize the importance of this new department to the extent of not giving it proper publicity or even to the extent of not handling electrical goods at all. Some there are in the latter class who have resolutely refused to accept electrical appliances as other than fads destined to purely temporary popularity. Luckily, their number is small and rapid diminution is noted.

Electrical appliances come to the front during the warm weather, as one of their chief advantages lies in the saving of labor. Electrical fans and irons will be particularly rapid selling lines from now on, and hardwaremen should make every effort to feature them. An article on the methods adopted by leading firms, appearing in this issue, will be found both timely and valuable.



## POINTED EDITORIALS.

The man who is original cannot help but "get there," if he makes any effort to have his originality tell.

\* \* \*

Time to join the ranks of the fly swatters.

\* \* \*

The suffrage movement in England is creating an unusual demand for window glass. It's an ill wind, etc.

\* \* \*

A prominent manufacturer's advice at the present time is to "forget the money stringency and push business hard." Good advice.

\* \* \*

Perhaps the engineering genius who can construct an automatically operated kitchen can also find some way of automatically producing the needed supplies.

\* \* \*

Building trades are reported to be more active than ever before in many sections of the country. This is the most effectual answer to those who talk depression, present or future.

\* \* \*

Do as little as you can for your money, is the creed of the clock watcher. Do as much as you can and do it better, is the axiom which makes the successful man.

\* \* \*

The keen paint salesman—may his tribe increase—finds much stimulation and inspiration in these bright, sunshiny spring days. He feels that every man is a prospective paint customer.

## The Home of the Future

A TENDENCY has been noted of late on the part of certain writers to speak in strong terms of the weaknesses of the equipment provided for private dwellings. Recently, a member of the British House of Commons, one Chiozza Money, M.P., in the course of a learned article, referred to the modern dwelling house as an "agglomeration of stupidities." Another writer goes still further, giving his criticism a constructive turn by drawing on an imagination of unlimited fertility for a description of the perfect home of the future. To add to the readability of the article, it was dressed up in story form, purporting to give the experience of a young engineer who suddenly found himself called upon to officiate in the kitchen and who in consequence learned the dire inefficiency of culinary appliances. Setting his mind to the problem of improving conditions, he invented appliances which made it possible to cook a meal without even stepping into the kitchen. All that was necessary was to set a sort of alarm clock arrangement at the hour when the meal was required. It was then possible to leave the house, and not return until the hour set, when by pressing a button, a door would be automatically opened and a large dinner wagon would roll in with the first course. After the last course had been disposed of, the dishes would be trundled out again, and an automatic dish washer would be set in motion.

What a glorious prospect this opens up of a home where the meals are always on time and done to a turn, where the cook never leaves and the thousand and one annoyances of the average household are relegated to the limbo of things forgotten before the triumphant advance of science! And what a delightful absurdity, after all!

There is, after all, only a small portion of the truth in the criticisms voiced of the modern dwelling house. In the thoroughly up-to-date home to-day, it is possible to lock or unlock any doors from any part of the house, to switch on lights in all parts from central switch boards and to perform other feats which would at one time have been regarded as the blackest magic. Modern ranges, which reduce cooking to a science—electric vacuum cleaners, which draw dust and germs from unseen crevices—taps which bubble forth streams of boiling hot water—sanitary appliances, heating systems and electric bells, have all served to turn the modern home into one of the most scientifically complete achievements of man.

Of course, perfection is still a long way off. At odd moments, it is pleasant to indulge in speculations as to the future, when it will be possible to have every imaginable domestic service performed by the mere pressing of a button. Some day the dream may be realized, but in the meantime there is no justification for the voicing of iconoclastic criticisms.



# Exercise Care in Store Insurance

**Some Precautions Which all Hardwaremen Should Take — Stock Should be Sufficiently Insured Always—Keep a Stock Book—Losses are Easily Adjusted in That Way—Take Every Possible Precaution Against Fire.**

What would it mean to you, Mr. Merchant, if your place of business were destroyed by fire? Would you be face to face with disaster or would you be in a position to start immediately making plans for business rehabilitation?

The indestructible financial soul of your business is your fire insurance policy. Fire Insurance is essential to every business. Protection of your hardware stock deserves the greatest consideration. It is true that in some localities the premiums are very high. It is also true that in these localities the risk of fire is great, and it is important that merchants in these localities should see that they are sufficiently protected. How often one hears of a merchant losing the savings of years of hard work by a conflagration which consumes his business in the space of a few hours.

It is not only the duty of a merchant to himself and his family to keep his business insured, but it is also his duty to his creditors. The man who has to consult his creditors owing to loss from fire is humiliated; he need not be if he keeps his stock sufficiently insured. Every man should conserve to his family his savings from the work of his past years. This he cannot do if he permits them to disappear in smoke from not carrying enough insurance.

We assume that all good business people take an annual inventory; in the hardware business this is usually done around the first of each year. If you did not look into the matter of insurance at that time it would be wise for you to take it up immediately. When you find it necessary to increase your stock, be sure and see that you increase your insurance. Do not forget that, even if your premiums are high, you should carry sufficient insurance to prevent disaster, and in figuring out your cost of doing business, add cost of your insurance and base your margin of profit accordingly.

Look over your policies carefully, and see that they read concurrently, that the descriptions of your stock and premises are worded in the same manner in each policy. If insured in more than one company, see that each bears notice of the insurance carried in the other.

Do not be afraid to add enough profit to the cost of your merchandise to allow you to carry sufficient insurance for the protection of your business.

Another feature and one that no merchant should overlook is that of having a complete stock book, giving the stock in detail and the location of the various departments in the store. A book of this description will prove invaluable in time of fire. Much time can be saved if a book of this kind can be used for the guidance of the adjusters. Merchants very often have considerable trouble in proving the value of their stock when they have no regular system of stock-recording. With no regular system to guide him, the merchant meets with endless trouble and delay in trying to prove his claims.

As an illustration, a case might be cited that occurred a short time ago. A large conflagration visited a certain city and destroyed several stores. One store which was only partially destroyed was a hardware store. The hardware merchant in question had always kept sufficiently insured and made it a point to keep an up-to-date stock book. The result was that he had an adjustment in two days, and had started a sale of damaged goods exactly one week from the date of the fire. On the other hand a merchant in another line who had not prepared for an emergency of this kind had his place of business closed for six weeks.

Insurance offers good protection, but even in the face of insurance, there is a certain loss that cannot be overcome, such as delay in starting business, inconvenience, loss of trade, etc. In the face of these, it is well to be prepared for a speedy adjustment if you are visited by fire.

It costs money to be burned out, whether insured or not; it is therefore very important that every precaution be taken for the prevention of fire. Premises should be kept clean. Ashes, waste, oily rags, paper, etc., should be placed in metal receptacles. Where electricity is used inspections should be made at regular intervals to see that the wiring is insulated and that all connections are made properly. Clerks and other employees should be trained to be careful in the use of matches, as the misuse of one match will often cause a costly conflagration. Don't keep matches loose in paper boxes, but only in metal or earthen safes. Those lighting on the boxes are safest. It is wise not to allow the accumulation of packing boxes and rubbish near your premises. Hardware men should be particularly careful with oily rags or waste, and should keep them in self-closing cans, and also remove them from the building at night, as they are self-igniting.

Be on good terms with your neighbor and urge him to keep his premises clean. His carelessness may burn you out.

Do not put this matter off until to-morrow—Do it now.

# Handling an Electric Department in Store

Feature Fans During the Warm Weather—Description of an Effective Window Display—Good Business Can be Done in Electric Irons and Electric Fixtures.

Now is the opportune time to push electric specialties and one of the best electric devices to boost at this season of the year is electric fans. Soon the hot weather will be at hand and everybody will be sweltering in the intense heat—EXCEPT the wise man who has foreseen this and installed an electric fan. This fellow, wise in his generation, sits and reads his paper in comfort enjoying the cooling breeze from his electric fan.

In the window of an electric specialty store, a neat display was seen recently. It was a simple arrangement, but nevertheless an effective one as it had only one appeal and drove home these arguments. Across the back of the window were a row of fans with the bigger sizes on the outside and the smaller sizes in the centre. To each fan were attached wide ribbons on which was printed in plain letters the words "KEEP KOOL." These ribbons fluttered and whipped about in the breeze generated by the fan to which it was attached. The flutterings of the whole row of fans was a feature that was certain to attract attention and did attract it. In each corner of the window, thrown in heaps, were all kinds of old-fashioned fans from the advertising fan down to the old palm leaf. On each pile of fans was a neat card on which was printed the words "WHY FAN YOURSELF WHEN THE FAN WILL FAN YOU FOR THREE CENTS AN HOUR." In the foreground of the window the two words "KEEP KOOL" were written in cotton batting and a lot of literature, describing the merits of the fan display, was used to relieve the heaviness of the display. Across the top of the window was an attractive banner in colors featuring the two words "KEEP KOOL." While down the sides of the window were borders reading "FOR THREE CENTS AN HOUR."

Inside the store two big fans were arranged so that every one who entered the store would feel the cool breeze generated by these fans. This was another "kink" to drive home the "KEEP KOOL" argument. Feeling the cool breeze just at the moment when he was entering your store went a long to clinching a sale. The customer felt that breeze and it felt mighty good to him after the sweltering heat of the street and immediately he thought, "My wouldn't it be great to have that at home."

## An Electric Iron Display.

Recently the Montreal Light, Heat and Power Co. gave a practical demonstration of the usefulness of the electric iron. In the window they placed an ironing board on which was an electric iron and, presiding over the whole display, was a pretty maid who coolly and easily ironed all kinds of clothes. The most difficult ironing was accomplished with ease and execution. In the window were cards telling the cost of running the electric iron and the economy of operation as compared with the old methods. This practical demonstration appealed to every woman who saw it and even if she didn't or couldn't purchase an electric iron at that time it implanted the germ that would later develop into a sale. Every woman has a longing to eliminate drudgery and laboriousness of the routine work in the home and is keenly interested in any device that will tend to lighten her labors and enable her to save money.

## Motor Accessories.

Now is the time to boost motor accessories which have recently come to be recognized as staple hardware lines. The season for motor-boating and motoring is just opening and all devotees of these sports will be in need of some of the many accessories now on the market. Pocket flashlights, batteries, switches, etc., are lines that these sports demand for the convenience of its followers. A display of these lines will always attract the attention of motor car or motor boat owners.

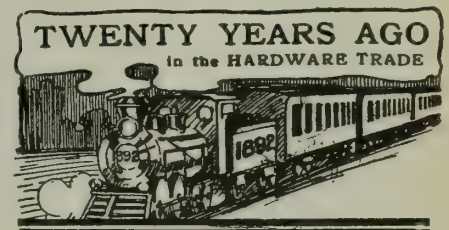
## Electric Fixtures.

Until recently the retail hardware trade looked askance at the electric fixture business and considered that it was not for them, but after a few of the live ones demonstrated that hardware men could sell electric fixtures at a good profit they began to fall into line and stock fixtures themselves. To-day an electric fixture department is a necessity to the well equipped hardware store.

In selling electric fixtures the main factors conducive to the success of this department are good goods properly displayed and prices quoted installed. The customer in buying electric fixtures wants to see just how they will look when lit up and to show them in this manner it is necessary to have a dark room or at least a room that is nearly dark. The fixture shows up more bril-

liantly in a dark room than in the daylight.

One large departmental store in Montreal, which inaugurated the quoting of prices for fixtures installed, sold 17,000 sets of one grade for \$25.00 installed. This price for a seven-room set leaves the store about \$5.00 for installing. Sometimes it costs much more than this figure but often much less and on the average shows the store a nice profit on installing expense. This store now employs 30 electricians regularly and often is forced to call in others to help out. The departure has been so successful that it is being copied by other dealers in the city.



The following was taken from the issue of Hardware and Metal of May 13, 1893:

"Harry Wright of E. T. Wright & Co., Hamilton, was in Toronto Wednesday, calling on the trade."

Editor's Note.—Mr. Wright has been president of E. T. Wright & Co., Ltd., for a number of years. The change in the firm designation was made a little over a year ago.

"Mr. Meacham, in moving the second reading of his bill in the Ontario Legislature to amend the Pharmacy Act, said that the clause making retail dealers register the sale of paris green was a dead letter and he wanted the clause struck out."

Editor's Note.—It is interesting to note that at the present time there is a tendency manifesting itself to enforce the clauses of the Pharmacy Act in regard to the retailing of poisons with the utmost strictness.

"The business of I. W. Bennett & Son, Gananoque, will be carried on by Walter W. Bennett, who has been associated with his father in the business for some years."

Editor's Note.—W. W. Bennett is still in business and is to-day one of the best known hardwaremen in Eastern Ontario.



# Constructive Criticism of an Advertisement

Some Faults Pointed Out in Announcement of Hardware Firm—How These Could be Remedied—Illustrations and Panels Changed Around to Give Balance—Fuller Descriptions Given of Each Article.

To be most valuable, criticism must be constructive. To point out the weaknesses of an advertisement, is only a half lesson for the advertiser in question inasmuch as it does not show how the weaknesses could be remedied.

Herewith are presented reproductions of two advertisements of a well-known hardware firm; the other shows a new lay-out and arrangement for the copy, together with other suggested improvements.

The advertisement as it originally appeared had many bad faults but in fairness to the firm it must be made clear at the outset that the faults were chiefly typographical and can, therefore, be laid at the door of the printer who set it up. On the other hand, this ad. had many good points. It quoted a selection of seasonable goods, illustrated many of them and gave prices. The general idea behind the ad. was excellent. And no doubt need be entertained that as it stood it drew results.

The general appearance is not good, however. It has been made up with no attempt at symmetrical arrangement or balance. Each article has been dropped in, apparently, where it fitted best. Black slugs have been set in, for no ostensible purpose and much to the detriment of the appearance of the ad.

In the suggested rearrangement it will be noted that the various articles have been placed to give a balanced effect, the same idea being carried out with regard to the cuts. Thus the panels have been kept as much as possible the same size. The cut of the lantern on one side is counterbalanced by the two smaller illustrations placed on the other side. Placing the razor cut in the centre space at the bottom, has given a perfect balance in that section. The effect is undeniably better and much valuable room has been gained; it will be noted that more reading matter has been introduced without any enlargement of the space other than what was gained by the rearrangement of the introductory matter.

## The Heading.

In the original advertisement, the heading is perhaps one of the weakest points. It is too black and is spread out to cover too much space. The introduction of the firm name is not advisable in the heading as the name is featured quite prominently enough at the bottom.

In the re-arranged ad., the heading has been reduced to two words "Saturday Savings" and the rest of the matter has been embodied in an introductory announcement. In this introduction certain facts are presented which point the

## SEND IN ADS.

*In the accompanying article, the advertisement of a hardware firm is analyzed, its good and bad points being brought to light. A suggestion for the rearrangement and redrafting of the ad. is given, prepared through the joint efforts of a practical ad. writer and a typographical expert.*

*This article is presented, as it is believed that our readers will be able to secure valuable lessons from this form of constructive criticism.*

*Ad. writers are invited to send in samples of their work for criticism and, when required, reconstruction.—Editor.*

need for the articles featured below—a brief, straight-to-the-point statement of facts, ungarnished by bombastic claims or assertions. This style of heading is according to the style now judged best from every standpoint. It is an undoubted improvement from the typographical standpoint, being neat, attractive and dignified.

## Complete Descriptions.

So much from the standpoint of arrangement and layout. The faults pointed out in the original advertisement have been chiefly typographical. One fault may be found in the work of the

ad.-writer—he was too sparing in his descriptions.

It has been amply demonstrated that average readers can rarely be brought to the buying point by the advertisement of an article unless a fairly complete description is given. They want to know all about that article, its size, weight, appearance, finish, etc., such as the case may be.

In this respect, the advertisement could be improved upon, as the descriptions of most of the articles were hardly as full and explicit as they might have been. For instance, nothing was said about the cold blast lanterns other than to quote the price. Now there are many points about a lantern of this type which the prospective purchaser would require to find out before making up his mind. Thus in the suggested advertisement, the lantern is described as follows:

Made with large oil well, side lift, brass burner, large size, cannot be blown out by wind. A regular 75c lantern for 59c.

In this way, the citing of the various features of the lantern introduces strong selling points.

As it stood, the ad. would arouse interest and sales might result.

As amended, the ad. would sell lanterns.

Again, the razor quotation consists of illustration and price only. In the new form, a selling talk is introduced as follows:

"You cannot afford to lose time and patience by using a poor razor when we are offering a high grade hollow ground, regular \$1.50 razor, for \$1.00."

In this way the customer is told something about the razor and any doubts as to its quality are effectually banished.

In the suggested description of the hand pruning shears, mention is made of the spring handles—one of the strongest possible arguments for the sale of the shears.

The suggestion for the rearrangement of the ad. has one fault which the writer desires to point out. The selling price in each case should be quoted in larger figures. Prices should always "stand out" prominently and unmistakably.

**BREVITY IN ADVERTISEMENTS.**

In the course of an address on advertising before the recent Convention of British Federated Ironmongers, Charles P. Martin said: In compiling the copy take care not to have too much reading matter. "Brevity is the soul of wit," and brief, crisp sentences are more easily understood and more convincing than long, windy explanations.

Superlatives should be avoided, and every sentence cut down to its minimum. The advertiser should bring into his announcement the reason why a customer should buy the article, and the reason why the customer should buy it from him. The advertiser could make a note of the selling points of the article, and then write beneath all he wished to say, saying it in his own way.

Someone has very cleverly said that "the best advertising is written in the key of B natural." All superfluous adjectives or adverbs should be eliminated and one word substituted for two wherever possible. By so doing, space would be saved, and the argument would gain in directness and simplicity; therefore, in force.

**SATURDAY SAVINGS**

—AT—

**VanTuyl & Fairbank's  
Hardware**



**Garden Tool Season Will Soon be Here.  
Look up Your Needs**

For House-Cleaning use Liquid Veneer, Chi-Namel,  
Sherman & Williams Paints, Muresco—a new  
boom to the Decorator.

**Garden and Lawn Tools**

Now is the time to clean-up.

Garden Rakes.....20c to 50c  
Lawn Rakes.....50c



**Razors**  
1.50 value at 1.00

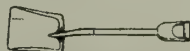


**Cold Blast  
Lanterns**

A 75c Lantern  
for  
**59c**



A four-tined "d" handle  
Fork for **75c**



A "d" handle Shovel  
= **75c**

**Pruning  
Shears**  
From 35c to  
1.00



**Hand Clippers**

Now is the time to keep  
the horse trimmed up.  
These Clippers range  
from 1.25 to 2.00.

**Poultry Netting**—Our stock is complete—1 ft wide per yard..... 2c  
—Up to 6 ft, per yard.....12c

**Liquid Veneer**—For dusting and polishing furniture—it can't be beaten, sizes 25c, 50c and 1.00.

**VanTUYL & FAIRBANK**

Phone 45.

**Petrolea = = Ontario**

**Saturday Savings**



The season for using garden tools will soon be here. We have prepared for it by selecting a large stock of dependable garden tools, which are now on display for your inspection.

Housecleaning season is also at hand. The appearance of your home can be made bright and attractive by using the following lines: Sherwin-Williams paints for interior and exterior painting; Muresco for walls, Chi-Namel for graining, Liquid Veneer for polishing.

The following specials for Saturday are worthy of your attention:—



**Cold Blast  
Lanterns**

Made with large oil  
well, side lift, brass  
burner, large size,  
cannot be blown out  
by wind. A regular  
75c lantern for  
**59c**



D handle fork, 4 tine, for

75c



D handled shovels, with steel blades  
are useful at this season of the year.  
Special **75c**



**Hand Pruning Shears**

with spring handles, very useful for  
trimming vines, bushes, etc. Specially  
priced from 35c to \$1.00 pr.



**Hand  
Clippers**

Your horses will present a better ap-  
pearance and do better work if prop-  
erly trimmed. We have a large selec-  
tion ranging in price from \$1.25 to  
\$2.00.

**Poultry Netting**

for chicken runs, fences, climbing  
vines, etc., well galvanized. We carry  
it in stock from 1 ft. to 6 ft. in width  
at prices ranging from

2c to 12c yard.

**Liquid Veneer**

for polishing and dusting furniture,  
etc., produces a beautiful finish on  
surfaces that have become dull. We  
are selling it in bottles at

25c, 50c, \$1.00.

**Garden  
Rakes**

are needed at this  
season for use in the  
garden and for  
cleaning up around  
the yard, prices  
range from

20c to 50c.



You cannot afford to lose time  
and patience by using a poor  
razor, when we are offering a  
high grade hollow-ground regu-  
lar \$1.50 razor for

\$1.00.

**Lawn  
Rakes**

Every person having  
a lawn should be the  
possessor of a lawn  
rake. We sell a good  
strong one for

50c

**VanTUYL & FAIRBANK**

Phone 45.

**Petrolea, :: :: Ontario**





# The Apotheosis of the Clock Watcher

Being the story of a clerk who graduated from the "wooden" class to the "live wire" company—Ambition si needed to make a salesman of value to the firm he is with.

*A few issues back, a series of short stories was begun, dealing with various problems in the hardware store, written in a fairly light vein but not getting away from the practical side of the business. It is intended to continue the series, one story appearing in each issue. These stories are for the most part based on actual facts and occurrences. They are presented in story form because it is believed that in this way they will be more readable and, therefore, more acceptable.—Editor.*

At the outset we must apologize for the title. That was the name selected by James L. Simonds, however, and as James L. was the man who gave us the information, we are bound to respect his wishes, and his liking for the longest words in the dictionary. And so the title stands—"The apotheosis of the clock watcher."

Archie Stoneman was a clock watcher. He had been with A. F. Clarkson, Everything in Hardware—to quote the weather-beaten sign which hung outside the store—for eight years and had been given two raises of salary in that time. When one knew Archie well, one realized that A. F. Clarkson had allowed mercy to temper justice in giving those two increases; for it was quite certain that Archie had never earned them. He had reduced time killing to a science, had a really remarkable skill in so arranging things that all the heavy work fell on the shoulders of the other two members of the sales staff, and it was his proud boast that he had never worked a minute longer than the time set in the store rules. When the first stroke of 6 o'clock clanged out from the town hall bell, Archie had his hat off its peg alongside the office and he was well on his way home before the last stroke had sounded.

At that, he had shown good promise when he first engaged in the hardware store. He had been brisk and willing and had shown evidence of rare ability as a salesman. But Archie had got into a rut and had come to regard the crease of his trousers and the shade of his necktie as matters of more impor-

tance than running up a big sales book. His ambitions had become atrophied—to again quote James L. Simonds.

Having thus duly introduced the hero of the piece, let us proceed with the story. One morning early in September, James L. Simonds landed into the store and, for the first time in his experience, found the proprietor in a mood which could best be described as "grumpy."

"I don't want anything to-day, Simonds," he declared, before the salesman had a chance to even say "good morning."

"How do you know you don't?" asked Simonds. "You don't even know what I have with me."

"And I don't want to," snapped Clarkson. "Don't bother me just now, Jim. I'm in a savage mood."

"What's wrong?" queried the salesman, with a genial smile. "Get it off your chest man, by telling me. I'll be the goat. That will be better than keeping it bottled up."

"Well it's this way. I've been in the council now for four years and am in the line for mayoralty next year. A couple of the other aldermen were in just now and wanted me to say that I would stand. There's going to be a movement for a progressive administration in this town and to head the ticket would be a high honor, I can tell you. But to be Mayor would take up the bulk of my time, and I simply can't spare it. My business here would go all to smash."

"No one you can rely on here?" asked Simonds.

"No," said Clarkson, with an impatient snort. "Wilson has plenty of brains, but he doesn't show any inclination to use them. He's lazy. Young Corliss has plenty of ginger, but he hasn't got the necessary brains. And as for Stoneman he has neither brains nor energy, as far as I can see."

At this point Stoneman, who had the pomposity usually associated with the qualities which go to make a clock watcher, strutted toward them.

"He puts on the front though," commented Simonds, "say, a pouter pigeon would look round-shouldered alongside of Archibald." As the latter came into hearing range at this point, he switched the conversation to safer grounds. "I tell you, good men are hard to get. The other day, our firm asked me if I could recommend a good man to fill a vacancy on our travelling staff and for the life of me I couldn't think of anyone that would fill the bill. The firm are prepared to pay the money too."

Archie heard this and pricked up his ears. The truth of the matter was that some remnants of ambition had been stirred in him recently. He had begun to realize that he was getting on, and that the salary he was drawing down was pretty meagre. Besides he had his eye on a certain young lady ———, etc., etc., etc.

Half an hour later, as Simonds was leaving the store, after selling a tidy bill of goods—he never failed to sell—Stoneman stopped him with a great air of mystery



"Hello, Ferdinand," said Simonds, with his usual urbanity. "How was the dance last night?"

"My name isn't Ferdinand and you know it," said Archie, with visible annoyance. "And how did you know there was a dance?"

"On general principles. You go to a dance every night, don't you?"

"I get a bid for everything that's going alright. But that wasn't what I wanted to talk to you about. I heard you telling the old man about a vacancy on your staff a little while ago. Now what's the matter with me for the job?"

Simonds put his grip down on the floor, before replying.

"Everything," he said. "If you want me to go on and tell you in detail, I will. But I warn you that candor is my middle name."

"Go on," said Archie, a little sulkily.

"Well, honest, Archibald, if I were Grand Vizer to the Sultan of Siam, I wouldn't recommend you for the job of High Custodian of the Silver Soup Spoon. You are too good for your job here, for one thing. You don't like to get your hands dirty, for another. And you are promptness personified—at quitting time. Honest now do you ever stay here a minute after closing time?"

"I'm paid little enough as it is without working over time," said Stoneman hotly.

"And are you ever likely to be paid more if you are only worth what you are being paid now?" asked Simonds, who was beginning to feel a little sorry for the shortcomings of the clerk. "Let me tell you that cause precedes effect in the matter of salary. You earn your raise before you get it. Have you ever gone out of your way to make yourself more valuable to the firm? Have you ever made any suggestions to the boss for the rectifying of things that you know to be wrong about the store? Have you ever given any real thought to the business, after business hours? All these things are expected of good men."

"I certainly do not," said Stoneman with emphasis. "I am giving service fully in keeping with the salary I receive."

"You didn't get me on that cause and effect argument, I see," said Simonds, shaking his head hopelessly. "Well, so long, Ferd. Think it over."

But the clerk had "got him" on the point in question after all. That night he pondered it over deeply. "I guess I'll turn over a new leaf," was his concluding thought.

The next morning when Mr. Clarkson opened the door at 7.45 sharp, there was Archie Stoneman. "Good morning. Ah.—bothered with insomnia last

night?" asked the boss. It was the first time in two years that Archie had been on time. It had been his invariable custom to rather nonchalantly wander in anytime from 5 to 20 minutes late.

Mr. Clarkson was busy getting out monthly accounts that morning but, as he glanced up from time to time, he was aware of a distinct change in the front of the store. Instead of beguiling away the early hours of the morning, when customers were few and far between, by swapping anecdotes of the previous evenings doings with the other clerks, Archie was conducting a savage warfare on dust. The stock on the shelves was receiving a more thorough rearrangement than had been attempted for many a long month. About ten o'clock, the boss strolled down to the front and was astonished at the transformation which had been effected.

"You have the place looking pretty nice, Arch.," he said.

The clerk accepted the compliment as the reward of earnest toil, for he smiled happily and volunteered the remark: "I've found quite a few things we're nearly out of Mr. Clarkson. There's less than a dozen sash fasteners left, counting all sizes. And we're nearly out of 3½ by 3½ bronze plate butts."

"Thanks, I'll make a note of that," said the boss.

"Don't you think it would be a good idea to have a want book like they have in some other stores," said Stoneman. "Then we could note down whatever we find running short."

"I've often thought of doing that," said Mr. Clarkson, "but I was afraid you boys wouldn't be interested in it. We'll have a want book right away."

That night Archie worked until 6.30. The next day he informed the proprietor that he had an idea for a window display of stoves—something original, he believed. It would cost a couple of dollars to get the necessary material for this display. "Go ahead," said Clarkson, delighted at the signs of renewed interest being shown by his senior clerk—senior in point of length of service.

The display proved a winner and the boss made several sales which he could trace directly to it. "That window was worth about fifty dollars to us," he told Stoneman. "Got any more ideas like that?"

"Yes, I've been thinking up a few," was the response. "They may cost us a little because we haven't been going in much for window displays and have no equipment worth mentioning."

"Buy what you need," replied the boss. "I guess it's worth it."

Stoneman kept pegging away at his window display work, and some of the displays he originated were good enough to bring substantial results. All this

work practically was done after hours. He was too busy during the daytime running up a good sales book, to devote much time to anything else.

One day in October, a niece of the proprietor, Mildred by name, was in the office. Mildred by the way, was the girl that Archie had "had in mind." He had danced with her a number of times at various functions, and had called once or twice; not, however, receiving much encouragement, owing to the fact that the uncle knew too much about Archie to encourage his suit. Mr. Clarkson, it may be explained, was a bachelor himself and Mildred was his favorite among divers nieces and nephews. It may have been that Archie had been proceeding with an eye to the main chance; but clearly this had not been his only motive for Mildred was undeniably pretty and attractive enough to win the regard of any man.

Archie was not in sight when she first entered the store, but he soon came bustling up from the cellar with some lengths of stove pipe over his shoulder. His hands were black with soot and a plentiful share of the same had been spread over his face.

"Good afternoon," he said, going past with a business like air. He proceeded with his task, quite obvious of the fact that the proprietor's charming niece was watching him with an unusual degree of interest.

"I didn't recognize Mr. Stoneman at first," she said, to her uncle. "It is so strange to see him busy and—with black face and hands."

"Don't know what's come over Arch," said the proprietor. "I sometimes think he must be sickening for something or other. His activity seems almost feverish—for him."

"I like him much better," said his niece, thoughtfully, "than when he used to stand near the front of the store and pose and stare at everybody that was passing. He works now as though he liked it."

One morning early in November, Archie walked up to the office and informed Mr. Clarkson that the 5, 10 and 15 cent store, which had been started a year or so before by local parties, had gone to the wall. Clarkson could not restrain a smile of satisfaction for the reason that the store in question had been getting a big share of the trade in household goods which had formerly come to the hardware store.

"Serves 'em right," he growled, "The way they cut prices was a shame. Couldn't help but go smash."

"They had a big stock of toys," said Archie. "Now that they're out of business, there won't be a store in town handling toys. Why shouldn't we start?"

(Continued on page 47.)



# Plans for Developing a Reversible Elbow

Editor, Hardware and Metal:—"Will you explain through the columns of Hardware and Metal how to develop patterns for a reversible elbow,  $3\frac{1}{2}$  in. by 10 in."

Inquirer.

Dear Sirs:—Your "Inquirer" asks how to develop the patterns for a reversible elbow  $3\frac{1}{2}$  in. by 10 in. as Fig. 1. I would point out the fact that the principles underlying the development of these patterns were fully explained and illustrated in my course on "Sheet Metal Pattern Drawing," which appeared during the last twelve months in Hardware and Metal, and that it is only necessary to become acquainted with these principles in order to develop this or any other pattern.

First draw an elevation as fig. 2, making a-1 the required width say 10 in. and a-b and 1-2 the required size for collar flange, say 2 in.

Let b-c be duly desired size, say, 4 in. and a-b and 1-2 the required size for presenting the width of the pipe be any desired size, say,  $3\frac{1}{2}$  in.

Then draw the bottom or curved back of the elbow to any curve desired.

Then extend d-e through until it meets the curved back, and from this point draw a line to b, then from b to 2, parallel to a-1.

These lines represent where the metal is bent to get the spreading effect of the sides, the angle of the bend for c-4 being taken from the front elevation fig. 4 at the point s. The exact angle for the other two bends could be found by drawing a rear elevation but the

"Sheet Metal Worker" will readily see the required angle by laying his parts together leaving these two breaks until the last.

Next draw a plan directly below the side elevation as fig. 3 which is a view of the elbow looking down from the top. Then draw a front elevation as fig. 4 the same as it would be seen if looking at the front of fig. 2.

Now develop the pattern for the front piece, a-b-c-d, as shown by fig. 5, mak-

spaces marked off on the back of the side elevation. Then drop vertical lines from the side elevation to the outside lines of the plan, and carry them horizontally to vertical lines with corresponding numbers drawn from the stretch out, as shown by the lines carried from the points "8." Trace a line through these points of intersection and you have the pattern for the rear.

To get the pattern for the side first transfer a-b and 1-2 of fig. 2, off to one side as fig. 8. Then set the compasses to H-L fig. 6 to get the true length of 2-4 fig. 2.

Then with 2 of fig. 8 as a centre strike an arc.

Then with the compasses set to the "true" length of the line b-4 of fig. 2, and with b of fig. 8 as a centre, strike an arc cutting the one swung from 2.

Now to get the true length of this line, lay off a "Diagram of Triangle" as fig. 7 in which b-4 is the same as b-4 of fig. 2, and x-4 the same as x-4 of the plan fig. 3, b-x then being the required length.

Now with the compasses set to 4-v of fig. 5 strike an arc from b, fig. 8 as centre.

Then with the compasses set to 12-4 of the plan, fig. 3, and with point 4, fig. 3, as centre, swing an arc cutting the one swung from b. Draw a line from fig. 4 through c and on to d, making c-d the same as c-d of fig. 2.

Make d-13 the same as d-13 of fig. 2, and 13-12 the same as fig. 2.

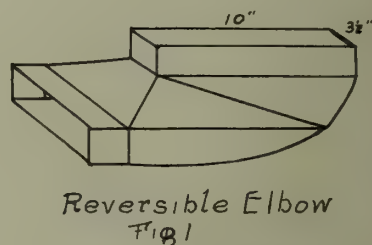
Now transfer each of the spaces from 12 to 4 of the plan, fig. 2, onto the

## SUBMIT PROBLEMS.

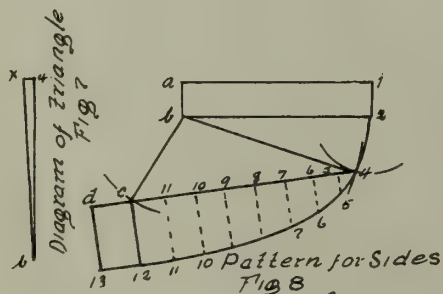
*Subscribers interested in sheet metal work are invited to send in problems to Hardware and Metal. Answers, complete with sketches, will be given through the medium of the paper.*

*If you have a knotty problem which you cannot solve, pass it on to us. If you have encountered a hard problem and solved it, tell us of your solution.*

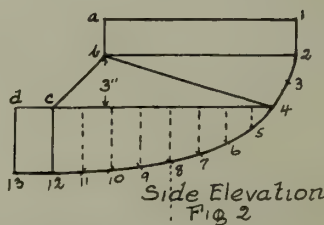
ing the distance "T" the same as s-o, fig. 4. Next develop the pattern for the back by first dividing off the curved back of the side elevation into equal spaces having one of the points come where the line extended from c intersects the back, also number the straight parts as 1-2 and 12-13. Now lay out a stretch out line n-m fig. 6, having it come directly from the centre of the plan fig. 3, and lay off on this the



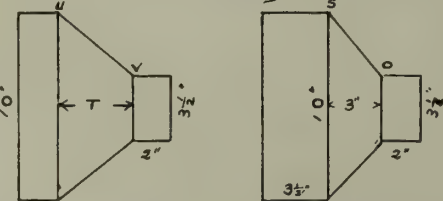
Reversible Elbow  
Fig 1



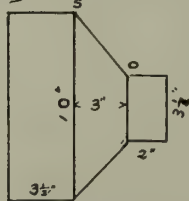
Pattern for Sides  
Fig 8



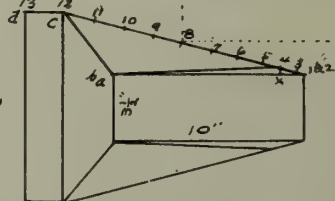
Side Elevation  
Fig 2



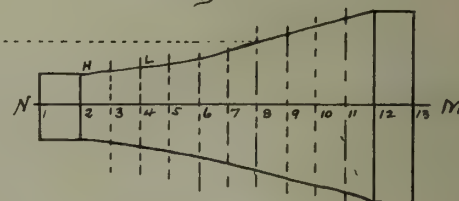
Pattern for Front  
Fig 5



Front Elevation  
Fig 4



Plan Fig 3



Pattern for Back  
Fig 6

Patterns For "A Reversible Elbow"

L. W. Koser

line c-4 of fig. 8. Then drop lines at right angles from each of these numbers and make these lines the same length as the dotted lines on the side elevation, fig. 2. Then draw the curved line from 2 to 12, fig. 8, so it touches the outside points and the pattern is complete for the side.

Allow for flanges or folds and bend each side the opposite way.

Note.—Full size patterns of this elbow can be supplied by the writer for the sum of \$1.00.—L. W. Koser, 55 Cowden Ave., Toronto.



## THE APOTHEOSIS OF THE CLOCK WATCHER.

(Continued from page 45.)

There's something in that," said Clarkson thoughtfully. "Lots of hardware stores handle them."

"The traveller from the F. T. Co., toy manufacturers 'is in town,'" announced the erstwhile clock watcher. "He came up to see what he could do to save his firm a loss in this affair."

"We might see him to-day before any of the other stores get in on the idea," said Clarkson.

"I went down to the Elite last night and fixed it with him to call around and see you to-day. By the way, he said he might be able to fix it so that we could secure some of the bankrupt stock."

The result of the negotiations was that a fine line of toys was added to the stock of A. F. Clarkson, Everything in Hardware. "Now we have this stock we must let the people know it, mused the proprietor. "Have to do some tall advertising, I guess. Too bad I'm so busy with council matters just now. I wonder if Arch. could write me an ad."

Archie received the suggestion with unfeigned pleasure. "I was going to suggest that some time soon. You see, I've been taking a correspondence course in advertising during the past few months. I believe I could make a try at it now."

Clarkson looked at him over his spectacles with a degree of amazement. "What's come over you, Arch.?" he asked. "You're getting to be a hustler from Hustlerville—a real live wire. You must be thinking of getting married."

"I am," said Arch.

It was about the middle of December that A. F. Clarkson spent an earnest two hours closeted with a group of callers, described by the way in that night's paper as a delegation of influential and representative citizens." When they had filed out he called in his senior clerk. "Arch," he announced portentously, "I am going to run for mayor

Its going to take all my time so I'll need someone to look after things here. You've been shaping up well lately, Arch, so I'm going to give you a trial as manager. If you make good, I'll

take you into partnership before long."

Then I'll soon be taking in a partner myself," said Arch. exultantly. "There's Mildred coming in now. Guess I'll tell her the news."

## Regulations for Electro-Plate Marking

**Terms of New Bill Now Pending at Ottawa—Marks Must Designate the Exact Amount of Silver—Terms Adopted to Denote Material Used—No Marks Must Be Made Giving Duration.**

Some time ago Hardware and Metal referred to the fact that legislation was pending at Ottawa to cover the marking of gold and silver ware. The "Gold and Silver Marking Act," as it is called, is still before the House, and may not be finally disposed of for some time.

The provisions of the bill are attracting considerable attention, and they possess a particular interest for the hardware trade. In its scope the Act covers wide ground, it being designed to define the marking of all articles containing gold and silver marketed in this country.

Section 12 deals with electro-plate, and is framed to prevent the sale of electro-plate containing less silver than is claimed in the description of the goods. Clauses of section 12 of interest to the hardware trade are as follows:—

1. This section applies only to articles which are plated with silver and known in the trade as electro-plated flatware and electro-plated hollowware, and to such other articles of like nature as are defined and designated by regulations made by the Governor in Council.

2. There shall not be applied to any such article any mark other than a mark authorized by this section.

3. If such an article has applied to it any mark, it must have applied to it a trade mark registered in accordance with the Trade Mark and Design Act.

4. In addition to such trade mark, there may be applied a mark indicating truly and correctly the grade or quality, as known to the trade, of the plating; but if such mark be applied, there must also be applied a mark indicating truly and correctly the metal upon which the plating is deposited.

5. In addition to the marks required or authorized by sub-sections 3 and 4 of this section, there may be applied any or all of the following marks, provided that they are not incorporated with the grade or quality mark:

(a) Numerals intended to identify the article or pattern, and not calculated to mislead or deceive;

(b) The name or initials of a dealer;

(c) Any mark not calculated to mislead or deceive. Such marks as

"quadruple," "triple," "standard plate," and the like shall be deemed to be misleading; as shall also such marks as are defined as misleading by the Governor in Council.

6. A grade or quality mark applied under the provisions of sub-section 4 of this section shall not be deemed to indicate truly and correctly the grade or quality, as known to the trade, of the plating, unless it indicate truly and correctly the number of ounces, pennyweights, or, as the case may be, of pure silver upon twelve dozen articles exactly the same in size, design, and plating as the article to which the mark applies.

7. The word "silver," either alone or in a compound word, or in any combination of words, shall be deemed to be a mark not authorized by this section, except in the words "nickel silver" and "German silver" when applied as marks in accordance with the provisions of sub-section 8 of this section.

8. A mark consisting of or containing the words "nickel silver" or "German silver" shall not be applied unless the base of inferior metal upon which the plating of silver is deposited contains at least 10 per cent. of pure nickel.

9. When the base of inferior metal upon which the plating of silver is deposited contains less than 10 per cent. of pure nickel there shall be legibly stamped upon the article the word "brass."

### Standard for Naming.

The Act aims also to have marks standardized. Thus, "RP" will stand for "rolled plate"; "EP" for "silver electroplate"; "GF" for "gold-filled," "gilt," and "gold electroplate"; "NS" for "nickel silver"; "GS" for "German silver"; "BM" for "Britannic metal"; and "WM" for "white metal."

Another provision of the Act is the prohibition of marks on electroplate, guaranteeing the duration of the plating.

### Finds Favor Abroad.

The terms of the Act have been commented favorably abroad. The Ironmonger says:

(Continued on page 56.)



# The Household Goods Department

## Getting Results in Summer Lines

**Methods of Handling Refrigerators, Ice Chests and Fireless Cookers—These Are All Big Sellers Where the Dealer Shows Energy and Initiative—Step Ladders a Brisk Selling Line.**

The warm weather of the past two weeks has begun the annual butter melting and milk souring process that so worries the "wimmen folks" during the summer season. This year the demand for refrigerators will be heavier than ever before, and it is up to the live retailer to capture a goodly portion of this trade. The prosperity of the country in general is an indication that the demand will be for the better class of refrigerators, and the sales of the wholesalers bear out this assumption, as they have sold a larger number of high-class refrigerators this year than last.

Montreal retailers are taking time by the forelock and are getting after this business very energetically. All the leading retailers are featuring refrigerators and ice chests in their ads.—running special sales—and booming the business for all they are worth. A peculiar feature of Montreal's business ways is that the ice companies sell ice to their patrons at a lump sum for the whole season, and no matter when the consumer begins taking ice, they have to pay the same rate which covers the period from May 1st to October. This custom is a big help to the hardware man in making sales at this particular time, as, with this as a lever, he is able to close many sales that would drift along until the customer lost the notion of buying at all. But with the argument that the cost of the ice would be the same if they began to use it now as in June or August, the dealer is able to convince customers that it is to their advantage to purchase right now, and thus get all the ice they are paying for. And that this argument is effective is amply proven by the scores of refrigerators seen every day on the delivery rigs and the enormous demand that is pouring into the wholesale houses.

### Ice Chests.

Ice chests are meeting with better favor this year than ever before, simply because they are better made and offer to the working man a luxury which price has hithertofore held from him. A good ice chest may now be obtained for a reasonable sum, which opens a new avenue for profitable business for the retailer. With this line the dealer is en-

abled to supply the needs of the masses, and in these days of congestion in urban life the smaller ice chest appeals to a large number of "apartment dwellers."

### Fireless Cookers.

Refrigerator time is also "fireless cooker" time, for, while the housewife is anxious to keep her dainty viands in perfect condition, she is much more interested in keeping cool herself and in lessening the time she spends over the hot stove. The fireless cooker is being recognized more and more, and sales of this labor and fuel-saving device are increasing very rapidly. The profit for the dealer on these goods is very liberal, and it is to his interest to push the lines that pay the best.

The most successful method of promoting the sales of fireless cookers is the home demonstration, where the dealer's salesman takes a cooker to the customer's home and there demonstrates the ease and economy of its use in the preparation of the daily meals. This method convinces the customer as nothing else will, and when the cooker is once in the home it rarely ever leaves it, providing the demonstrator is a salesman. A lady demonstrator is more effective than a man, as a woman is more versed in the culinary art and not as liable to make moves that would prove fatal to the sale.

Window demonstrations are very effective, and promote much business, but the home demonstrator is by far the most effective.

One large retailer had a nice display of fireless cookers placed in the interior of his store just where everybody who entered the store had to pass by it. As each customer came in, the lady demonstrator politely asked the customer to look at the fireless cooker display, whereupon she at once launched into the demonstration of the merits and uses of these cookers. Before customers realized it, they were getting interested in the cookers, with the result that a goodly number of sales were made to people who would never have bought one if it had not thus been brought to their notice. This display and demonstration was kept up for over three months, which speaks volumes for the success of

this plan. In cases where customers did not purchase they were given pamphlets and other advertising literature which had been supplied by the manufacturer with the dealer's name inserted. The sale of fireless cookers leads the way for the sale of kitchen utensils and gas fixtures, while every sale of a gas or oil stove is a live prospect for the sale of a fireless cooker.

### Stepladders as Drawing Card.

Housecleaning time is the ideal time to push sales of stepladders, curtain stretchers and allied articles. Stepladders are needed more in the home at house-cleaning time than at any other time in the year. In putting up curtains, washing windows, hanging pictures, cleaning the ceilings and other high places, it is impossible to get along without some kind of a ladder, and, with stepladders so well made and retailing at a small sum, the dealers should work up a nice business in this line at this particular time. The keynote of success in boosting the sale of stepladders or other household devices is to feature them—let the public know about—don't be content with the mere mention of them, but keep hammering home the selling points of the different articles. Persistent effort along this line will ultimately result in a big increase in sales of the article or articles featured.

In a recent issue of *Hardware and Metal* the experience of one hardware man was given who, by featuring stepladders, cleared out a stock that had been a white elephant on his hands for several months. Just by bringing to the notice of his customers the fact that he had a line of stepladders that he was going to sell at a nominal sum did the trick.

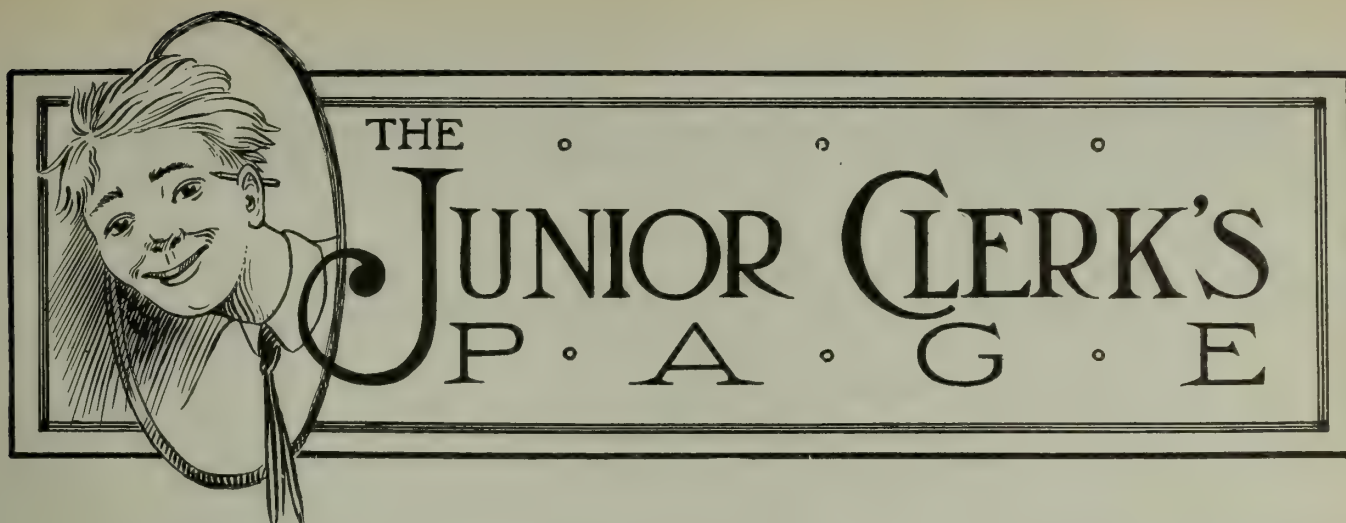


### COMPANIES INCORPORATED.

The Victor Saw Works, Ltd., Hamilton, Ont., capital \$40,000, for the purpose of manufacturing small saws and tools. The directors of the new company are John G. Gould, J. W. Nesbitt, C. V. Langs, all barristers.

• • •

Montreal Paint and Glass Co. have incorporated with a capital stock of \$50,000, to acquire as a going concern the business now conducted by C. A. Sharpe.



### MAKING OF SHOT.

Shot is a commodity that is sold in almost every hardware store. Clerks when selling shot often wonder how it is made. We have often heard of shot towers, but there are no doubt a large number of us who have never had the opportunity of seeing one of them.

There is a large shot tower in Bridgeport, Conn., built of solid masonry, metal and concrete. In the tower are two large iron cylinders descending in the centre, coming down through the ceiling from above. You can look through an open part into one of these. You see nothing but the whitened opposite wall, against which a light burns. It appears absolutely empty, although within it is raining such a swift shower of invisible metal that if we were to stretch our hands into the apparently vacant space they would be torn from our arms. A large water tank below is churned into foam with the impact of the falling shot, and as we look downward we make out finally the haze of motion.

You wonder where the shower of shot is coming from, and you take the elevator to the tenth floor of the tower. Here we find the large caldrons where many pigs of lead with the proper alloy are melted into a sort of metallic soup. This is fed into small compartments containing sieves or screens, through the meshes of which the shining drops appear and then plunge swiftly downwards into the water tanks.

The shot is then taken from the water tanks and hoisted up again. The shot pellets are then started on another journey downward through complicated devices, in which the shot is sorted, tumbled, polished, graded, coated with graphite, and finally stored. A pretty sight is that of cascades of shot pouring out of spouts and rolling smoothly down glass inclines tier above tier. Here the perfect shot, moving more quickly than the occasional imperfect ones, shoot over low partitions, which check the latter and drop them into separate bins.

### THE SELF STARTERS.

There are three types of employees.

1st—Those who perform—painstakingly enough, perhaps, the duties assigned to them and then patiently wait until someone winds them up again with another piece of work.

2nd—Those who rush to the powers that be and ask for more, as soon as they give the last slap-bang to what they were doing.

3rd—Those who can keep themselves going, by noticing what should be done and doing it.

And, it's only the pay envelopes of the last that ever acquire the podginess of prosperity.

### THE SIZE OF HIS FIRM.

A commercial traveler was bragging about the magnitude of the firm he represented.

"I suppose your house is a pretty big establishment?" said the customer.

"Big? You can't have any idea of its dimensions. Last week we took an inventory of the employees, and found out for the first time that three cashiers and four bookkeepers were missing. That will give you some idea of the magnitude of our business."

### DON'T OFFEND.

Lose a sale because prices are too high or because goods are not the kind wanted and you merely miss a profit. You can sell the same person next day or next week or next month, but offend him by some tactless remark, some uncalled for rudeness, and he will remember it for years—and his knocks will not be boosts.

### SUCCESSFUL SELLING.

Successful selling depends on three things:

- Getting a Customer.
- Selling Him.
- Keeping Him.

### A TWO-SIDED PROPOSITION.

The clerk who instinctively reaches out for the goods that afford the most profit—sometimes even regardless of their suitability to customers' needs and means, reminds one of the worldly mother's advice to her debutante daughter, "Don't wed simply for money, but love where money is."

### SMILE.

Smile and the world smiles with you,  
Kieck and you kieck alone.  
A little grin, will let you in  
Where the kicker is never known.  
On a dreary day and you feel all in,  
And business is on the bum,  
A little grin and a help-up chin  
Helps some, my boy, helps some.

### SOME GROUCH.

Guest.—"You certainly keep busy with that lawn mower."

Grouch.—"Yes; the lawn doesn't need it, but my neighbors hate the noise!"

### Remarks of the Junior Clerk.

Look out for the man who looks out for himself.

Lots of men who have an aim in life lack ammunition.

The only thing that gives weight to a fish story is the scales.

One thing worse than a quitter is the fellow who is afraid to begin.

Many a man fails to forge ahead because he has the looking backward habit.



# Progressive Hardware Retailing

President Oecomore, of O. R. H. & S. D. A., is Making Sales of Metal Garages—  
Western Firm Adopt System of Discounts for Cash Payments—A Valuable  
Book for Buyers—Store Fronts Should Be Painted.

## OFFERING CASH DISCOUNT.

The Watrous Hardware Co., Watrous, Sask., recently ran a full page advertisement in the daily paper announcing that it was their intention to offer special discounts in order to encourage cash business and prompt monthly settlement of accounts. A discount of 10 per cent. will be allowed for cash, 5 per cent. for cash in 30 days, the balance net 60 days; 1 per cent. per month interest will be charged on overdue accounts.

The ad. also states that the discount will not apply on the following lines on which the profit is very small: Nails, wire, gasoline, coal oil, house and floor paints, ammunition.

A large number of hardware firms in the West are either adopting the cash system or offering special inducements for the payment of cash. Doing business on a cash basis is by far the most satisfactory system, and, although some dealers claim that it would be impossible for them to adopt a strictly cash system, there are no doubt a large number of unnecessary credit accounts carried on the books of the retail hardware merchants.

## HANDLING METAL GARAGES.

President H. Oecomore, of the Ontario Retail Hardware and Store Dealers' Association, was a recent visitor at the Toronto office of Hardware and Metal. Mr. Oecomore finds this season the busiest for outside sheet metal work that he has experienced during the past twenty-five years. He is also selling a large number of steel garages, the majority of which he sells from a catalogue. There is a growing demand for metal garages, and this plan could be followed out by a large number of dealers, who could doubtless make many sales in this manner. Wallboard is another line that is being sold successfully by Mr. Oecomore, and he carries a large stock on hand at all times.

## TIME, PLACE AND PAINT.

A hardware merchant in an Ontario city has a paint display in his store window and a large sign bearing the words: "It is time to paint." A citizen was passing this store a few days ago

and ventured the opinion that it certainly was time to paint, and the place to start painting was the store front of the place of business belonging to the merchant who was advising others to paint. The store front presented a very dull and faded appearance. The paint had no doubt been an attractive carmine color many years before, but it had been neglected, and had faded out considerably.

This front is a poor advertisement for a merchant who sells paint. The store fronts of the hardware and paint stores in any town or city should be the most attractive in the locality, that is at least as far as the painting of them is concerned. The merchant who advocates the use of paint and does not use it himself cannot expect the public to be influenced to the extent that they would

be, providing the dealer could point out property of his own that had been painted with the paint he was trying to sell. A customer very often gets his first impression of a store from the appearance of the store front and show windows. If the store front is bright and attractive the first impression is usually a good one, but if on the other hand the front is dull and unattractive, with paint scaling off and the front otherwise delapidated in appearance the impression will be quite the reverse. The cost of painting a store front is exceedingly small, and proves a good advertisement for the merchant. The writer knows of a hardware merchant who painted his store front last year and the day following the painting he received orders for paint from three other storekeepers in his town.

## Novel Forms of Hardware Ads.

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*A hardware merchant furnishes business cards to the local draymen free on condition that they phone him the name and address of every family they move.*

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*Another dealer supplies large wagon umbrellas bearing his name to draymen, farmers and delivery men at 50c below what they cost him. He claims that he gets good advertising at a very low rate.*

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*An American merchant recently conducted a contest and offered a gold watch to the person who could make the largest number of English words out of the letters in his name. This scheme impressed his name indelibly on the minds of many people—especially the contestants.*

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*A hardware firm recently conducted a guessing contest. The globe of a coffee percolator was filled with coffee beans and the party guessing nearest to the correct number was awarded the percolator. The firm received several hundred guesses.*

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*A guessing contest was put on by a hardware dealer last season that caused considerable interest. An eight-day clock was started running on a Monday morning. A prize of 5 gallons of paint was offered to the party guessing nearest to the length of time the clock would run. All guesses had to be in by Saturday night. The clock of course would continue to run for some time after the guesses had been turned in, and the results were announced the following week. In addition to the clock in the window, the merchant had a very attractive display of painting materials and a large show card bearing the words, "It is time to paint." The rules of the contest also appeared on a large show card.*

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One generally finds that when a merchant paints his store front there are always several others who follow his ex-

chased, and if not, makes his purchase, which is then recorded on the form and filed in the book. This system is used

Order No. .... Dept. .... Date .....

To .....

Address .....

When Ship. .... How Ship. .... Cancel After. ....

Terms. .... Transportation. ....

[illegible]

*Handy Form for use by buyers.*

ample. A person would naturally expect that the hardware merchant above all others would be the first one to start the paint movement every spring by having his own premises painted and showing the public that he practices what he preaches.

A VALUABLE BOOK FOR BUYERS.

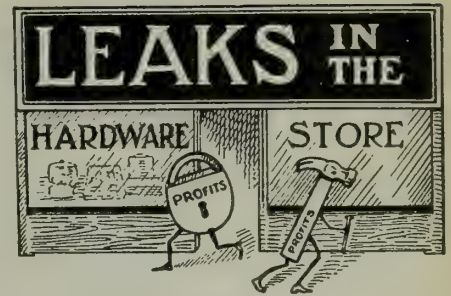
Much confusion and misunderstanding can be eliminated by adopting the form illustrated herewith for recording all purchases. The form is perforated for insertion in a pocket loose leaf book—the size of the leaf is 4 inches wide by 7¼ inches long, which is just the right size for carrying in the hip pocket. This book is so convenient that the buyer can carry it with him anywhere, and in case he makes a purchase it is recorded in the book, not in the memory to be forgotten ten minutes after. Wherever the buyer goes he carries this record book and whenever a purchase is made it is recorded in the book. The forms are in duplicate, and as soon as purchase is made one form is sent to the office, while the buyer keeps the other on file in his book, which is indexed for further convenience. Thus the buyer has no excuse for duplicating purchases. Whenever a salesman offers anything the buyer looks up these records to see if he has pur-

by Goodwin's, Limited, Montreal. The buyer keeps on file in the book a record of the stock of each article sold in the store. Thus this record book gives the buyers definite information at any time. Records of quotations are also kept in this handy book. The information which it gives the man who uses it is indispensable and saves a goodly amount each year for the firm. It also prevents disputes from returned goods or on prices.

## BIGGEST BUSINESS ON RECORD.

Ottawa, Ont.—With the migration of dwellers in the city to the summer resorts in the vicinity of Ottawa, the hardware merchants in the city say the past week's business has been particularly active with them. The testimony of some of the most prominent merchants is that the first week in May this year has brought the biggest volume of business on record. The chief demand, of course, has been for kitchen utensils for summer cottages, gardening implements, fishing requisites and all lines of articles that are generally used in the spring and summer time.

Alix, Alta.—The Alberta Oil Co. have discontinued business.



The writer observed a store window a few days ago in which was displayed along with other lines several cans and bottles of stove pipe enamel and polishes. The sun had apparently been shining on the window for some days with the result that the corks had come out of a couple of the bottles and the contents had run out on the bottom of the window and had reached some paper hanger brushes that were also on display.

In addition to losing the contents of the bottles, the merchant also had two brushes on his hands that were damaged. At this season of the year when paint specialties are displayed in the windows of the majority of hardware stores it is a good plan to see that the awnings or blinds are adjusted at certain hours of the day to protect the goods from the rays of the sun. In addition to the damage done to the contents of bottles and cans, it often happens that labels become faded or discolored by too much exposure and this gives the goods a shop-worn appearance.

# HARDWARE LETTER BOX



Wringers.

The Smith Hdw. Co., Montreal, Que.—  
“Kindly advise us what firms manu-  
facture wringers.”

Cummer Dowswell, Ltd., Hamilton;  
David Maxwell & Sons, St. Mary's; J.  
H. Connor & Son, Ottawa, Ont.; Ameri-  
can Wringer Co., New York City; Lovell  
Mfg. Co., Erie, Pa.—Ed.

### Arsenate of Lead.

A. R. Wright, Port Burwell, Ont. —  
 "Kindly advise in your next issue  
 whether it is legal for a hardware dealer  
 to sell Arsenate of Lead to be used  
 for spraying purposes."

An article dealing with this question will be found elsewhere in this issue.—Ed.



# Current News of Hardware Trade

## To Build Immediately.

Brandon, Man.—Canadian Oil Companies, Ltd., are making arrangements for the immediate construction of their buildings in Brandon.

## Located in New Quarters.

Montreal, Que.—The Ontario Lamp & Lantern Company and The Canadian Tungsten Lamp Company, whose warehouse on St. Dizier Street was recently destroyed by fire, and who have been occupying temporary quarters in The Gillette Building, are now located permanently at 246 Craig Street West, Montreal. The amount of stock destroyed by their recent fire was inconsiderable and the delay in shipment of orders has not been noticeable.

## Goes Out of Retail.

Ottawa, Ont.—Charles Watt, who has been in the retail hardware business for the past 13 years on Sparks Street, Ottawa, is leaving it in the course of a few months, to go into the wholesale lock trade on Queen Street. He has secured the sole agency for Canada of the Yale locks and also has the agency for other reputable locks. Just when he intends to leave his present store he has not decided. In the meantime he is offering his stock at almost cost. His store is considered to be exceptionally well stocked and up-to-date.

## Moved Into New Store.

Ottawa, Ont.—The Mulhall Hardware Company moved one of their four stores into more convenient quarters last week from 231 to 243 Bank Street. Robert Mulhall head of the company says that business with his firm is particularly bright and extensions to the ramifications of the company are contemplated. The head office, which was up till last week, at 231 Bank Street, has now been moved to 1107 Wellington Street. The Mulhall Hardware Company began with one store nine years ago.

## Steel Equipment Co. Organized.

Ottawa, Ont.—The Eclipse Mfg. Co. has sold out to the Steel Equipment Co. a new organization. The business will be greatly extended and it is expected that by the end of the year a large new factory in Pembroke will be occupied. D. P. Cruikshank, formerly with the Library Bureau of Canada is managing director and W. H. Connor formerly with the Eclipse Mfg. Co. is treasurer. The Steel Equipment Co. will specialize in the manufacture of metal office fittings.

## Presentation to F. C. Lariviere.

A short time ago, Hardware and Metal made mention of a presentation to Fred C. Lariviere, of Montreal on the occasion of his fiftieth anniversary. Further particulars are herewith appended:

The directors, shareholders, and staff of the company surprised him by the presentation of a gold watch and chain; in an address F. X. Des Rivieres, who has been with the firm since its formation, September, 1889, took advantage of this opportunity to thank Mr. Lariviere for all he had done for the employees, in providing them with a library, amusement hall, dining room, etc., and also for tact and deference he had always shown them, and expressing the



*A photograph of Fred C. Lariviere, of Montreal, taken on the occasion of his fiftieth birthday. Hardware and Metal extends congratulations.*

hope and desire of staying under his leadership for many years to come. J. Ed. Charbonneau, secretary-treasurer, concurred in the remarks made, relating a few incidents which happened in the first months of his career in the employ of the company, as a junior clerk in 1892. J. E. Goodman, the next oldest with the company, and representing the selling staff, also added his congratulations to those already expressed. When Mr. Lariviere rose to answer, he received long applause. He first thanked those present for the beautiful souvenir of this anniversary, which only happens once in a lifetime, also for all the good wishes and congratulations expressed. He then said that all should rejoice over the success, prosperity and reputation which the company enjoys in the commercial world, due to the honesty, loyal-

ty, hard work and hearty support given by all. Every one should be proud, for it was the result of combined efforts. A bouquet of roses was then presented Mrs. Lariviere, after which refreshments were served.

## Made in Canada Train.

The "Made in Canada Exhibition" train will be open for inspection at North Toronto on May 16.

## Marriage of S. W. Batty.

Sydney W. Batty, representing Henry Disston & Sons, Inc., in the New England States and Eastern Canada was married on Saturday April 5 to Miss Rosalind Louise Funch, daughter of Mrs. Louise Scott Funch, New York.

## By-Laws at Goderich.

Goderich, Ont.—The by-law to guarantee the bonds of the Rice-Knight Co. to the amount of \$20,000, was carried here by a majority of 29. The company will manufacture brass and electrical fittings.

A loan of \$4,000 to Dietrich & Son as an inducement for the erection of an \$8,000 factory for the manufacture of excelsior, wood wool and similar products, was defeated by two votes.

## Canada Cement Co. Banquet.

Recently a banquet was held at the St. Regis, Montreal, of the sales managers and salesmen of the Canada Cement Co., Ltd. The banquet was attended by all the salesmen and sales managers of the company. Senator Edwards, of Ottawa, was present, also Dennis Murphy, a director of the company. W. H. Ford, the general sales manager, was presented with a gold watch by the salesmen and sales managers, and each one present received a handsome watch fob as a souvenir of the occasion.

## Death of Stove Dealer.

The death occurred on March 31 of J. W. Westwood, manager of Westwood Bros., stove and furnace dealers, Toronto. The deceased was 27 years of age, and had been manager of Westwood Bros. store since June, 1912, having succeeded his brother, who at that time had taken a position on the road. The deceased had spent practically all his life in the stove and furnace business, and had a wide circle of friends, who will regret to hear of his death. The deceased had been ill for only one week, death resulting from pleuropneumonia.



## St. John, N.B. News.

St. John, N.B.—The Maritime Nail Company which have begun work on the site of a large factory it will erect at Ft. William will also enlarge its St. John Plant this year. J. T. McAvity and Sons have retained a Boston firm to make a survey on the proposed site of their new plant and to submit preliminary plans. Owing to the winding up of the affairs of an estate there is some delay in securing a portion of the site, but in order to save time plans will be prepared.

The firm will assemble on this site their iron and brass manufacturing plant, practically doubling its capacity, and providing for the employment of one thousand hands.

## Fire Losses.

Engleharat, Ont.—The hardware store of Thos. Magladery has been destroyed by fire.

Vancouver, B.C.—It is reported that Wilson Bros., brass founders, have suffered a fire loss.

London, Ont.—John R. Gurd, manufacturer of brooms, brushes, etc., has suffered a loss by fire.

Delhi, Ont.—The Sovereign Mitt, Glove and Robe Co. factory has been totally destroyed by fire.

Winnipeg, Man.—The warehouse of the Continental Oil Co. on Morgan Ave., Elmwood, has been totally destroyed by fire. The loss is estimated at \$30,000, fully covered by insurance. Thos. Jackson & Sons building supply storehouse adjoining the oil warehouse was also destroyed.

## New Firms.

Rosebank, Man.—J. Toake has opened a hardware store.

Montreal, Que.—La Compagnie St. Edouard, Ltee. hardware have obtained charter.

Moose Jaw, Sask.—The South Moose Hardware Co. have commenced business.

Walkerville, Ont.—It is reported that the Heintz Co., of Lowell, Mass., manufacturers of electrical supplies, will establish a factory here.

Merritt, B.C.—The Merritt Hardware Sporting Goods Co. have started business. The new firm is under the management of J. C. Gay.

Midland, Ont.—H. A. McLean who opened a hardware store here about a month ago has engaged the services of Mr. Nelson as buyer and chief clerk. Mr. Nelson was formerly associated with Hartman Bros., Midland.

Melfort, Sask.—The Melfort Heating and Plumbing Co. in Melfort Centre have erected a temporary workshop. It is the intention of the company to erect a large store in which the firm will carry a hardware stock in addition to their present business. The new com-

pany has been promoted by Sidney Smart and R. D. Sivain.

## Personal Notes.

Jos. R. Henderson, Montreal, president Brandram-Henderson, Ltd., was a recent visitor in Toronto while on his way to Winnipeg and the Coast.

Chatham, Ont.—C. J. Bateman, for several years representative here of the Cockshutt Implement Co., of Brantford, has gone to Toronto to accept a position with the Gurney Stove Co.

E. B. Westwood, formerly on the traveling staff of the Moffatt Stove Co., Weston, Ont., has resigned and has taken over the management of Westwood Bros. store, Queen St., Toronto.

## USE OF HALL GRANTED

*The city officials of Ottawa have agreed to grant the free use of Howick Hall, at the Exhibition grounds with free light and heat, to the Canadian Hardware Manufacturers Exhibitors' Association and the Ontario Retail Hardware and Store Dealers Association for their exhibition and convention which is to be held in Ottawa during the third week of February, 1914. Arrangements are being made with the hotels whereby the delegates will be given a special rate and the Ottawa publicity committee intends to entertain the visitors in no mean way.*

The hardware business at Highgate, Ont., conducted by J. G. Crosby, will in future be conducted under the name of Crosby & Son, Mr. Crosby having taken his son Raymond into partnership.

The following hardware merchants were in Montreal this week on purchasing trips: F. Gloutenay, Mont St. Hilaire, Que.; J. E. Melauchon, St. Jacques, L'Achigan; Z. Labrosse, Vanhlehille, Que.; P. E. Caron, Chambly, Que.

V. F. Lily, recently of the staff of Frotheringham & Workman, Montreal, has joined the sales staff of Lewis Bros., and will cover the Sudbury and Rainy River district, recently covered by A. Ferguson. Mr. Lily takes up his new duties immediately.

Edmonton, Alta.—J. W. Simpson, Worcester, Mass., was a recent visitor to Edmonton. It is reported that Mr. Simpson was looking over the field with a view to obtaining information as to the suitability of Edmonton as a location for establishing a paper and strawboard plant at an approximate cost of \$250,000.

## Business Changes.

Osler, Sask.—P. D. Siemens hardware has sold out.

Meacham, Sask.—M. Rault is reported as having sold out.

Scott, Sask.—The Scott Hardware Co. are removing to Monitor, Alta.

Hanley, Sask.—Hanley Iron Works has been succeeded by C. E. Day.

Ninga, Man.—A. F. Johnson is selling out his hardware to R. Mitchell.

Ruddell, Sask.—Ewing & Mulrea have sold out their hardware business.

Asquith, Sask.—T. W. J. Mather has been succeeded by Pecketts and McGurl.

Ninga, Man.—A. F. Johnson has sold his hardware business to R. L. Mitchell.

Elstow, Sask.—W. S. Taylor, hardware, etc., has been succeeded by J. H. Taylor.

Champion, Alta.—Watson Hardware Co. have been succeeded by Reid Hardware Co.

Kerrobert, Sask.—W. M. Butchart, hardware merchant, has sold out his business.

St. James, Man.—McPhee & Manning have been succeeded by McPhee, Manning & Walker.

Berry Creek, Alta.—P. H. Holzworth, hardware and implement merchant, has removed to Richdale.

Montmartre, Sask.—W. Mailhoit has purchased the business of the Montmartre Hardware Co.

Ottawa, Ont.—J. Houle, hardware and implements, has been succeeded by Richards & Houle.

Champion, Alta.—The Reid Hardware Co. have taken over the business of The Watson Hardware Co.

Brandon, Man.—Brown and Mitchell, hardware, have been succeeded by Mitchell and McGregor.

Alvinston, Ont.—Jos. Wilkie and Jos. Fulcher, of Forest, have purchased the store of W. Young here.

Earl Grey, Sask.—Fennell Bros. have sold their business to Messrs. Newman & Green, of London, Ont.

Englefield, Sask.—H. Nordick, hardware and implements, has been succeeded by B. H. Wacholtz.

Wainwright, Alta.—Washburn & Mills hardware merchants have dissolved partnership, Mr. Washburn continuing.

Ottawa, Ont.—The Mulhall Hardware, Ltd., have moved from Bank and Lisgar Sts., to their new premises, 243 Bank St.

Ethel, Ont.—G. Krauter & Co. hardware merchants and tinsmiths, have dissolved partnership, John Krauter continuing.

Petrolea, Ont.—Borland & Stewart, carriage builders and manufacturers, have dissolved partnership. R. Borland will continue the woodworking and carriage building end of the business, and J. S. Stewart the blacksmith department.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

The situation is marked by keen activity in practically all lines. If a heavy consumptive demand is any sign of national prosperity, then Canada is indeed enjoying abounding prosperity, for reports come from all centres of an exhaustively heavy call for goods. Sales are reported to be ahead of last year's records for the same period in a great many lines.

Collections have shown some improvement, but it cannot be said that the picking process is very rapid. Still, no serious alarm is being expressed over the outlook, and confidence seems to be generally felt that the long looked for easing of money tightness will shortly manifest itself.

The bigness of the demand is creating a few shortages. Poultry netting is still scarce, though the advent of supplies from England should relieve the situation. Iron and steel products are also scarce. A temporary shortage of garbage cans is reported. An unusual demerit of more stringent by-laws in demand, as the result of the enactment in many sections, has brought this about.

Prices have remained firm in most lines. In fact, changes in quotations have been unusually few recently. The only marked development during the past week has been a distinct upward trend in most metals. Toronto reports tin up  $\frac{3}{4}$  cent a lb. and lead up 25c per cwt. From Montreal comes reports of a stiffening tendency in metal prices also. The demand, reported as rather quiet last week, has improved appreciably. It is believed that there will be enough structural work undertaken this year to insure an extremely heavy demand for metals.

### MONTREAL.

Montreal, May 7.—The hardware trade is very active this week. The fine weather and the commencement in earnest of lake and river navigation has caused the sales to jump ahead and orders are piling up in great style. There is still a big shortage in poultry netting and it is reported that there are several large shipments of netting now on the way over from England which will tend to relieve the existing shortage. Wire cloth is also scarce and some sizes are nearly exhausted. The shortage in shovels has not been relieved to any great extent, although several large shipments have been received this week.

### Refrigerators Selling Well.

Retailers have been literally swamped with orders for refrigerators during the past few days when the thermometer jumped to the dizzy heights around 90 deg., but the cooler weather will cause a lull in this rush. The stock in store is ample to take care of all demands.

There is a tendency to lower the price on 650 foot Manila from  $12\frac{3}{4}$  to  $12\frac{1}{2}$ c to meet competition. Several firms are now quoting at this new level and it is expected that the others will soon follow suit. It is stated that the demand for binder twine will not fall much behind last year's output for the reason that there was no twine left over and

that, while prices are high, dealers have to buy a full stock. The excellent seeding weather has given the dealer's more confidence and they are buying more liberally.

The rope market is stronger and there is little to indicate any cheaper prices and it is expected that present prices will rule for the balance of the year. Pure Manila is still quoted at 17c base and British Manila at 13c base, with Sisal at 12c base.

## Tools Moving Freely.

Ice tongs are in excellent demand this week as are also ice picks, shavers and other ice tools. Carpenter's tools are selling well and rules seem to be greatly needed. Bench axes, and hand axes are moving freely. Garden tools and appliances are being shipped in large numbers. Farm tools, such as corn planters, clover seeders, etc., are meeting with a ready sale.

## Builders' Hardware.

The demand for builders' hardware is improving and several nice orders have been placed in the past few days. The demand for door sets and other interior fittings is heavy with several lines in short supply. The demand for wall board and patent lathes is increasing year by year and it promises to eclipse all previous records in the amount of sales this year. Building paper and felt and insulating papers are in good demand.

## Sporting Goods.

The demand for baseball supplies is still quite heavy and a lot of orders for hockey and other winter sports supplies are being booked. Roller skates are selling well, but the big business is being done in firearms and fishing tackle.

## Summer Goods.

Hammocks, screen doors, lawn seats and swings, garden hose, and other summer lines are selling exceptionally well for this early in the season. Retailers are featuring all summer lines at present.

## NET LIST ON PIPE

*The new net price list on black and galvanized iron pipe is given in the table below, which applies to both Quebec and Ontario:*

	List Price.	Black 63% off	Galv'd. 48% off
$\frac{1}{4}$ in., $\frac{3}{8}$ in. ....	6.00	2.22	3.12
		69% off	59% off
$\frac{1}{2}$ in. ....	8.50	2.64	3.48
		72½% off	62½% off
$\frac{3}{4}$ in. ....	11.50	3.16	4.31
1 in. ....	17.00	4.67	6.37
$1\frac{1}{4}$ in. ....	23.00	6.32	8.62
$1\frac{1}{2}$ in. ....	27.50	7.56	10.31
2 in. ....	37.00	10.17	13.87
$2\frac{1}{2}$ in. ....	58.50	16.08	21.93
3 in. ....	76.50	21.03	28.68
$3\frac{1}{2}$ in. ....	92.00	25.30	34.50
4 in. ....	109.00	29.27	40.37

## Heavy Ranges.

The demand for heavy ranges is improving and a large number of orders have been booked for future and immediate delivery. The orders for immediate delivery are for small lot, one's two's and three's, while the futures are for larger numbers. The gas stove trade is getting heavier and is being featured by both the wholesale and the retail dealers.

Oil stoves are also moving very freely and the warm weather of the past week or so has increased the demand.

## Furnaces.

Contracts for furnaces are being let in large numbers these days and quite a few of them are for immediate installment or shipment. The outlook for the season's business is very promising.

## Radiators.

The stringency in the money market has held up operations on the proposed building of several large office buildings and as a result the demand for radiators and boilers will suffer, but with the European war scare over, it is anticipated that the money market will become easier and permit the carrying out of the proposed plans for these buildings. The demand at present is good. Iron pipe advanced and the net prices were given in last week's issue.

## Metal Markets Advancing.

The metal markets are recovering as a result of the more optimistic outlook in the European political world and, as the chances for war diminish, the price of metals advance. Both buyers and sellers are given confidence and buying is more liberal.

Spelter is unchanged. Antimony is the same, while aluminum is going strong at the old quotations.

Pig Iron.—The London market on pig iron is one shilling higher than last week, but the local market is unchanged at last week's list prices.

Galvanized sheets are firm and advancing.

Tin Up.—The London market quotes pig tin at £230, which is practically the same as quoted last week and New York has advanced 35c per cwt. A shortage in spot tin is anticipated before the end of the month, as deliveries are slow and the demand heavy. Tin is still quoted at \$54 on the local market.

Copper Up.—The London market has advanced £2 7s. 6d. during the week and is now quoting £69 10s. for ingot. The New York market is firm at \$15.45, which is an advance of 10c over last week's price. There is a good local demand for copper at \$17.75 and stocks are ample. It is reported that a local firm received an order for 250 tons from the Government arsenal for use in making cart-ridges.

Pig Lead.—The London market is up 16s. 3d., selling at £18 8s. 9d., while the local market is firm at \$5.00 under a good demand.

## TORONTO.

Toronto, May 8.—Toronto hardware jobbers are rushed with business. Very few price changes are taking place and quotations on the majority of lines are firm.

Stove manufacturers are shipping large numbers of summer stoves. Sum-

Solder and Babbitt Metals.—Solder is quoted from 28<sup>3</sup>/<sub>4</sub>c to 31c per lb., and is in good demand. Babbitt metals range from 6c to 60c lb., according to brand.

## Iron and Steel Unchanged.

No price changes are reported. There is still a scarcity of bars, sheets, hoops and plates.

Pig Iron.—The pig iron market is quiet at present and quotations are unchanged.

Lead Pipe, Traps, Etc.—Lead pipe is

## ROPE AND TWINE

*Toronto dealers are quoting the following prices on rope and twine, etc.:*

Pure Manilla, base price .....	17c lb.
British Manilla, base price .....	13c lb.
Sisal, base price .....	12c lb.
Lath yarn, single .....	11 <sup>1</sup> / <sub>4</sub> c lb.
Lath yarn, double .....	11 <sup>3</sup> / <sub>4</sub> c lb.
Binder Twine, 650 ft. ....	12 <sup>1</sup> / <sub>2</sub> c lb.
Binder Twine, 600 ft. ....	11c lb.
Binder Twine, 550 ft. ....	10c lb.
Binder Twine, 500 ft. ....	9 <sup>1</sup> / <sub>2</sub> c lb.
Twine allowance— <sup>1</sup> / <sub>8</sub> c per lb. on 5 tons or over; <sup>1</sup> / <sub>4</sub> c per lb. on 10 tons or over.	

mer goods of all kinds are moving rapidly.

The metal markets show an improvement over the previous week and a few advances in price have occurred. Collections are fair.

## Metal Markets Stronger.

Ingot metals show greater strength this week than during the previous week and the demand locally is more lively. Last week's report stated that the metal markets had been rather quiet, but that the general feeling appeared to be that this would be of short duration. This week's report appears to bear out that fact.

A great deal of attention is being given to collections at the present time, and dealers in some cases do not appear to want to extend credits.

## Tin and Lead Advance.

Tin has advanced <sup>3</sup>/<sub>4</sub>c per lb. and quotations are firm. Toronto quotations on tin are 54 to 54<sup>3</sup>/<sub>4</sub>. Lead has advanced 25c per hundred lbs., stocks in Toronto are light and quotations are firm. Toronto quotations range from \$4.95 to \$5.35 per hundred lbs.

## Good Demand for Copper.

There is a good demand for copper at the present time. Quotations still range from \$16.10 to \$16.25 and prices are firm.

Spelter.—No change is reported in the price of spelter and the market is in much the same condition as last week.

still quoted at 15 per cent. discount; traps and bends at 40 per cent.

## Nails, Wire, Etc.

Business in these lines is very brisk. Wire nails are quoted at \$2.40 base in small lots; cut nails \$2.80 in small lots; barb wire, \$2.55 in small lots. poultry netting is in good demand and is quoted at 50 per cent. discount for 2 in. mesh. Screen wire cloth is selling at \$1.55 in 100-ft. rolls and \$1.60 in 50-ft. rolls.

## Black and Galvanized Iron Pipe.

A good business is being done at the following prices for small lots; black iron pipe <sup>1</sup>/<sub>4</sub> in. at \$2.28; <sup>1</sup>/<sub>2</sub> in. at \$2.72; <sup>3</sup>/<sub>4</sub> in. at \$3.28; 1 in. at \$4.85; 1<sup>1</sup>/<sub>4</sub> at \$6.56; 1<sup>1</sup>/<sub>2</sub> in. at \$7.84; 2 in. at \$10.55. Galvanized iron pipe <sup>1</sup>/<sub>4</sub> in. at \$3.08; <sup>1</sup>/<sub>2</sub> at \$3.57; <sup>3</sup>/<sub>4</sub> at \$4.43; 1 in. at \$6.55; 1<sup>1</sup>/<sub>4</sub> in. at \$8.86; 1<sup>1</sup>/<sub>2</sub> at \$10.59; 2 in. at \$14.25.

## Ladders in Big Demand.

There is a heavy demand for step and extension ladders. The former are quoted from 12c per foot up, and the latter from 15c per foot up.

## Summer Goods.

Lawn mowers and grass catchers are moving rapidly. Mowers are quoted from \$2.63 and upwards; hose reels from \$8.00 and upwards; corrugated rubber hose is quoted at 13<sup>1</sup>/<sub>2</sub> c per foot for <sup>1</sup>/<sub>2</sub> in size; 17c per foot for <sup>3</sup>/<sub>4</sub> in. size, with an extra 5 per cent. in 500-ft. coils. A large number of hammocks are being shipped at the present time.



There is a good demand for screen doors. Quotations range from \$8.40 per dozen and upwards; No. 20 Japanned spring hinges are quoted at \$9.25 per gross. Screen door sets are quoted from \$14.95 per gross to \$21.85 per gross. Ice cream freezers are moving in good numbers. Refrigerators are also in good demand.

## Leather Belting.

Standard belting is quoted at 60 per cent.—10 per cent.; extra belting 60 per cent.; Agricultural up to 4 in.—75 per cent.; No. 1 not wider than 5 in.—75 per cent.; cut laces 95 c lb.; sides 85c lb.

## Hides Quiet and Unchanged.

The hide market is rather quiet at present. Toronto dealers are offering the following prices: Trimmed hides, green, 12 to 13c; trimmed, green and partly cured 12½ to 13½c; usual 2 lbs. tare; horsehides with mane and tail up to \$3.75; sheep skins up to \$1.50; 35c to 38c per lb. it is offered for horse-hair.

## Building Materials in Demand.

There is a heavy demand for building materials, mortar stain, building paper, cement, tile, etc. A large number of orders are being placed for asbestos paper. The ruling price is \$3.25 in small lots. Roofing is also selling in large quantities.

## Good Demand for Hinges.

There is a good demand for heavy strap and tie hinges, the following prices are quoted in small lots. Strap hinges 4in., \$1.20 dz. prs.; 5in., \$1.45 dz. prs.; 6in., \$1.55 dz. prs.; 8in., \$2.10 dz. prs.; 10in., \$3.75 dz. prs.; 12in., \$4.65 dz. prs.; Tee hinges, 4in., \$1.00 dz. prs.; 5in., \$1.15 dz. prs.; 6in., \$1.20 dz. prs.; 8in., \$1.60 dz. prs.; 10in., \$2.60 dz. prs.; 12in., \$4.30 dz. prs. Loose pin butts 3 x 3 and 3½ x 3½ quoted at 70 per cent. discount.

## Enamelware, Etc.

There is a good demand for enamelware. The following prices are quoted: White ware, 75 per cent. discount; blue 50—10 per cent.; gray at 60—10 per cent. Stamped and pieced ware are also in good demand, the former is quoted at 72½—15 per cent. for plain and 72½—5 per cent. for retinned. Pieced ware is quoted at 35 per cent., with exceptions. Japanned ware 45 per cent.

## Copper and Nickeled Wares.

These lines are in good demand. The discount quoted is 40 per cent., with an extra 10 per cent. in 3 dozen lots.

## Garbage Cans Scarce.

There is a scarcity of some sizes in galvanized garbage cans. The demand for garbage cans has been greatly increased of late on account of the enforcement of new by-laws in many places governing the collection and disposal of garbage.

Galvanized garbage cans are quoted at 40 per cent.; pails, tubs and oil waste cans are quoted at 45 per cent.

## Wringers, Washing Machines.

List prices on wringers and washing machines appear in current market quotations. The discount is still 20 per cent., and the demand is good.

## Good Demand For Oil Stoves.

A large number of orders are being received daily for coal oil and gasoline stoves. The line is moving rapidly and one or two dealers state that they fear they will be short on some styles before the season is very far advanced.

There is a heavy demand for gas ranges, and manufacturers are very busy. The high grade lines are very much in demand. Gas plates and ovens are also being ordered in large numbers. No price changes have been reported. Stove dealers are very optimistic regarding the future.

## WINNIPEG.

Winnipeg, May 5.—May business is opening up well, and it looks as though the volume of business done will reach to very satisfactory figures.

All lines of summer hardware are now moving freely, such lines as screening, poultry netting, barb wire and woven wire fencing being in good demand.

Building permits are now over the five million mark, and there is a good movement of builders' supplies.

As regards price revision which was hinted at in the last review, there is nothing to announce as yet, and it now looks as though present prices will be maintained for some time.

Collections are still disappointingly slow, but it is hoped that money will loosen up a little after seeding.

Industrial conditions are excellent. There is plenty of work for all classes of labor at remunerative wages. Railroad extension work is now being vigorously pushed.

## Paints and Oils.

Provincial Fair Wage Officer Reeve met representatives of the Master Painters and the Painters' Union on Saturday last and readjusted the painters' schedule for the current year on the basis of 42½ cents per hour. The agreement entered into shows an increase to 45 cents per hour for the season of 1914 and 47½ cents per hour for the season following.

The settlement of the strike, which has been hampering business for some weeks, will lead to a much brisker consumptive demand and more healthy trade conditions generally.

Prices are steady with lead, having at

last reached a firm basis after having been a plaything for a couple of weeks. Linseed oils and turpentine are firm. There is a little more activity in window glass, and this line should come into prominence as the building season progresses.

## Stoves and Furnaces.

Gasoline ranges are in demand just now, and other lines of summer cooking outfits, and, though large orders are rare and, in fact, not particularly desired, there is a quite satisfactory trade in camp outfits, such as oil cookers, camp heaters, enamel and aluminum ware.

Aluminum ware is decidedly growing in popularity. Other lines that are making notable headway are oil and gasoline stoves and different lines of electric cooking apparatus.

## The Metal Market.

In heavy hardware and metals a feature is an advance of about 5 per cent. on present values on iron pipe. The prices are not yet thoroughly revised, but will appear in the next issue of this paper.

Foundries and sheet metal workers seem to be reasonably active as compared with other lines of business, and a decided increase in activity in the building lines makes prospects somewhat more cheery.



## REGULATIONS FOR ELECTRO-PLATE MARKING.

(Continued from page 47.)

"It is believed that it is intended to afford buyers of electroplate a guarantee similar to that given by the hall-mark in the case of solid silver wares. In Canada, as in this country, the buyer of electroplate has at present no really trustworthy criterion whether he is getting value for his money. Inspection tells him nothing, for the surface appearance is the same, no matter what may be the depth of the deposit. The mark 'A1' is understood to denote electroplate of the highest quality, and on the goods of many British manufacturers it is a warranty almost as trustworthy as is the hall-mark on silver, but it denotes no universally-recognized standard, and nothing prevents a manufacturer from applying it to the veriest rubbish.

"For this reason reputable British manufacturers who sell electroplate in the Dominion will receive the news of the passing of the Act with feelings of satisfaction."

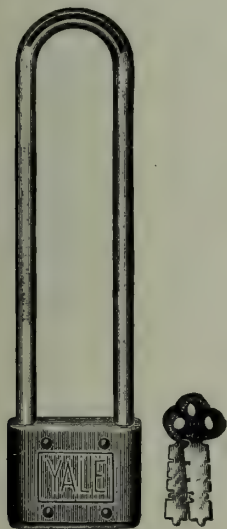
The Ironmonger goes on to express the hope that the legislation here will lead to the establishing of a standard for all parts of the British Empire.



# New Hardware Goods

## YALE MOTORCYCLE PADLOCK.

The accompanying illustration shows the new Yale motorcycle padlock No. 2565, which is being offered to the trade by the Canadian Yale and Towne, Ltd., St. Catharines, Ont. The object of this lock is to provide an absolutely secure method of locking a motorcycle, so that the machine may be left standing on the curb without fear of it being stolen or used by unauthorized persons. The lock is made to fit all makes of machines and can also be used on ordinary bicycles.

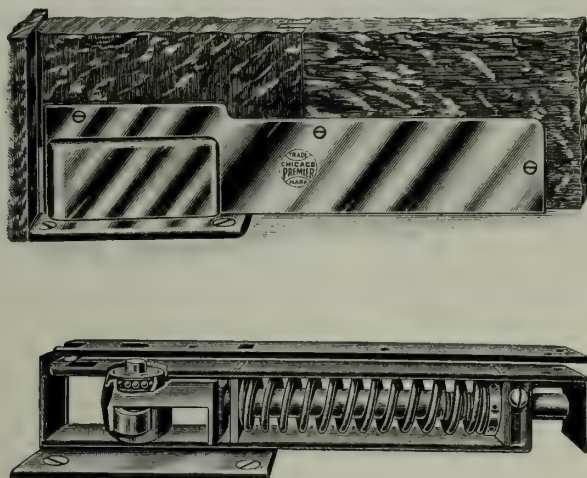


It is easy to apply. Its hard steel shackle encircles both tubes of the front fork together with two or more spokes, thus positively preventing the wheel from turning. The seamless steel case is specially treated to prevent rusting. The interior parts are of brass, the shackle of hard steel nickel-plated. The lock is convenient in size and may be carried in the tool bag or pocket. Two nickel-plated steel keys are supplied with each lock.

## THE FAIRGREAVE IMPROVED ROUND TOASTER.

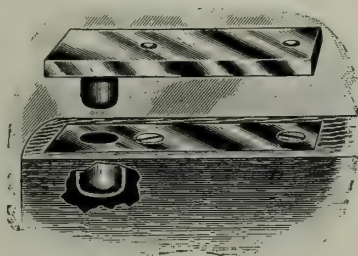
Fairgreave Metal and Stamping Co., 1100 Queen Street W., Toronto, are offering the trade their improved round

toaster. The improved toaster here illustrated is made of heavy gauge perforated tin, the rim and bottom being made in one piece. It can be used on gas, coal or oil stoves and toasts evenly. The toaster is fitted with a wood handle, on the end of which is a ring for hanging up the toaster when not in use. The heavy gauge tin that is used makes the toaster strong and durable. The perforated bottom allows all the heat but no flame to go through. The toaster measures 8½ in. in diameter.



## CHICAGO PREMIER SPRING HINGE.

Chicago Spring Butt Co., Chicago, Ill., are offering the trade their new Premier Spring Hinge. The new hinge here illustrated is claimed to be an easily attached hinge of high grade construction throughout, and will hold a door open when swung open to an angle of ninety

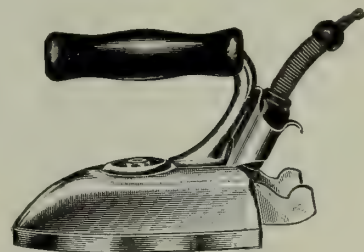


degrees. The hinge has a compression spring made of tempered steel flat wire, the tension being adjustable. The alignment feature is simple and positive and can be adjusted by turning a screw, eliminating the possibility of improper usage. The weight of the door is carried on ball bearings. The eccentric is equipped with hardened steel roller bearings and the piston is made of drop forged steel. For application of the hinge, an attaching plate serves as a templet for

attaching a rectangular piece from the lower corner of the door, which requires the use of a saw only. When the hinge is put in place the attaching plate engages with the pintel of the hinge, thereby increasing the bearing as well as eliminating the necessity for projecting arms to mortise in the edges of the door. The floor plate has an invisible reinforcement into which the pintel of the hinge engages, thus making a positive connection. The hinge can be supplied in several finishes and can be furnished with special floor plates, which are attached to the door casing when being used in tile or concrete floors.

## NEW ELECTRIC IRON.

The Pelouze Manufacturing Co., 232 242 E. Ohio Street, Chicago, Ill., are offering the trade their new "Progressive" electric iron. The new iron is made in such a manner that the handle is supported at the rear end only. It is claimed that on account of not having an obstruction at the front of the iron that it is more convenient for ironing the inside of sleeves, pockets, armholes, etc. No stand is required—simply tip the iron back on end. Each iron is furnished with a "quick break switch plug," which is worked by simply pulling the knob on the tension spring. The irons are finished in nickel plate, and



are supplied with French grey cord and attachment plug ready for use. The iron weighs 6½ lbs.

## Factory for Dunnville.

Dunnville, Ont.—Melvin Gayman & Co., of St. Catharines propose to establish a canning and preserving factory at Dunnville. Application has been made for a charter, and a joint stock company is being organized. An option has been secured on a three-acre site here.

Scott, Sask.—L. R. Beeble, hardware merchant, is reported discontinuing his business here.





# Methods of Retailing Paints and Varnishes

## Sure Method of Selling Paint Specialties

**Demonstration is the One Sure Way—Show the Public What Can Be Done—A Summary of Ideas and Methods Gathered From Many Sources.**

The spring campaign is on in earnest. There are some merchants who are making energetic efforts to make this a record year in their paint department. There are on the other hand some merchants who are satisfied to take business as it comes, and are not putting forth special efforts to increase their sales in this department. Would it not be a splendid thing for the merchant, the manufacturer and the community at large if each retailer would start a campaign to make this the biggest year in the history of his firm. There is no reason why it cannot be done.

There is one line in the paint department of every hardware store that is often neglected by the merchant and that is the line of paint specialties and sundries. It is a line in which every householder is interested and in which there is a large profit. It is a strange thing that many dealers take it for granted that the public know all about the lines of paint specialties and their uses. Unfortunately in many cases it is quite the reverse. There is hardly a home but what contains some article or piece of furniture that could be greatly improved by the use of some paint specialty.

One of the best ways to advertise these lines is to make good use of the store window. Don't neglect your windows and don't be afraid to be original. Don't be afraid to spend a little time and money on your store window (not forgetting paint). You will get it back.

I had occasion to call on a paint dealer some time ago and I found him in the back of the store painting an ornament with gold paint. "Do you know," said the dealer, "I had no idea that this gold paint presented such a bright appearance and made such a difference in the appearance of articles on which it is used." In answer to my query, he stated that he had been carrying this line in stock for over two years. I then asked him, if he did not know the points of excellence in his paint materials, how he expected the public to know. He took the hint and secured a picture frame, which had no doubt been bright at one time, but had been much neglected for some years. He painted one half of the frame with the gold

paint and left the other half in its former condition. He then displayed it in a prominent location in his paint department and occasionally put it in the show window. He has told me since that he makes a good number of sales of gold paint every week as a result of showing it in this manner.

There are many other lines that may be shown in the same manner for instance:—

### Screen Enamels.

There are thousands of screen doors and windows being put up by the householders at the present time. The wire on many of the doors and windows is spotted with rust, the frames are scratched and the paint is worn off. This condition of affairs affords the merchant an excellent opportunity to enjoy large sales on one of his specialty lines namely, screen enamel. An old window screen or door, if partly painted and placed in the window showing the results before and after the enamel is applied, will attract the attention of almost every householder. An attractive show card giving the cost of the material will also help to draw attention. Clerks can create a large number of sales in this line by drawing the attention of customers to the many advantages to be gained by using screen enamel and showing them the wonderfully improved appearance of the old article that has been painted.

### Stove Pipe Enamel.

You have no doubt often heard of hardware merchants who have painted one half of a stove pipe leaving the other half in its former rusty condition in order to show customers how they could improve the appearance of their stove pipes by using pipe enamel. If you have never tried this plan out, it is worth trying as it is a great producer of sales. Do not paint a pipe and place it out of sight, but place it in a prominent location and show it to each customer who enters the store. The writer knows of a hardware merchant who laughed at the idea when it was proposed to him. He said it was impossible to sell more than 3 dozen cans of pipe enamel in his town in a year whether it was demonstrated or not. On

the other hand his opposition took up the scheme and sold over 3 gross of enamel during the year.

### Flat Black For Gas Ranges, Etc.

There are many people at this season of the year who are looking for a flat black finish for their gas plates, ranges, ovens, etc. Nearly all the paint manufacturers make a black for this purpose, and you will instantly get the attention of the housewife if you display a partly refinished gas plate oven or any other article on which flat black is used.

### Porch Furniture Enamel.

One or two porch chairs, partly painted with a good porch furniture paint or enamel, and displayed in the show window along with an attractive show card, will create a great deal of interest, and, if the merchant and his salesmen are on the job and explain to customers that they can easily do the work at home at small cost, increased sales are bound to result. Others have tried out this plan, and have found it successful. Why not you?

### Buggy and Wagon Paint.

A buggy wheel with part of the rim and spokes refinished with a good buggy paint will attract the attention of livery men and all others who possess buggies. The wheel can be arranged so that it runs on a temporary axle, and, if desired, can be run slowly by using a motor. The balance of the window can be attractively trimmed with color cards, display cards and racks, etc.

### Produced Sales in Buggy Top Dressing.

An Ontario hardware merchant last spring had a heavy stock of buggy top dressing which had not been moving rapidly. He decided that he would make an effort to move out some of the stock on a Saturday, which was market day, and on which day there were always a large number of farmers in the town. He proceeded to procure an old buggy top, and he found one with a cover that looked almost hopeless as far as appearance was concerned. He painted one half of the buggy top with the buggy top dressing and left the other half in its former condition. He then placed the buggy top in the store window along with a display of cards, enamel brushes, etc. He also had a neat show card telling the public that this much work had been done with a 25c can of buggy top dressing. He and his clerks drew the attention of all the farmers entering the store to the buggy

(Continued on page 60.)

# Winnipeg Ready Roofing

Waterproof - - Weatherproof

Winnipeg Roofing is made of the highest grade of long fibred felt, thoroughly saturated and impregnated with asphalt, then coated and finished on both sides with non-oxidizing weather-proof coating. This combination produces a roofing the equal of which in withstanding weather conditions has never been produced.

## Strong, Durable and Easy to Lay

Made in three thicknesses:—

1 ply, average weight 40 lbs. per square.

2 ply, average weight 50 lbs. per square.

3 ply, average weight, 60 lbs. per square.

Put up in either one or two square rolls as desired, with sufficient extra material to allow for a two-inch lap in laying. Cement, Large Head Nails and Tin Caps, packed inside each roll. Send for samples and increase your business.



*Everett*

**The Winnipeg Paint and Glass Company, Ltd.**  
"Everything for a Building"

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

WINNIPEG

Calgary Paint and Glass Co., Ltd.  
CALGARY

## TO THE TRADE:

# Bargains in Binder Twine

About	6 tons of 500 ft. Sisal,	-	-	9c. per pound
"	60 " " 600 ft. Pure Manilla,	10c.	"	"
"	13 " " 650 ft. " " "	11½c.	"	"

DELIVERED IN ONTARIO IN TON LOTS OR OVER.

**WRITE FOR SAMPLES.**

**W. B. DALTON & SONS, Limited**  
**KINGSTON, ONTARIO**



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, May 7.—The paint market is very active at present under the annual spring rush. The demand is fairly well divided over the different lines. The continued fine weather is ideal for painting, and it is being taken advantage of in all parts of the country. Retailers are featuring paint very strongly these days, and with the hearty co-operation of the dealers with the manufacturers 1913 can be made the banner year in the paint trade.

### White Lead.

The English pig lead market is advancing, and during the week the net gain amounted to 16s 3d per cwt. With the clearing of the European political situation it is likely that lead will advance quite sharply. This will react on the white lead market, which is firm at to-day's quotations of \$8.25. The demand for white lead is improving.

### Glass.

The demand for glass is heavier than last week, and prices are very firm.

Dealers are anxiously waiting for their import shipments. There are three boats—Lake Michigan, Mount Rose and Benguela—now on high seas with glass on board for Montreal, but the amount of glass aboard is unknown at present. If the amount is small it is likely that there will be scant supplies on the local market for a month or so, and it is to be hoped that the glass cargo is a large one.

Putty is unchanged under a good demand.

### Linseed Oil.

There is no change in the linseed oil situation, and prices are firm at 60c for raw and 63c for boiled. The demand is quite heavy, and prices are inclined to stiffen, as the local market is lower than the cost of import oils.

### Turpentine.

There is a wide difference again in the quotation of turpentine, as the prices range from 59c to 63c with the honors even up. The price of 60c seems to be favored more than the others. The demand for turpentine is rather heavy at this writing.

Whiting is still scarce, as the boats have not yet arrived, but they are expected in a day or so. Paris green and bug poisons are moving freely.

Ready Mixed Paints are in excellent demand, as is usual at this time of the year, and it is stated that the volume of business accomplished so far this year compares very favorably with last year's business and shows an increase

for the same period. Varnishes and special lines are in heavy demand.

**Benzine, Etc.**—There is no change in the prices of oils this week, and the demand is quite heavy.

## TORONTO.

Toronto, May 7.—Toronto paint manufacturers and jobbers are exceptionally busy. Almost without exception those engaged in the paint business state that they are rushed with orders. One branch office located here states that the month of April broke all records of corresponding months in previous years.

There is a heavy demand for white lead. A number of retailers had lead booked for May 15 delivery. In many cases they have requested that immediate shipment be made. White lead quotations remain the same as last week, but are firm. Linseed oil is unchanged.

There has been a scarcity of turpentine in Toronto during the past few days, but a number of shipments are now on the way, and it is expected the demand will be supplied by the end of the week.

### No Change in Linseed Oil.

No change has occurred in the price of linseed oil since the advance quoted in last issue. The making of future prices appears to rest largely in the hands of the crushers. Canadian prices are still considerably lower than the prices at which foreign oil could be imported. Raw linseed oil is quoted at 60c per gallon in single barrels, with the usual reductions for quantities. Boiled linseed oil is quoted at 63c per gallon in single barrel lots.

Turpentine is quoted at 60c per Imperial gallon in single barrel lots; 2 to 4 barrels, 59c per Imperial gallon; 5-gallon lots, 67c per Imperial gallon. Turpentine was a little easier a few days ago, but later reports state that quotations are a little firmer, and that large shipments are being made from the South.

### White Lead Unchanged.

White lead is still quoted at \$8.20 in ton lots, with an advance of 20c per 100 lbs. in less quantities. Quotations at present are firm.

### Paris Green Unchanged.

Quotations are steady with the ruling price 19¼c in barrel lots; 22¾c in 1-lb. packages; prices on other size packages may be seen in current market quotations. Merchants should not forget to see that all packages are properly labelled, particularly those that are put up by the merchants. An article giving

details regarding the law on this subject appears elsewhere in this issue.

### Arsenate of Lead.

The following prices are quoted for arsenate of lead: 1 lb. pkgs., \$17.50 hd. lbs.; 2 lbs., \$15 hd. lbs.; 5 lb. pkgs., \$12 hd. lbs.; 25 lbs., \$11 hd. lbs.; 50 lb. kegs, \$9.75 hd. lbs.; 200 lb. kegs, \$9.60 hd. lbs.; 300 lbs., \$9.50 hd. lbs.; 600 lbs., \$9 hd. lbs., f.o.b. Toronto, Montreal, St. John, Halifax, Hamilton.

There is a good demand for all kinds of varnish. Shellac is also in good demand at the following prices: Pure orange, \$1.80 in 1 gals.; No. 1 orange, \$1.75 in 1 gals.; pure white shellac, \$1.97 in 1 gals.; No. 1 white, \$1.88 in 1 gals.

### Advance in Gasoline.

Gasoline has advanced ½c per gallon, making the price in single barrels 26c per gallon. Benzine is still offered at 24½c; United States water white, 15½c; United States Pratts Astral, 17½c; Canadian prime white petroleum, 15c. There is a heavy demand for gasoline and coal oil, the latter being used in large quantities for coal oil stoves, which are being brought into use by the advent of warm weather.



## SURE METHOD OF SELLING PAINT SPECIALTIES.

(Continued from page 58.)

top, and between the sales made in this manner and those made directly from the window display, it made a larger hole in the stock of buggy top dressing. The merchant was delighted with the sales that were made that day, and he has been following out the same plan on many other lines since that time.

There are many pieces of furniture around the home that can be greatly improved by the application of a coat of varnish stain. A table, chair or other piece of furniture refinished and placed on exhibition will produce many sales. Last season a hardware merchant exhibited a second-hand refrigerator in his store window. One half of the exterior was finished with dark oak varnish stain, and one half of the interior of the food compartment was finished with white enamel. He stated that he was surprised at the number of sales he had made through this display.

## FOR SALE

HARDWARE AND FURNITURE FOR SALE—single or together. Business last year \$50,000. On main line of C.P.R., Southern Saskatchewan. Stock about \$8,000, buildings \$7,000, or would rent. Box 801, Hardware & Metal, Toronto. (22)

**C**ONCENTRATION upon the right point helps you realize on the *wide* possibilities for profit to which Brandram-Henderson "English" Paint entitles you.

So make the following phrase a pivot upon which to swing many sales:

Especially to our agents—

"PAINTING? GET ENDURANCE TRUTHS FIRST."

It goes right to the *heart* of your customers' interest. For *endurance* is the factor which marks the real standard of *value* in paint.

And your customers will find that endurance truths are plain and *easily* understood. You have to do *little* explaining. It is quite *evident* that a paint which is guaranteed to contain 70% pure white lead and 30% pure white zinc must *endure*.

To *attract* customers, feature the phrase "PAINTING? GET ENDURANCE TRUTHS FIRST." Our advertising helps will *assist* you in that.

To *Convince* those whom you have attracted, simply point to the published formula. What other paint is guaranteed to contain 70% pure white lead, 30% pure white zinc?

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 11.00 11.00

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 1; Imperial tough, White

Brass, Metallic, Special, Harris

heavy pressure, Hercules, White

bronze, Star frictionless, Allum-

oid, Mogul, No. 3, No. 4, from 6c to

60c lb.

Tallman Brass & Metal Co.—Arcotic

Metal—XXX Genuine, 55c; Superior,

50c; A Special, 38c; Hoo, Hoo, 23c;

"A," 23c; "B," 20c; "C," 18c; "D,"

15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c;

Defender, 20c; Mystic, 16c; Kosmic,

15c.

Spooner's Copperine, Tough, Hard, Fin-

est, No. 1 and 2.

Nicoluminum Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

## BOILER PLATES AND TUBES

Montreal, Toronto

Plates, 1/4 to 1/2 inch, per 40 2.50

100 lbs. 2.50

Heads, per 100 lbs. 2.65 2.75

Tank plates, 3-16 inch 2.70 2.80

Boiler tubes, 100 ft. 1 1/2 in. 40 9.75

" " 2 " 9.60 8.70

" " 2 1/2 " 12.25 11.00

" " 3 " 13.30 12.70

" " 3 1/2 " 15.55 15.20

" " 4 " 19.80 19.00

## BRASS.

Spring sheets, up to 20 gauge, 0.27

Rods, base 1/4 to 1 inch, round, 0.23

Tubing, seamless base, per lb., 0.26

Tubing, iron pipe size, 1 inch

base 0.26

Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 65 per cent.

Standard compression work, 60 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10

p.c., and 1 and 2 basin cocks, 55, 5 p.c.

Flatway stop and stop and waste cocks,

60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves,

50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 65 p.c.; Stand-

ard, 60; patent pick-opening valves, 70

and 60 p.c.

Jenkins' Valves—Quotations on applica-

tion to Jenkins' Bros., Montreal.

## COPPER.

Montreal, Toronto

Per 100 lb.

Casting ingot 17.75 18.25

Cut lengths, round bars, 1/2 to 2

in. 37.80

Plain sheets, 14 x 48

inches, 14 x 60 inches 29.00

Copper sheet, tinned, 14 x 60,

14 oz. 30.00

Copper sheet, planished, 14 x 60,

base 37.00

Brasier, in sheets, 6 x 4 29.00

COPPER AND BRASS WIRE.

Brass, 45 & 54 p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots, Montreal, Toronto

Canadian foundry, No. 1, 21.00 21.00

Canadian foundry, No. 2, 20.50 19.50

Summerlee, No. 2 pig iron 22.50 24.50

Carron, soft 23.75

Cleveland, No. 1 22.00 25.00

Clarence, No. 3 21.50 24.50

Jarrow 25.00

Glenasmock 26.00

Radnor, charcoal iron 31.00 34.50

Ayrshire, No. 3 25.00

Ferro Nickel pig iron (800) 25.00

Steel billets, Bessemer or

open hearth, F.O.B. Pitts-

burg 27.50

Angles 2.50 2.50

Common bar, per 100 lbs. 2.15

2.15 2.35

Forged iron, per 100 lbs. 2.35

Refined iron, per 100 lbs. 2.40

Horseshoe iron, per 100 lb. 2.40

Mild steel 2.25 2.20

Sleigh shoe steel 2.25 2.25

(domestic) 2.30 2.25

Iron finish steel (foreign) 2.50 2.50

Reeled machinery steel 2.75 3.00

Tire steel 2.35

Sheet cast steel 0.15 0.15

Toe calk steel 3.10 3.15

Mining cast steel 0.07 0.08

High speed 0.65 0.65

Capital tool steel 0.50

Cammell Laird 0.15

Black Diamond tool steel 0.06

Corona tool steel 0.06 0.06

Silver tool steel 0.12 0.12

Cold Rolled Shafting.

3/16 to 1 1/16 inch 0.06

1 to 1 7/16 inch 0.05 0.05

1 7/16 to 3 inch 0.06

Montreal, 3c and 7c 30.

## BLACK SHEETS.

	Montreal.	Toronto
10 gauge	2.70	2.70
12 gauge	2.75	2.75
14 gauge	2.80	2.80
16 gauge	2.85	2.85
18 gauge	2.90	2.90
20 gauge	2.95	2.95
22 gauge	3.00	3.00
24 gauge	3.05	3.05
26 gauge	3.10	3.10
28 gauge	3.15	3.15

## CANADA PLATES.

	Montreal.	Toronto
Ordinary, 52 sheets	3.10	3.00
All bright, 52 sheets	3.70	4.15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4.45	4.45
60	4.40	4.70
20x28x50	8.90	9.50
20x28x50	9.40	10.00

## GALVANIZED SHEETS (CORRU-

GATED)

	Montreal.	Toronto
22 gauge, per square	6.75	
24 gauge, per square	6.50	
26 gauge, per square	6.25	
28 gauge, per square	6.00	
Less 10 p.c.		

## GALVANIZED SHEETS.

	Montreal.	Toronto
B.W. Queen's	Fleur.	Gorbals
gauge.	Head.	de-Lis.
16-20	3.85	3.85
22-24	4.00	3.75
26	4.25	4.00
28	4.50	4.25
Colborne Crown—18-20 gauge, \$3.90; 22-24		
gauge, \$3.95; 26 gauge, \$4.20; 28 gauge,		
\$4.45.		
Apollo brand—		
24 gauge, American	3.75	3.70
26 gauge, American	3.85	3.90
28 gauge (28 English)	4.30	4.20
10% oz., equal to 28		
English	4.50	4.40

## IRON PIPE.

	Black.	Galv.
1/4	2.28	3.08
1/2	2.72	3.57
3/4	3.28	4.43
1	4.55	6.55
1 1/4	4.56	8.86
1 1/2	7.84	10.59
2	10.55	14.25

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$5.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall radiators—37 and 15 p.c.

## OLD MATERIAL.

Dealers' buying prices:

	Montreal.	Toronto
Heavy copper and wire,	0.11 1/2	0.11 1/4
lb.		
Light copper & bottoms	0.10 1/2	0.09 1/2
Heavy red brass	0.10 1/2	0.10 1/2
Heavy yellow brass	0.08 1/2	0.08 1/2
Light brass	0.06 1/2	0.06 1/2
Tea lead	0.02 1/2	0.02 1/2
Heavy lead	0.03	0.02 1/2
Scrap zinc	0.03 1/2	0.04
No. 1 wrought iron	10.00	10.00
Machinery cast scrap,		
No. 1	14.00	14.50
Stove plate	12.50	13.00
Malleable	10.00	9.00
Miscellaneous steel	6.00	6.00
Old rubbers	0.08 1/2	0.08 1/2

## LEAD.

Domestic (Trail), pig, 110 lbs. 5.00 5.00

Imported pig, per 100 lbs. 5.00 5.00

Bar pig, per 100 lbs. 5.25 5.50

Sheets, 2 1/2 lb. sq. ft. 7.50 7.50

Sheets, 3 lb. sq. ft. 6.75 6.75

Sheets, 3 1/2 lb. sq. ft. 6.25 6.25

Sheets, 4 to 6 lb. sq. ft. 6.50 6.50

Cut sheets 1/2 lb. per lb. extra.

Cut sheets to size, 1/2 lb. per lb. extra.

## LEAD PIPE.

Lead pipe, 7/8 in. 15 per cent. off.

Lead waste pipe, 2 in. 15 per cent. off.

Traps and bends, 40 per cent.

## SOLDER.

Bar, half-and-half, guaranteed 30% 0.25%

Wiping 0.25% 0.25%

## SHEET ZINC.

5-cwt. casks 8.25 8.00

Part casks 8.50 8.50

## SPELTZ.

Foreign, per 100 lb. 7.00 7.20

## TIN AND TINPLATES.

Lamb and Flag and Straits

56 & 28-lb. ingots, 100 lbs. \$54.00 \$54.50

Reddipped Charcoal Plates—Tinned

## M L S, Famous (equal Bradley)

	Per box
1 C, 14x20 base	\$7.00
1 X, 14x20 base	\$6.25
1 X, 14x20 base	\$9.50
Raven and Murex Grades—	
1 C, 14x20 base	\$6.00
1 X, 14x20 base	\$6.00
1 X, 14x20 base	\$7.00
1 X, 14x20 base	\$8.00
"Dominion Crown Best"—Double.	
COATED, TISSUED.	
1 C, 14x20 base	\$7.00
1 X, 14x20 base	\$6.25
1 X, 14x20 base	\$9.50
"Allaway's Best" Standard Quality.	
1 C, 14x20 base	\$6.55
1 X, 14x20 base	\$6.55
1 X, 14x20 base	\$6.55

## BRIGHT COKES.

	Per box
Bessemer Steel—	
1 C, 14x20 base	\$4.50
20x28, double box	\$9.00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

1 C, 20x28, 112 sheets. \$8.25

1 X, Terne Tin \$9.75

## CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet box. \$7.50

XX, 14x60, 50 sheet box. \$7.50

XX, 14x65, 50 sheet box. \$7.50

## TINNED SHEETS.

72x30 up to 24 gauge, case 8.50

lots

72x30 up to 26 gauge, case 8.95

lots

Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and

13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No.

15, \$4.50; in lengths 6 inches to 11

inches, discount 30 per cent.; other

lengths 20c per 100 lbs. extra; if eye or

loop on end adds 25c per 100 lbs. to the

above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90;

No. 18, \$5; No. 19, \$2.70; 6 wire solid

line, No. 17, \$4.45; No. 18, \$3.10; No. 19,

\$2.80. All prices per 1,000 ft. measure;

6 strand, No. 18, \$2.60; No. 19, \$2.90.

F. O. B. Hamilton, Toronto, Montreal,

London.

## COILED SPRING WIRE.

High Carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18,



**REVIVES &  
RENEWS OLD  
FURNITURE  
&  
WOODWORK**



**Lacqueret**  
THE  
HOUSEHOLD  
— LACQUER —

It is elastic, hard drying, lustrous and easily applied.  
A product that brings business to the dealer's store wherever featured. Write for further details.

**INTERNATIONAL VARNISH CO. LIMITED**  
TORONTO WINNIPEG

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Chicago

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Berlin

Brussels

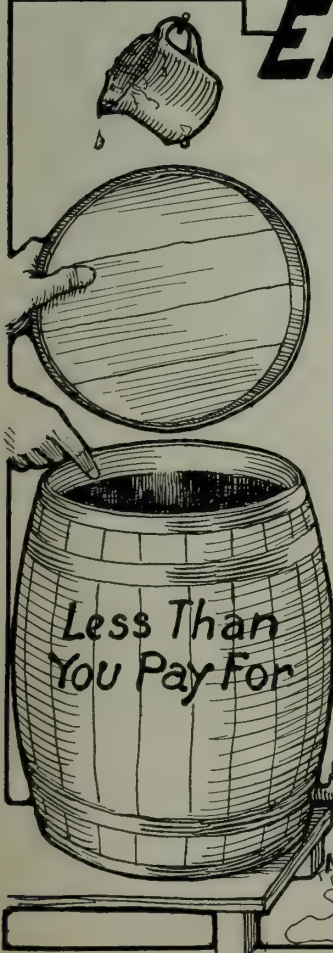
Melbourne

Largest in the world and first to establish definite standards of quality.

T-9

# Eliminate The Use Of The Oil Barrel

*It Absorbs Oil And Is The Cause Of Other Waste*



This cut of a barrel is to illustrate how many dealers are losing money. If oil is left standing in wooden barrels a big percentage of it will become absorbed—all oil absorbed is a total loss. Wooden barrels are not air-tight and air plays havoc with oil. In fact, wooden barrels are only shipping containers—not storage containers.

With the old style of measuring can there is generally a loss at every measurement as a certain amount of oil clings to the measure. Measuring cans are a nuisance—they have to be cleaned after nearly every sale.

## WHY NOT USE A BOWSER SAFE OIL STORAGE SYSTEM?

With it there is no chance of waste. It places the exact quantity required directly into your customer's can. It has no wooden parts to absorb your oil.

It does away with the measuring can. You will not have oil-soaked floors. It is built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. With this system your fire risks are minimized—your insurance premiums will be reduced. Write for illustrated book.

**S. F. BOWSER & CO., Inc.**

63-65 Fraser Ave., - - - TORONTO, ONT, Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

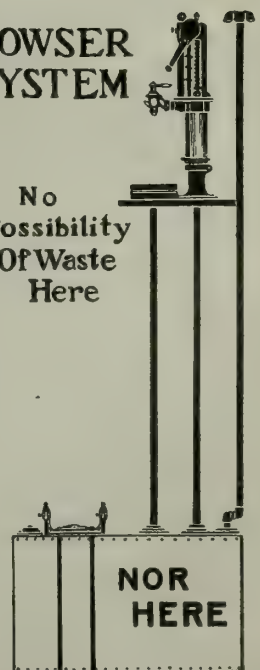
Sales offices in all centres and representatives everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power-driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

**BOWSER SYSTEM**

No  
Possibility  
Of Waste  
Here





# HARDWARE AND METAL

Crystal Damar	1.80
No. 1	1.35
Pure asphaltum	1.25
Oleothol	1.50
Lightning dryer	0.85
Elastilite varnish	2.25
Copalline varnish	2.25
Graulite floor finish	3.25
Jameson's floor enamel	1.75
Sherwin-Williams kopal varnish	2.50
Canada Paint Co.'s sun varnish	2.25
"Kyanite" interior finish	3.40
"Flint-Lac" coach	1.80
R.H. Ltd. "Gold Medal" cases	1.50
Depend on Lt. H. Oil Finish	1.50
Everlastic Floor	2.65
Flatting floor finish	3.00
Elastica exterior finish	4.25
Steeple varnish, 1/4 pts., gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.65
No. 1 orange shellac varnish, bbls	1.40

## WINDOW GLASS.

Size United	Double
Inches.	Star Diamond
Under 24	4.25
24 to 48	4.25
48 to 60	4.25
60 to 72	4.25
72 to 84	4.25
84 to 96	4.25
96 to 108	4.25
108 to 120	4.25
120 to 132	4.25
132 to 144	4.25
144 to 156	4.25
156 to 168	4.25
168 to 180	4.25
180 to 192	4.25
192 to 204	4.25
204 to 216	4.25
216 to 228	4.25
228 to 240	4.25
240 to 252	4.25
252 to 264	4.25
264 to 276	4.25
276 to 288	4.25
288 to 300	4.25
300 to 312	4.25
312 to 324	4.25
324 to 336	4.25
336 to 348	4.25
348 to 360	4.25
360 to 372	4.25
372 to 384	4.25
384 to 396	4.25
396 to 408	4.25
408 to 420	4.25
420 to 432	4.25
432 to 444	4.25
444 to 456	4.25
456 to 468	4.25
468 to 480	4.25
480 to 492	4.25
492 to 504	4.25
504 to 516	4.25
516 to 528	4.25
528 to 540	4.25
540 to 552	4.25
552 to 564	4.25
564 to 576	4.25
576 to 588	4.25
588 to 600	4.25
600 to 612	4.25
612 to 624	4.25
624 to 636	4.25
636 to 648	4.25
648 to 660	4.25
660 to 672	4.25
672 to 684	4.25
684 to 696	4.25
696 to 708	4.25
708 to 720	4.25
720 to 732	4.25
732 to 744	4.25
744 to 756	4.25
756 to 768	4.25
768 to 780	4.25
780 to 792	4.25
792 to 804	4.25
804 to 816	4.25
816 to 828	4.25
828 to 840	4.25
840 to 852	4.25
852 to 864	4.25
864 to 876	4.25
876 to 888	4.25
888 to 900	4.25
900 to 912	4.25
912 to 924	4.25
924 to 936	4.25
936 to 948	4.25
948 to 960	4.25
960 to 972	4.25
972 to 984	4.25
984 to 996	4.25
996 to 1008	4.25
1008 to 1020	4.25
1020 to 1032	4.25
1032 to 1044	4.25
1044 to 1056	4.25
1056 to 1068	4.25
1068 to 1080	4.25
1080 to 1092	4.25
1092 to 1104	4.25
1104 to 1116	4.25
1116 to 1128	4.25
1128 to 1140	4.25
1140 to 1152	4.25
1152 to 1164	4.25
1164 to 1176	4.25
1176 to 1188	4.25
1188 to 1200	4.25
1200 to 1212	4.25
1212 to 1224	4.25
1224 to 1236	4.25
1236 to 1248	4.25
1248 to 1260	4.25
1260 to 1272	4.25
1272 to 1284	4.25
1284 to 1296	4.25
1296 to 1308	4.25
1308 to 1320	4.25
1320 to 1332	4.25
1332 to 1344	4.25
1344 to 1356	4.25
1356 to 1368	4.25
1368 to 1380	4.25
1380 to 1392	4.25
1392 to 1404	4.25
1404 to 1416	4.25
1416 to 1428	4.25
1428 to 1440	4.25
1440 to 1452	4.25
1452 to 1464	4.25
1464 to 1476	4.25
1476 to 1488	4.25
1488 to 1500	4.25
1500 to 1512	4.25
1512 to 1524	4.25
1524 to 1536	4.25
1536 to 1548	4.25
1548 to 1560	4.25
1560 to 1572	4.25
1572 to 1584	4.25
1584 to 1596	4.25
1596 to 1608	4.25
1608 to 1620	4.25
1620 to 1632	4.25
1632 to 1644	4.25
1644 to 1656	4.25
1656 to 1668	4.25
1668 to 1680	4.25
1680 to 1692	4.25
1692 to 1704	4.25
1704 to 1716	4.25
1716 to 1728	4.25
1728 to 1740	4.25
1740 to 1752	4.25
1752 to 1764	4.25
1764 to 1776	4.25
1776 to 1788	4.25
1788 to 1800	4.25
1800 to 1812	4.25
1812 to 1824	4.25
1824 to 1836	4.25
1836 to 1848	4.25
1848 to 1860	4.25
1860 to 1872	4.25
1872 to 1884	4.25
1884 to 1896	4.25
1896 to 1908	4.25
1908 to 1920	4.25
1920 to 1932	4.25
1932 to 1944	4.25
1944 to 1956	4.25
1956 to 1968	4.25
1968 to 1980	4.25
1980 to 1992	4.25
1992 to 2004	4.25
2004 to 2016	4.25
2016 to 2028	4.25
2028 to 2040	4.25
2040 to 2052	4.25
2052 to 2064	4.25
2064 to 2076	4.25
2076 to 2088	4.25
2088 to 2100	4.25
2100 to 2112	4.25
2112 to 2124	4.25
2124 to 2136	4.25
2136 to 2148	4.25
2148 to 2160	4.25
2160 to 2172	4.25
2172 to 2184	4.25
2184 to 2196	4.25
2196 to 2208	4.25
2208 to 2220	4.25
2220 to 2232	4.25
2232 to 2244	4.25
2244 to 2256	4.25
2256 to 2268	4.25
2268 to 2280	4.25
2280 to 2292	4.25
2292 to 2304	4.25
2304 to 2316	4.25
2316 to 2328	4.25
2328 to 2340	4.25
2340 to 2352	4.25
2352 to 2364	4.25
2364 to 2376	4.25
2376 to 2388	4.25
2388 to 2400	4.25
2400 to 2412	4.25
2412 to 2424	4.25
2424 to 2436	4.25
2436 to 2448	4.25
2448 to 2460	4.25
2460 to 2472	4.25
2472 to 2484	4.25
2484 to 2496	4.25
2496 to 2508	4.25
2508 to 2520	4.25
2520 to 2532	4.25
2532 to 2544	4.25
2544 to 2556	4.25
2556 to 2568	4.25
2568 to 2580	4.25
2580 to 2592	4.25
2592 to 2604	4.25
2604 to 2616	4.25
2616 to 2628	4.25
2628 to 2640	4.25
2640 to 2652	4.25
2652 to 2664	4.25
2664 to 2676	4.25
2676 to 2688	4.25
2688 to 2700	4.25
2700 to 2712	4.25
2712 to 2724	4.25
2724 to 2736	4.25
2736 to 2748	4.25
2748 to 2760	4.25
2760 to 2772	4.25
2772 to 2784	4.25
2784 to 2796	4.25
2796 to 2808	4.25
2808 to 2820	4.25
2820 to 2832	4.25
2832 to 2844	4.25
2844 to 2856	4.25
2856 to 2868	4.25
2868 to 2880	4.25
2880 to 2892	4.25
2892 to 2904	4.25
2904 to 2916	4.25
2916 to 2928	4.25
2928 to 2940	4.25
2940 to 2952	4.25
2952 to 2964	4.25
2964 to 2976	4.25
2976 to 2988	4.25
2988 to 3000	4.25

Toronto, 15 p.c.		
Montreal prices, no discount.		
Size United	Double	
inches.	Star.	Diamond.
Under 26 .....	3 40	5 00
26 to 40 .....	3 60	5 45
41 to 50 .....	4 00	6 25
51 to 60 .....	4 25	6 75
61 to 70 .....	4 50	7 25
71 to 80 .....	.....	7 75
81 to 85 .....	.....	8 50
86 to 90 .....	.....	10 00
91 to 95 .....	.....	11 00





F. J. COX, Winnipeg—Agent

## Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

## Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.

We also manufacture a full line of wrapping papers.

RED

**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

If You Want to Give Your Customers Complete Satisfaction

Sell Them **“HEINISCH” SHEARS**



We also manufacture a full line of Trimmers, Tailors' Shears, Tanners' Snips, etc., which are strictly in a class by themselves.

Get them from your jobber.

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

**R. Heinisch's Sons Company**

Newark, N.J., U.S.A.

When Wood Workers

Ask for Screws

Be able to supply them with

**ROBERTSON'S SOCKET HEAD WOOD SCREWS**



PAT. FEB. 2, 1909

SEE  
THAT  
SQUARE  
HOLE

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**

TORONTO WAREHOUSE.  
The Toronto Metal Products Co., 102 Front St. E.

Agents for Alberta  
Tees & Perse of Alberta Ltd., Calgary, Alta.



# HARDWARE AND METAL

## LUMBERMEN'S SUPPLIES.

Ant hooks, dozen, from	12 00
Axes, dozen, from	4 80
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 65
Ball and heel calks	4 00

## MALLETS.

Tinsmiths' 2 1/2 x 5 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 85
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

## MATS.

Wire door mats, standard, 16x24, doz.	9 00
---------------------------------------	------

## METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50

## MINERS SUPPLIES.

Mattocks, 5 lb., 18 inch, 30 dozen.	
Picks, 6 to 7 lb., \$4.85 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 15c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	

## MOPS AND IRONING BOARDS.

Mops, per doz.	1 20
Folding ironing boards	16 25

## NAILS.

Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.80.	

Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 3/4 diameter, per 100 lbs.	\$3.00 base

## OAKUM.

Plumbers'...per 100 lbs.	3 25
--------------------------	------

## OILERS.

Kemp's Tornado and McCarty's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

## PLATED GOODS.

Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Single" and "Alask."	
Nevada silver flatware, 42 per cent.	

## PIECED TIN WARE.

Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	

## CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

## PLANES.

Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Planes and Nippers.	
Button's genuine, 37 1/2 per cent.	

## PLOUGH LINES.

Russia snap...per gross	30 00
Indian snap	25 00

## RAZORS.

Boker's, per doz.	7 50
Boker's King Cutter	13 20
Henckels'	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edgewell	

## ROPE AND TWINE.

Sisal rope	16 00
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger.	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	

Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/4
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 00
Cotton clothes line, 18 per cent.	0 27
Bag, Russian twine, per lb.	0 07
Wrapping, cotton, 3-ply twine.	0 26
" " 4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 35

## REFRIGERATORS.

Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	

## RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c lb.	
Tinned Rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	

## RIVET SETS.

Canadian, 35 to 37 1/2 per cent.	
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## RULES.

Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50

## SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 80
Mrs. Potts, handle, japanned, per gross	8 40
Common, plain	4 25
" " plated	5 50
Asbestos, per set	1 00

## SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.	
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## SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63

## SASH CORD.

No. 3, per lb.	0 30
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## SAWS.

Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spur & Jackson, 40 per cent.	

## SAW SETS.

Canadian discount, 40 per cent.	
Screen Doors and Windows, Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 40
Beaver window screens, 14x13, open 2 1/2 inches	1 00
Perfection window screens, 14x15, open 2 1/2 inches	1 80
Model window screens, 14x22, open 3 1/2 inches	2 25

## SCALES.

Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	

## SCYTHE SNATHS.

Canadian, 40 per cent.	
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## SCREWS.

Wood F.H., bright and steel...85 10	
" " R.H., bright	80 10
" " F.H., brass	75 10
" " R.H., brass	70 10
" " F.H., bronze	70 10
" " R.H., bronze	65 10
Drive screw	65 10
Set, case hardened	50 and 05
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

## SCREWS (MACHINE).

Flat head, iron and brass, 30 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	

## SCREW DRIVERS.

Sargent's, per dozen	0 55
North Bros., No. 30, per doz.	16 80

## SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	

## SHELF BRACKETS.

No. 140, 65 and 10 per cent.	
------------------------------	--

## SKATES AND HOCKEY STICKS.

Star skates, 35 per cent.	
Boker, hockey, 30c upwards; springs.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net. \$1.50.	

## SHOVELS AND SPADES.

1st 2nd 4th	
grade grade grade	
p.c. p.c. p.c.	
55 and 2 1/2 45	

Shovels	60 65
Draining tools	60 65
Scoops	50 and 5
Hollow backs and sand shovels	45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 60c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.	

## SQUARES.

Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	\$2 85

## SNAPS.

Harness, 25 per cent.	
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## SOLDERING IRONS.

Base, per lb., 28 cents.	
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## STAMPED WARE.

Plain, 72 1/2 and 15.	
Retinned, 72 1/2 and 5.	
Tinners' trimmings, 72 1/2 and 5.	

## SAF SPOUTS.

Bronzed iron with books, per 1,000	7 50
Eureka tinned steel, books, per 1,000	8 00

## STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Bind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.	
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## STOVE BOARDS.

Lithographed, 60 and 10.	
--------------------------	--

## STOVEPIPES.

5 and 6 inch, per 100 lengths...	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	

## STOVEPIPE ELBOWS.

5 and 6-inch common, per doz.	1 20
7-inch, per doz	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	

## STOCKS AND DIES.

No. 20 Beaver Die Stock.	18 75
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## STONES—OIL AND SCYTHE.

Washita Oil, No. 1, 6 in., Dozen	3 50
No. 2, 6 in., 7 in., 8 in., 2 1/2 30 30	3 50
Hindostan...per lb.	0 06
" alip	0 18
" Axe	0 10
Deer Creek	0 16
Deerlick	0 25
" Axe	0 15
Lily White, 6 in., 7 in., 8 in., doz.	6 00
Arkansas	1 50
Water-of-Ayr	0 10
Scythe	5 00

## TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 1 1/2 p.c.; tinned, 85; (40 keel, 40; cut tacks, blued, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75	
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and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, bulk, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 60; trunk nails, black, 55 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 30 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

## TAPE LINES.

Universal, aa skin, No. 714, 66 ft., doz.	3 00
Luffkins, linen, No. 404, 66 ft., ea. 0 94	
" steel, No. 254, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821... 1 35	
Steel, No. 1840, 50 ft.	1 35

## THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.	
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## TINNERS' TRIMMINGS.

Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

## TRAPS (STEEL GAME).

Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	

## TRAPS (RAT AND MOUSE).

Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 45
Blizzard Mouse Traps	0 95
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80

## VISES.

Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths', 60; parallel, 45 per cent.	

## WASHING MACHINES.

New Ontario, per doz.	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	180 00
Connor Gearless Motor Washer	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3	55 00

## WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 11 inch	59 25
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
20 per cent.	

## WHEELBARROWS.

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

## WHIFFLETREES.

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " nekyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95

## WOOD HANDLES.



# One Sure Way To Increase Your Business

SELL

**MOORE'S T-45**  
An all-around Interior Varnish.

**MOORE'S HOUSE COLORS**  
A Pure Linseed Oil Paint.

**MOORE'S CONCRETE COATING**  
A Waterproof Coating for Cement,  
Plaster and Bricks.

WRITE FOR  
COLOR CARDS  
AND PRICES

**MOORE'S MURESCO**  
The Best Wall Finish.

**MOORE'S SANIFLAT**  
A Washable, Non-Poisonous Flat  
Oil Paint.

**Benjamin Moore & Co., Limited**  
**WEST TORONTO**

CHICAGO

NEW YORK

CLEVELAND

A condensed ad. in  
this paper will bring  
results from all parts  
of Canada : : : :

You can't Aff **FORD**  
to be without the

No live dealer is without it. The demand is increasing  
every day.

Write for Catalog and Circulars.

**FORD AUGER BIT COMPANY, - Holyoke, Mass.**



The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU

**NICKEL**

The Canadian Copper Co.

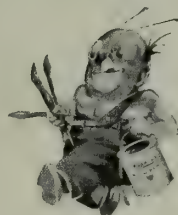
**NICKEL FOR  
NICKEL STEEL**

**The International  
Nickel Company**

WRITE US FOR  
PARTICULARS AND PRICES

General Offices  
**43 EXCHANGE PLACE**  
NEW YORK CITY

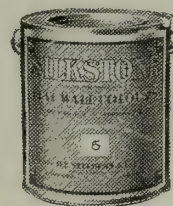
## "SILKSTONE" (COPYRIGHT) FLAT WALL COLOURS



The Colours That  
Satisfy Particular  
People



**Dries as Hard as Stone and as Smooth as Silk**



"Silkstone" can be washed with castile, or any soap not contain-  
ing lye, without losing any of its beauty. It is sanitary and very  
durable.

It is more economical than distemper colours and can be used where  
distemper cannot.

Every sale of "Silkstone" leads to other sales—it's a real live  
business-getter.

Give it a trial and you will ALWAYS handle it.

**G. F. STEPHENS & CO.**

LIMITED

WINNIPEG

Paints and Varnishes

CANADA

BRANCH AT CALGARY, ALTA.



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

**RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

## BUSINESS CHANCES

**WANTED—HARDWARE IN LIVE TOWN** in Ontario. State amount of stock and give particulars. Box 795, Hardware and Metal, Toronto. (20)

**FOR SALE—A FIRST-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**HARDWARE STOCK AND TINSHOP TOOLS**—In Central Alberta. Mixed farming district. Will sell at rate on dollar if sold at once. Best of reasons for selling. For full particulars apply to Box 760, Hardware & Metal, Toronto. (9tf)

**WANTED THIS NOTICE TO BE SEEN** and answered by a live wire in the Plumbing and Heating and Tinsmithing line who wants an A1 business in good southern Ontario town of 4,500 population. Apply Box 779, Hardware and Metal, Toronto. (8)

**FOR SALE—STOVE AND TINSMITHING** business, also store in the best farming locality in Western Ontario, on main line of G. T. Railway. Splendid opportunity. Box 794, Hardware & Metal, Toronto. (20)

**FOR SALE—HARDWARE AND PLUMBING** business in busy part of Toronto. Splendid locality. Good jobbing trade. Stock and fittings amount to about \$3,000. Apply Box 798, Hardware and Metal, Toronto. (20)

**FOR SALE—WELL ESTABLISHED BUSINESS** in Western Ontario City, large turnover, low expense, good city and farm trade, central location, near market, reason for selling illness, exceptional opportunity. Box 800, Hardware and Metal, Toronto.

## SITUATIONS WANTED

**WANTED—BY EXPERIENCED HARDWARE** man and tinsmith, a position as salesman for hardware or stores. Best references. Headquarters Regina. Box 291, Hardware and Metal, Toronto. (19)

**BOOKKEEPER, HARDWARE, FOUR YEARS'** city experience. Have also assisted as salesman. References covering character and ability furnished. Energetic and willing to work. Prefer to go West. Address Box 789, Hardware and Metal, Toronto. (19)

**HARDWARE MAN 38—15 YEAR'S EXPERIENCE**, desires position, good salesman and hustler. Strictly temperate. Box 797, Hardware and Metal, Toronto. (21)

## SITUATIONS VACANT

**GLASS SALESMAN FOR WINNIPEG CITY**—must be reliable. Apply Box 796, Hardware and Metal, Toronto. (19)

**TINSMITH WANTED AT ONCE**—FOR general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL EXPERIENCE** in plumbing and steamfitting trades. Must have good education and address. Splendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

## WANTED

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

**IRONMONGERS AND HARDWARE MERCHANTS** in all Districts are invited to apply for Agency terms of article in universal demand. Apply Box 99, "Hardware and Metal," 88 Fleet Street, London, Eng. (19)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS**—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

**THE NATIONAL CASH REGISTER COMPANY** guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY** installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

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One of the most successful retailers of late years says; "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

## Interested?

In Buying a Business  
In Selling a Business  
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In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST** ONE individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches  
All These Men

**RATES:**

(PAYABLE IN ADVANCE)

2c. per word, first insertion,  
1c. per word subsequent insertion,  
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if desired.

**Hardware and Metal**

MONTREAL TORONTO WINNIPEG

When writing advertisers, kindly  
mention having seen the ad. in this  
paper.



## Oakey's

The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.  
**'WELLINGTON'**

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**



# Jamieson's Paints

There's the answer to the merchant figuring how to increase his paint business. It is also the best answer to the man looking for a good paint agency.

We would like to get in touch with every dealer who is in either of these two classes. Write us to-day.

## R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., Limited

16 

## PUMPS

All Kinds

Hay Unloading Tools.  
Barn Door Hangers.

The word "MYERS" assures  
QUALITY. Better write to us.

**F. E. MYERS & BRO.**  
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO  
Winnipeg, Calgary and Branch Houses

**NOVASCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

## New Era Flat Wall Coating IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.

It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

**SANITARY WASHABLE DURABLE**

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

**STANDARD PAINT & VARNISH CO., LIMITED**  
WINDSOR -- ONTARIO

## TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.





# Ramsay's Paints

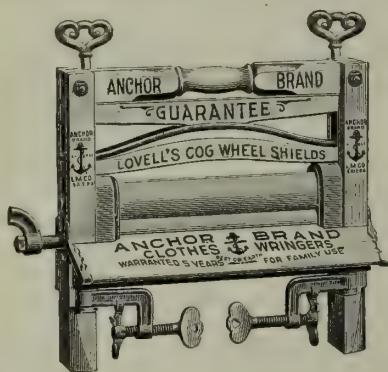
The Right Paint  
to  
Paint Right

Write for agency proposition to-day.

**A. RAMSAY & SON CO.**

MONTREAL

*Paint Makers Since 1842.*



## No Exposed Cog Wheels to catch tiny fingers

You will find this Anchor Brand feature a tremendous help in making sales.

The Cogs are out of the way — the bearings readily accessible — the rolls a trifle longer.

Altogether the wringer will wring sales out of the most conservative housewife.

Let us quote prices.

**LOVELL MFG. CO., - Erie, Pa.**



**DEBIT.  
CREDIT.  
THEIR ETERNAL  
WAR**

as to which shall hold the balance shown by the paint department is witnessed in every dealer's ledger.

### THE CREDIT SIDE.

is absolutely sure of winning out handsomely when these four lines are stocked.

**Maple Leaf Paint. Maple Leaf Flat Wall Colors.  
Maple Leaf Floglaze. Maple Leaf Varnishes.**

Write us for our Maple Leaf Proposition and let us help your credit side win out.

Our M. L. Decorative Aid Dept. seeks new paint business in the dealers' interest.





## ORCHARDS THREATENED

### By Unprecedented Invasion of Tent Caterpillar Pest

Apple orchards throughout the province are threatened with an invasion of the apple tree tent caterpillar, according to information contained in a bulletin just issued by the Pomological and Fruit-Growing Society of the province. The large number of egg masses found on the trees in every section indicate that the damage will be much more serious than that done in former years, unless thorough measures are adopted to control the pest. The serious losses caused by this pest in years past, and more especially last year, have led to the publication of a special circular by the society with the hope that the attention of fruit growers will be attracted to the danger and that all interested parties will avail themselves of the methods by which the pest may be controlled.

The adult of this insect is a moth, which makes its appearance about the last week in July. The moths are reddish brown in color, with two dark brown stripes across the fore wings. The spread of the wings is about one and one-half inches in the female and a little less in the male. On fine evenings just before dark they may be seen flitting about amongst the branches of the trees. They are attracted by lights and are often found fluttering about lamps and lighted windows.

The eggs are deposited on small twigs usually within a few inches of the tip, in compact, ring-like masses of from 200 to 300 each. The moth secretes a resinous substance with which the whole egg mass is covered to protect it from the weather during the winter. The moths after depositing the eggs soon die. In the following spring, as soon as the leaf buds burst, the young caterpillars hatch out and begin to feed on the opening leaves. Later they begin to build a silken tent-like nest.

One of the quickest ways to control the pest is to pick off the egg masses during the winter and spring. The most effective way of controlling the tent caterpillar is by spraying the trees with some form of stomach poison, such as lead arsenate or paris green when the insects are small. These poisons may be used by themselves or they can be mixed with bordeaux mixture or the arsenate of lead may be mixed with lime sulphur.

Where regular spraying is done with bordeaux mixture or lime sulphur, to control the apple scab, the addition of two and one-half pounds of lead arsenate to 40 gallons of the fungicide, or ½ lb. of paris green to 40 gallons of bordeaux mixture (paris green is never used with lime sulphur) will be effective in keeping the caterpillars in check. After the young caterpillars begin to construct their tents, every colony in the orchard may be located and destroyed. It should be remembered that the nest is used only as a shelter at night or when the caterpillars are not feeding. It is necessary, therefore, to destroy it early in the morning or just before sunset or on rainy days.

This news clipping appeared in one of the Montreal daily papers last week.

It shows the condition that is confronting the farmers and fruit growers. It means a big demand for spraying materials such as C.P. Neutral Arsenate of Lead and C.P. Paris Green. Take advantage of the situation and build up a profitable business in Insecticides.

C.P. Neutral Arsenate of Lead is absolutely safe in use, that is it cannot burn the foliage or russet the fruit, because all the arsenic acid is completely combined with the lead. This arsenate will stick to the foliage in spite of heavy rain, and on this account is most economical in use.

C.P. Paris Green has an established reputation in all parts of the country as the most reliable and efficient Paris Green on the market.

## THE CANADA PAINT CO LIMITED

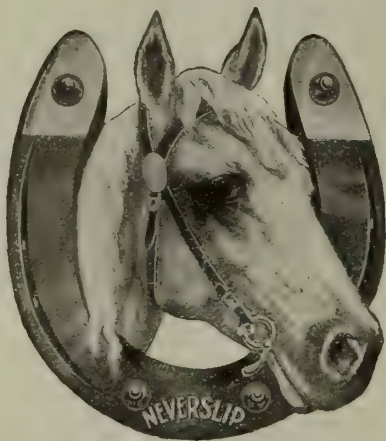


PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS  
 FACTORIES & OFFICES-MONTREAL-TORONTO &  
 WINNIPEG-OXIDE MINES-RED MILL-QUEBEC





# NEVERSLIP



## RED TIP



## DRILLED and CALKED



## HORSE SHOES



ARE ALWAYS RIGHT. Look for the RED HEELS. Without RED HEELS they are not NEVERSLIPS.

### Neverslip Manufacturing Co.

Factories: New Brunswick, N.J., Montreal, Can.  
CANADIAN OFFICE: 25 ST. PETER STREET, MONTREAL

**LOOK ON THE BOTTOM**

**FOR THIS**

**“OAKVILLE”**

**PURE ALUMINIUM COOKING UTENSILS**

**TRADE MARK**

“A new light” on the cooking question

We have a new assortment every month. If you are interested in profits, write us to-day.

Western Distributors:  
Moncrieff & Endress, Ltd., Scott Bldg.  
Winnipeg, Man.

**“WILL OUTWEAR ANY WARE”**  
**THE WARE MFG. CO. LTD. OAKVILLE. ONT.**

## Housewives Get the Habit of Buying “SOCLEAN” Sweeping Compound

because it makes their work pleasant, prevents dust from rising, kills moths, disinfects the home and makes rugs and floors bright and clean.



Extra Large Pail, 25c.

We are now giving an extra large pail at the same price as we formally charged for the smaller one (25c.)

You'll find “Soclean” a splendid sweeping compound for your store. Sold in barrels for merchants' own use.

We help you sell “Soclean” by supplying you with transparent signs, cards and counter booklets.

Write us to-day.



## SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada  
Agents Western Canada: J. J. Gilmor & Co., Winnipeg, Man.



# The PEER of all PAINTS

The paint dealer who simply sells paint, never builds up a very substantial, or permanent paint business.

The man who can only talk lead and oil and pigment, without any understanding of the relation of these things to the great economical value of paint, soon runs dry. His sales' arguments lose their force and he drifts at the mercy of the buying public.

On the other hand, the dealer who realizes the value of paint as a protecting agent—as a beautifier—as an economical means for the conservation of wealth—as an aid to sanitary conditions

—as a civilizing influence, and as a vehicle for artistic expression, has a fund of information on subjects which he can use as a basis for sales' arguments that will attract trade to his store. In addition, if he sells **Martin-Senour Paints and Varnishes**, he has a

line that will back up every argument he makes, and the people will pay him a profit because he will sell them suggestions and new ideas along with the material. We will help you sell service—the goods will sell themselves. If you want to make the Spring of 1913 the most successful season in your career, put in these service-goods today.

# 100% PURE

**The Martin-Senour Co.**  
(LIMITED)  
Montreal Chicago Winnipeg Lincoln

**PUTS PROFIT  
IN THE  
DEALERS  
POCKET**



## Your Customers' Satisfaction Means Much More Business For Your Store



By selling Sterling Prepared Paints you assure pleased customers. These paints have proven their exceptional value by actual service. Adverse atmospheric conditions do not affect them and they are unrivaled as surface coverers.

Write for color cards and prices.

**Canadian Oil Companies, Limited, - Toronto**

HALIFAX      ST. JOHN      MONTREAL      QUEBEC      WINNIPEG  
CALGARY      EDMONTON      HAMILTON      LONDON      OTTAWA





# Dealers !

## This is Your Chance



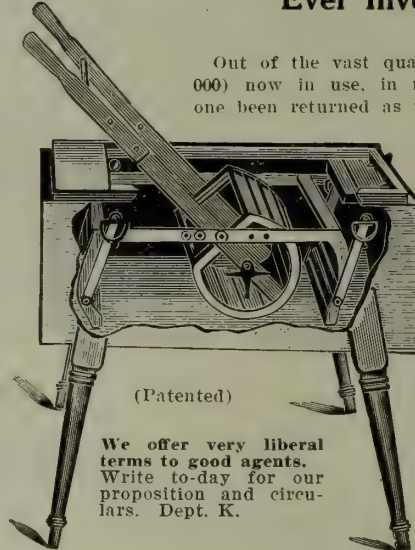
Send to-day for the full details of the Stover Lawn Trimmer. Get the prices on the most efficient popular seller ever marketed.

The Stover gets into the small places — saves back-breaking—is certain of sale.  
Write at once.

**Stover Lawn Trimmer Works**  
Muskegon, Mich.

# Knoll Double-Acting Washing Machine

The Greatest Labor-Saving Machine Ever Invented



Out of the vast quantity (over 100,000) now in use, in no instance has one been returned as not giving satisfaction.

Absolutely no wear or tear on the clothes, no hand rubbing required, as it does the work perfectly, without injury to the very finest fabrics.

(Patented)  
We offer very liberal terms to good agents. Write to-day for our proposition and circulars. Dept. K.

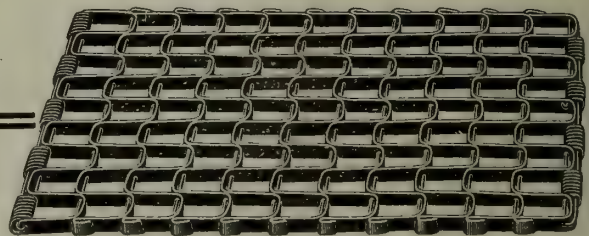
**Schultz Bros. Co., Limited**  
Brantford, :: :: Canada



Over 5,000,000 Mendets in use.

Order from your jobber or write direct.

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.



It Can Be Readily Seen  
By Your Customers

# That "KEYSTONE" Flexible Steel Door Mats

Are The Most Economical Kind To Buy

These mats cost no more than the ordinary mat and they will last a life-time.

They are exceptionally well made from ribbon steel. There are continuous crimps and no short pieces. "Keystone" mats will not rust.

Stock a few at once and test their selling qualities—we know that you will find them absolutely satisfactory in every respect.

Ask your jobber—if he can't supply you, write us.

**Kuhne-Anderton Mfg. Co.**  
SOLE MANUFACTURERS  
PORT HOPE, ONTARIO, CANADA



## You'll Get Many Re-Orders from the Most Particular Painters

If You Sell Them Our High Grade

# PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

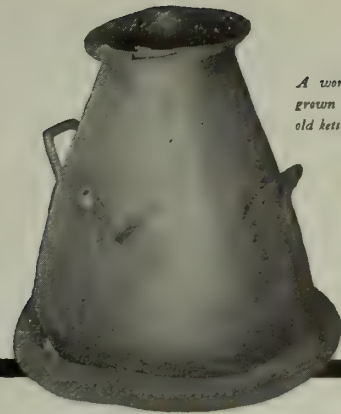
Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



**Meakins & Sons, Limited**  
Hamilton, Ontario



*A world-wide business has grown since 1858 from this old kettle.*

# BERRY BROTHERS' VARNISHES

**The Best Line—**

**The Best Advertised Line—**

**The Best Selling Plan.**

**The Best Line**—because it has back of it 55 years of experience in quality manufacturing. There's nothing untried or untested about it. **You** know it—and your customers know it.

**The Best Advertised Line**—and better advertised this year than ever before. 8,000,000 well-to-do families will read our advertisements several times a month during the season.

**The Best Selling Plan**—a new selling plan that enables you to do more business and make a better profit than ever before.

NOW—

Hadn't you better write at once for price-lists and particulars?

**BERRY BROTHERS**

*Established 1858*

Factories:

Detroit, Mich. and Walkerville, Ont.

Branches: New York, Boston, Philadelphia, Baltimore, Ch'cago, Cincinnati, St. Louis, San Francisco, London, England.





# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

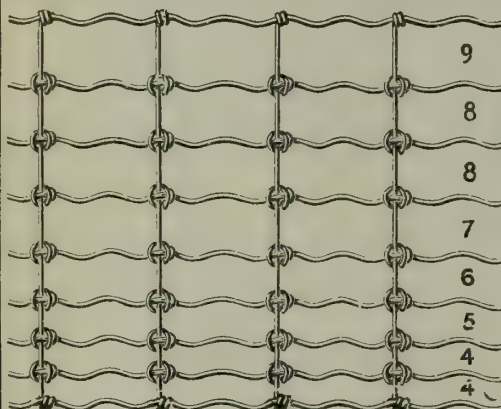
Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable  
Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough  
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and  
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like  
this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

Owen Sound, Ontario



## MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating  
washer. When the tub moves in one direction the rubber  
board revolves the opposite way. This double action, which  
is found only on Blue Belle machines, is a great time saver.  
Double re-acting springs and ball-bearings assist in making  
easy motion. Tub is oak grained and angle-steel frame is  
finished in aluminum.

Write for Catalogue of Washers

**DAVID MAXWELL & SONS, ST. MARY'S, Ont.**



### Chorus of Plumbers

Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
**FLUXITE.**

Anyone can use it. Engineers and other mechanics will have

## FLUXITE

the paste flux that

## SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.





## Buyers will look for this Trade Mark

Every genuine Cleveland Grindstone can be identified by this trade mark—the only way to get the genuine. Do not be tricked by the term “Berea Grit” into thinking you are supplying your trade with the “same thing.” “Berea Grit” is a mere name and does not stand for grindstone quality, such as your trade requires. Cleveland Grindstones are made in all sizes — power, hand and treadle—and for all purposes. No matter what the needs of your trade, you can get them from us at prices that insure generous profits. Write for Catalogue and Prices.



FOOT POWER

**The Cleveland Stone Company**  
Cleveland, Ohio

Look for the Trade Mark on every stone

## STEP LADDER CHAIR “Two Household Artifices In One”



This is just what every housewife needs. It is convenient and costs but little more than the ordinary kitchen chair. Made of select hardwood lumber, natural oil finish. 3 ft. ladder or a handy chair.



Write for catalog on Wooden ware, Willow Ware, Brushes, Brooms, Wrapping Paper, Cordage and Twines.

The Quality of our products will build your business.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG



## Trinidad Lake Asphalt does this for a roof:

Makes it lastingly waterproof. Gives it life to resist rain, sun, wind, heat, cold and fire. Keeps it from cracking, breaking, and leaking.

This is why we use it to make Genasco.

We tell your customers all this, through the leading magazines and agricultural papers, and they make up their minds what roofing they want before they come to buy it.

No trouble for you to sell Genasco, and no trouble after you do sell it—nothing but satisfaction and repeat orders.

The **Kant-Leak Kleet** helps to make still greater satisfaction.

Are you ready for the demand? Order now from your jobber.

Write us if he can't supply you.

## The Barber Asphalt Paving Co.

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York

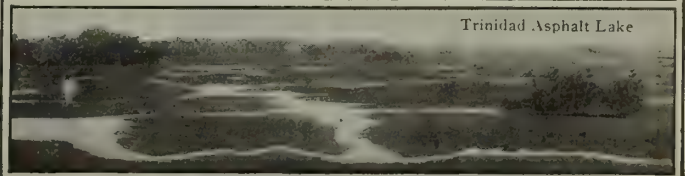
San Francisco

Chicago

D. H. Howden & Co., Ltd., 200 York St., London, Ont.

The Canadian Asphalt Co., Ltd., Winnipeg, Man.

Lewis Bros., Ltd., Montreal. Branches: Ottawa and Toronto.



Trinidad Asphalt Lake



# PINK'S LUMBERING TOOLS



The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

Send for Catalogue and Price List.

We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone No. 87

MADE IN CANADA

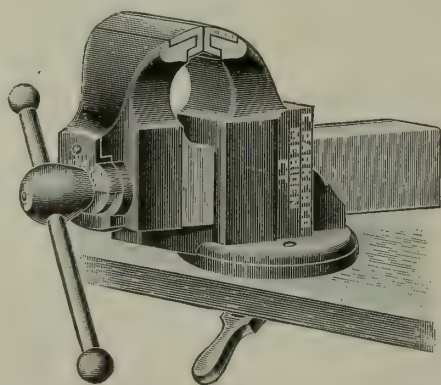
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers of **Lumber Tools**  
PEMBROKE, ONT.

## PARKER'S

HEAVY SWIVEL RAILWAY VISE

*Convenient Strong Durable*



The Steel Faces of this vise are milled and fitted to the jaws.

Parker's Vises are exceptionally well made, and are all-round money savers. All parts are interchangeable.

Write for Catalog

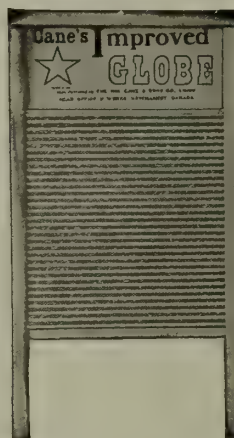
**THE CHARLES PARKER CO.**

MERIDEN, CONN., U.S.A.

## CANE'S WASHBOARDS

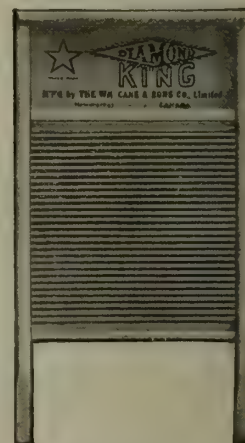
Are Business Getters

They always give the buyer perfect satisfaction because they are well made from the most durable materials.



We make these washboards in 12 different styles and grades so as to meet every demand. Each and every grade is the best for the price that is procurable.

Write for catalog on "Cane's Washday Woodenware."



**The Wm. Cane & Sons Co., Limited**  
NEWMARKET, ONTARIO

# Every Housewife Needs A WASHER



The field for washers is practically unlimited. The washing machine dept., therefore, should be one of the most important depts. in the store. You can make it so by stocking it with

## Connor Ball Bearing Washers

—the washers with the latest improvements. These improvements make these machines 50 per cent. more desirable than ordinary washers. Dealers report that women buy these washers on sight. Write for our new catalog.

**J. H. Connor & Son**  
Limited  
OTTAWA, ONTARIO



## Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

**Stevens-Hepner Company**  
Limited

PORT ELGIN, - Ontario

## CASTOR OIL

**"HOMCO" BRAND**

British Manufactured.  
Guaranteed absolutely pure.

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

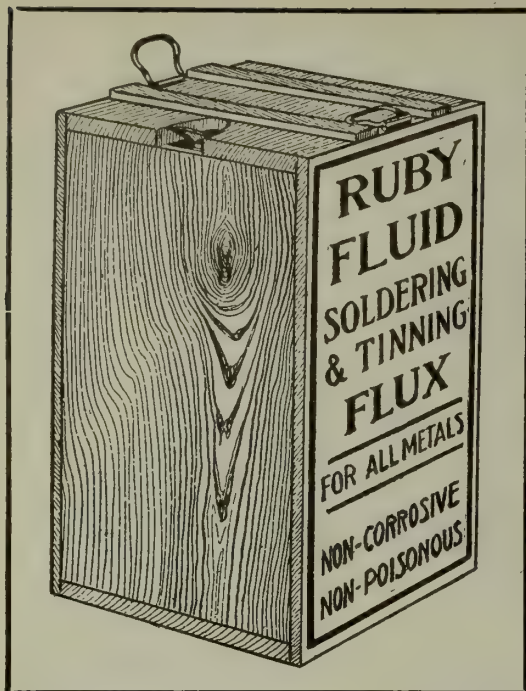
For all medicinal or lubricating  
purposes.

Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**  
Limited

MONTREAL - TORONTO - WINNIPEG





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

By The Introduction Of Expensive Machinery  
We Are Able To Make The Very Highest Quality

## GARBAGE CANS



These cans have no hoops or wooden strips to protect them on the outside and cause them to rust out and be unsanitary.

The BEADS make them very strong and rigid and there is no place for dirt to lodge in and make unsanitary conditions. Will not rust.

While we cater to a class of trade wanting first-class, strong garbage cans we can supply any kind.

We make a specialty of garbage can made of 18 gauge Galvanized Steel. Enamelling that will stand severest usage.

Send trial order—the profit will appeal to you.



**The Steel Trough & Machine Co.**

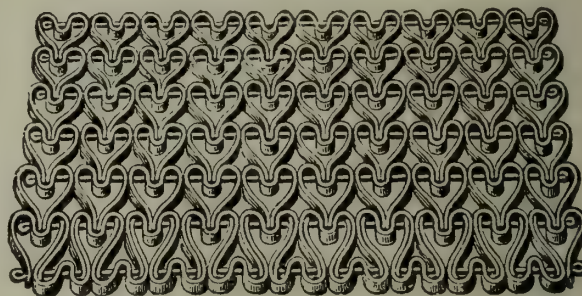
Limited

TWEED  
GORDON & SON  
Eburne, B. C.

ONTARIO  
J. H. ASHDOWN CO.  
Winnipeg

## STEEL FLEXIBLE DOORMAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains,  
Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO

New Line

# UNIVERSAL CLOTHES WRINGERS

[ Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

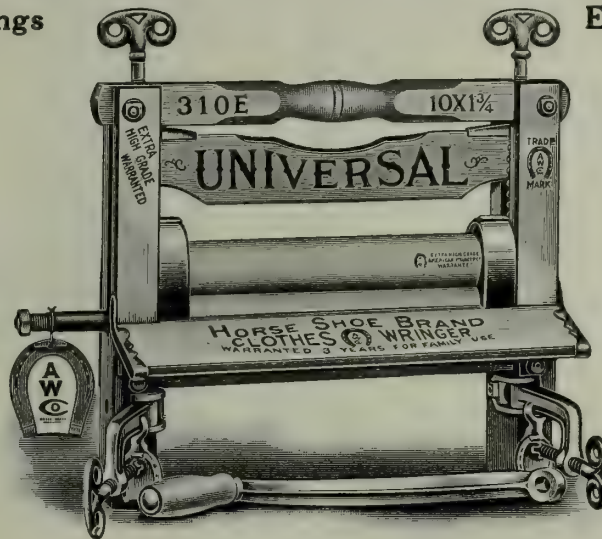
Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.



Packed 3 and 6 in  
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Same style made in  
Folding Bench.



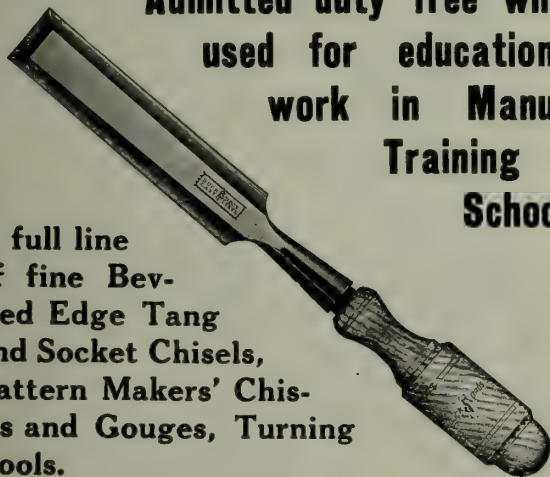
Send for Catalog (F)

## THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

**Tools Stamped with the Buck's Head**  
**Admitted duty free when**  
**used for educational**  
**work in Manual**  
**Training**  
**Schools**

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.

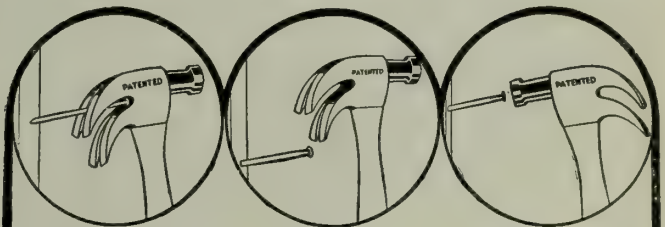


The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

### BUCK BROTHERS

Millbury, - - Mass., U.S.A.



Strike

Lift

Drive

## Double Claw Hammer

Nails Higher Without Strain.  
Worth ten times more than  
the Common Hammer, costs  
three times more to make.  
Spend a little more for the tool  
and Save Money.

**ALL JOBBERS**

Manufactured by

**THE DOUBLE CLAW HAMMER CO.**

453 Broadway

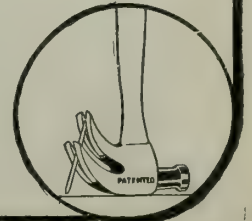
BROOKLYN, N.Y.

Start

Out



Pulls the  
nail out  
straight  
without  
a block







## 25 Years' Experience

in making hack saw blades  
stands back of every

## Star Hack Saw Blade

we send out. Our sales have increased yearly because time has demonstrated the surpassing qualities of Star Blades. Steel, teeth and temper are right and always dependable, and this uniform excellence is your best guarantee of service and satisfaction.

Send for Catalog.

### Millers Falls Company

28 Warren Street,  
New York

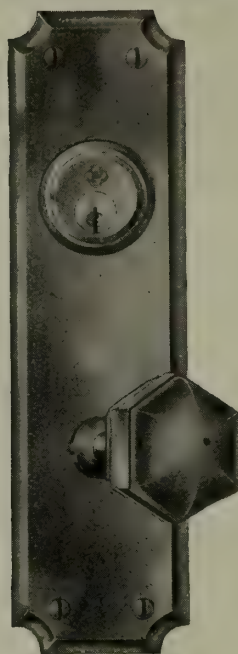


TWO  
STYLES  
MEET ALL  
DEMANDS

Ensure Absolute Satisfaction  
By Selling

## Peterboro Hardware

An  
Artistic  
Design  
for  
1913



No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

Peterborough Lock Mfg. Co.  
LIMITED  
PETERBOROUGH, ONT.

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

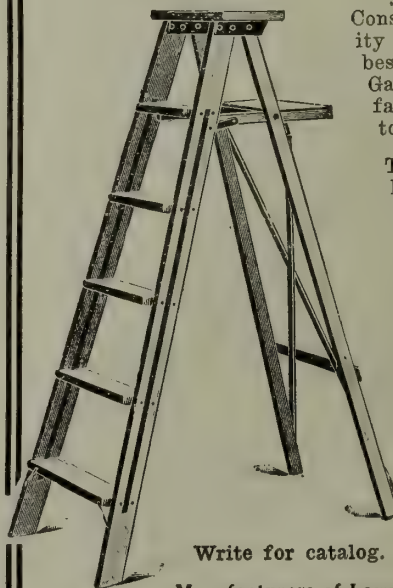
WRITE FOR OUR  
BIG FREE CATALOGUE

The Aymer Pump  
& Scale Co., Limited  
AYLMER, ONTARIO

## The Self Lock STEP LADDER

Well Made

Low in Price



Write for catalog.

Manufacturers of Lawn  
Swings and Seats, Bake, Ironing and  
Sleeve Boards, Clothes Dryers, etc.

Considering the good quality and low price this is the best value on the market. Galvanized steel wears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used and it is certain to appeal to the public. Made regularly 4 to 10 feet.

The Stratford Mfg. Co., Limited  
Stratford Ontario Canada

## The Strong Advantages of

### Pearson's Patent Poke No. 2

Assure Quick Sales At A Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial—the results are just the kind you want.*

Write for circulars and prices.

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.

## "THERMO" The Washer

Easy to Sell



That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;  
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

# DOMSTEEL WIRE Products

"From Ore to Finished Product."

**Nail Wire, Rivet Wire, Annealed Wire  
Straightened and Cut to Length**

## WIRE NAILS

**All Standard  
and Special Gauges**

**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

**Specify "Domsteel  
Sterilized Nails."**

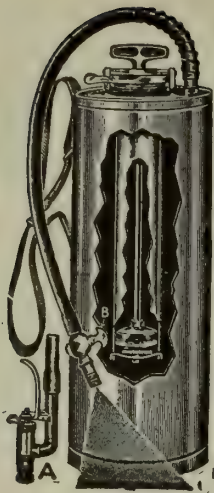
## DOMINION IRON & STEEL CO. Limited

**Head Office and Works  
SYDNEY, N.S.**

Sales Offices:  
Sydney, N.S., and 112  
St. James St., Montreal.







## The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

### CAVERS BROS.

MANUFACTURERS

GALT

ONT.



## Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

### Otterville Mfg. Co.

Limited

OTTERVILLE

ONT.

## JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

### CUTLERY

By seeing that this exact mark is on each blade.



SOLE AGENTS FOR CANADA

### James Hutton & Company

MONTREAL



BABBITT YOUR JOURNALS WITH

## ARCTIC METAL

It will save you extra work and extra worry. Tallman's reputation is in the goods.

### Tallman Brass & Metal Co.

HAMILTON, ONT.

## Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The  
**R. McDougall Co., Limited**  
GALT, CANADA

## ADS AND SALES

By HERBERT N. CASSON

A Study of] Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

### CONTENTS

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II. Efficient Salesmanship	VIII. The Building of an Advertisement
III. A Sales Campaign—How to Start It	IX. An Analysis of Current Advertising
IV. Face to Face Salesmanship	X. The Future of Advertising
V. The Evolution of Advertising	XI. Public Opinion
VI. The Weak Side of Advertising	XII. The Professional Outsider

PRICE, \$2.00 NET

Postage, 13 cents additional

### TECHNICAL BOOK DEPARTMENT

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143-149 University Avenue, Toronto



## CASH <sup>OR</sup> PARCEL CARRIERS

**SAVE TIME & MONEY**



**Quick Change Means Pleased Customers**

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



**CATALOG FREE**

The Gipe-Hazard Store Service Co., Ltd.  
**99 ONTARIO STREET TORONTO, ONT.**  
 EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

**THERE IS ONLY ONE GERMANTOWN LAMP BLACK**

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

**WILCKES  
MARTIN WILCKES  
CO.**  
 New York, N.Y., U.S.A.  
 Wm. H. Evans, 232  
 James St., Montreal; E.  
 Fielding, 34 Yonge St.,  
 Toronto; H. W. Glasco,  
 Winnipeg.

**THE LARGEST PRODUCER  
& SHIPPER IN U.S.A.**



## A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

**BEMIS & GALL HARDWARE & TOOL CO.**  
 Springfield, Mass., U.S.A.

## SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

### NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



**LONDON BOLT & HINGE WORKS**  
 LONDON, CANADA

## Natural Gas Goods

of every description

at

**T. F. BERMINGHAM'S**  
 20 John Street South|  
 HAMILTON, ONT.

## The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

**ORDER FROM YOUR JOBBER**

**National Hardware Company, Limited**  
 ORILLIA ONTARIO CANADA

## BLACK JACK

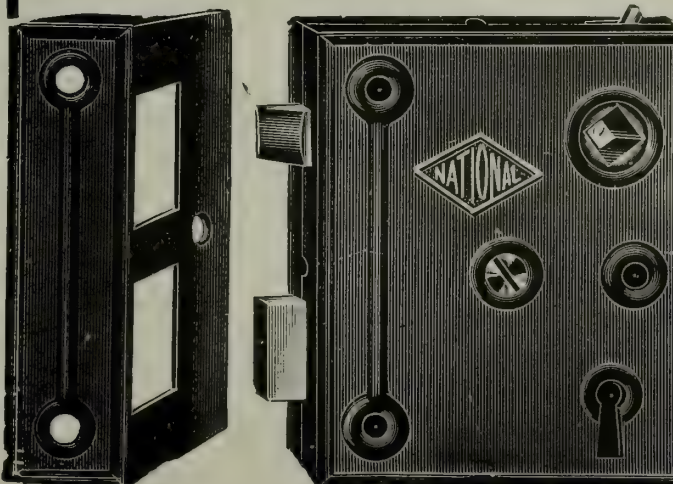
**QUICK  
CLEAN  
HANDY**



**TRY IT**

**SOLD BY  
ALL  
JOBBERs**

1/2-lb. tins—  
3 doz. in case





# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

**Battery Zincs, Fuse  
Wire, Wire Solder**

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

**LETTERS**  
White Enamelled, Copper,  
Stamped Brass and Aluminum  
Good Quality at the Right Price.  
E. Richardson & Co., 147 Church St., Toronto

**NUMBERS**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.

**SPOONER'S No Hot Boxes**  
NON FIBROUS ANTI FRICTION  
MACHINERY BEARING METAL

**COPPERINE**  
CANADIAN MADE  
AND STUMPS THE WORLD  
HARDWARES ALL SELL IT

## WIRE GOODS

Of Every Description

J. E. Beauchamp & Co.

133 Coristine Bldg. - - Montreal

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario

## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including a full line of

Folding Beds, Children's Cribs, etc.

The Ham & Nott Company, Limited  
Brantford, Ont.

J. H. BUTLER, LTD.



Wolverhampton, Eng.

Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Bars, Rivets, and all  
kinds of fittings for  
Iron and Tin-plate  
workers' use.  
Wedges, Clips and  
Wire Strainers for  
Illustrated list on  
Fencing,  
application.  
all kinds of Wire

## BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367  
**Bossé & Banks**  
Steel Beams, Columbus, Plates, Gas  
and Water Pipes, Contractors',  
Municipal and Builders' Supplies  
Machinery and Specialties.  
Board of Trade Building.  
36 ST. PAUL STREET, - QUEBEC

## COAT HOOKS.



**JAMES & REID,**

Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**

Made only by

**Perth, Ont.**

## CLIPPERS.

**PRIEST'S CLIPPERS**  
THAT'S  
SUFFICIENT.

SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.

Wiebusch & Hilger, Ltd., special New York  
Representatives, 106-110 Lafayette Street.

## HOOKS.



**ATLAS MANUFACTURING COMPANY**  
121 Water St., New Haven Conn.

**HOOKS** Every style  
and size.  
We make hooks as  
our principal output.  
Before buying send for  
our prices. Every hook  
has the patented metal  
clasp which makes it in-  
destructible. Samples  
on request.

## HOUSE NUMBERS.

**STEEL** STAMPS  
LETTERS  
FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## MANUFACTURERS' AGENT.

**H. E. JOHNSON**

Factory Representative

12 Melinda St.

TORONTO

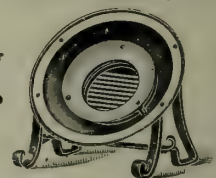
Representing

Hupfield, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.

## "CALOR" ELECTRIC HEATING AND COOKING APPLIANCES

Electric Kettles Electric Irons  
Electric Food Warmers Electric Grillers  
Electric Toasters, Etc.

Write  
to-day for  
latest  
Catalogue  
Liberal  
Discount



Absolutely  
Safe  
Thoroughly  
reliable  
Guaranteed  
for 12 months

Bright Glowing Electric Fire.

AGENTS WANTED

**TOWNSHEND'S ART METAL CO., Ltd.**  
Ernest Street, BIRMINGHAM, ENGLAND

## HERCULES SASH CORD



### THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



# Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

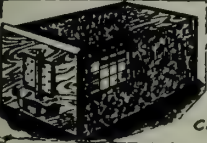
PEASE WALDON CO., LIMITED WINNIPEG

PEASE FOUNDRY COMPANY, LIMITED TORONTO

PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

HARDWARE SHELF BOXES.

**Goods Well Displayed are Half Sold!**



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**.  
Saves 20% Shelf Room over ordinary boxes.  
Write for Catalogue and Price List  
**CAMERON and CAMPBELL**  
Toronto



Reproduction of  
**NEW SEYMOUR SHOW CARD**  
12 in. by 1 1/2 in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to **Henry T. Seymour Shear Co.**  
Selling Agents, **WIEBUSCH & HILGER, Ltd.,** New York  
**A. MacFARLANE & CO.** Montreal  
Canadian Agents



**METAL GRILLS  
WICKETS  
and  
RAILINGS**

in Iron, Brass and Bronze  
Suitable for all requirements.

Send for Catalogue.

**Dennis Wire and Iron Works Co.,**  
Limited  
London, Ontario



**The  
WHITE  
MOP  
WRINGER**

3

is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



2

Sold by Jobbers and the old reliable **White Mop Wringer Co.**

**MADE IN CANADA**



1



**WHITE MOP  
WRINGER CO.  
FULTONVILLE,  
N.Y.**

**Malleable Iron Castings**

for Carriage and Special Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.



**KERNCHEN  
BUILDING  
VENTILATORS**

Write for pamphlet and Particulars. It works on the Siphon Principle.

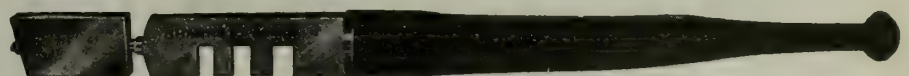
**PORTABLE BAKE OVENS**

35 Sizes. Bake Shop Equipment of all kinds.

**The Brantford Oven & Rack Co., Ltd.**  
Brantford - Canada  
Write for General Catalog

## Sharratt & Newth's Glaziers' Diamonds

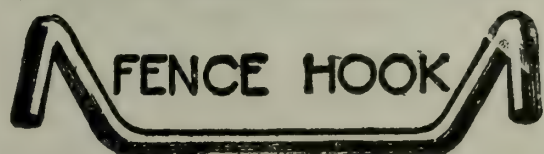
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.





Leonora Pattern, one-half actual size

**McGLASHAN, CLARKE CO., LIMITED**  
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

**High Grade Cutlery  
Electro-Plate and Solid  
Nickel-Silver Flatware**

**SILVER OR GILT BOWL**

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

*Your Jobber has them. Ask him*

**The Saskatchewan Glass and Supply Company, Limited**

WHOLESALE IMPORTERS AND DEALERS IN

**Glass and Builders' Supplies**

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
Sewer Pipe and Tiling  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

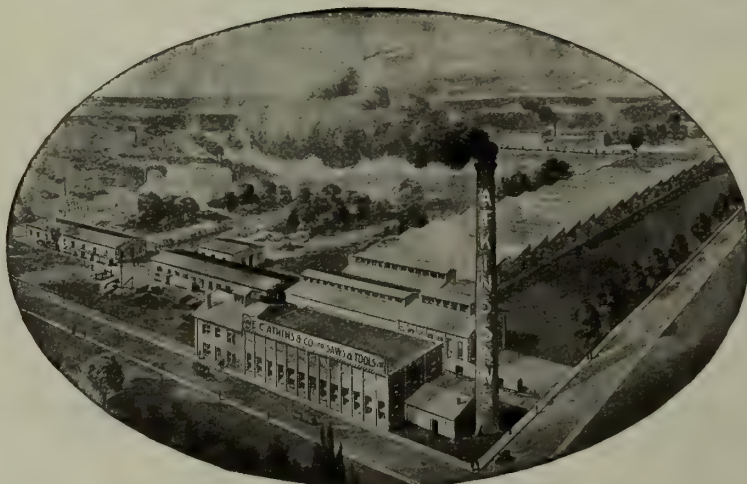
Correspondence Solicited.

P.O. BOX 870

Cor. Manitoba and Sixth Avenue  
**MOOSE JAW, SASKATCHEWAN**

TELEPHONE 348

**ATKINS STERLING SAWS**



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

**E. C. ATKINS & CO.**

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

**Branch: Vancouver, B.C.**

We help you sell

**YALE**

**PRODUCTS**

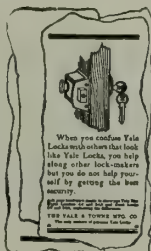
# 1<sup>ST</sup> Magazine Advertising

Month after month our advertising is teaching people to ask for Yale Locks and Hardware. And, while we are teaching them this, we furnish you with—



# 2<sup>ND</sup> Newspaper Advertisements

so that those who want Yale Products will know that you sell them. And, to strengthen your newspaper ads, we supply you with—



# 3<sup>RD</sup> Window Displays

so attractive that they reach out for trade that might otherwise pass by. And, having brought buyers into your store, we help you increase their purchasing power by giving you—



Booklets covering all Yale Products, for distribution over the counter and sending through the mails. This service is free to all who carry Yale Products in stock.

*Ask about our Dealers' Advertising Service*

**Canadian Yale & Towne Ltd.**

Makers of Yale Products in Canada; Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

*General Offices and Works:*

**St. Catharines, Ont.**

## THE WORLD'S STANDARD LAMPBLACKS



We Are The  
Originators And Manufacturers  
Of The World's Famous

**OLD STANDARD, EAGLE, PYRAMID  
AND GLOBE GERMANTOWN LAMPBLACKS**

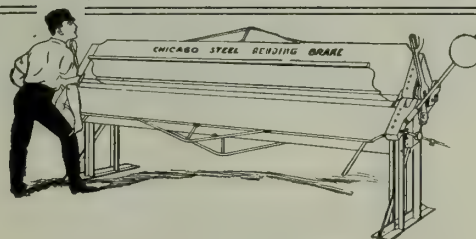
The purity and excellence of our blacks have won several Gold Medals, Grand Prix and Diplomas in open and International Competition. Why buy the Near Brand when the Best is procurable?

Ask your dealer.

Established 1849

**L. MARTIN  
COMPANY,**

NEW YORK, CINCINNATI,  
PHILADELPHIA, LONDON, ENG.



**CHICAGO STEEL BENDING BRAKES**

(Made in 200 sizes)

If you are in the market for a Bending Brake apply to us for catalogue and price list. There is no use trying to get along with antiquated tools. To be successful you must be up-to-date. The Steel Brakes do the largest variety of work with accurate results.

**THE STEEL BENDING BRAKE WORKS, LTD.  
CHATHAM, ONT.**

## Your Customers

When considering new buildings will be interested in

### Corrugated Iron

for both the roof and sides. Every time you get a prospect in line ask him for information as to the size, shape and purpose of his building. Get all the particulars and send them to us. We will prepare a lump estimate which you can use to clinch the sale and have a nice profit for yourself as the result of a very little effort.

Remember, we devote our whole time and attention to Western Canada, insuring the best of service.

**Winnipeg Ceiling & Roofing Co.**

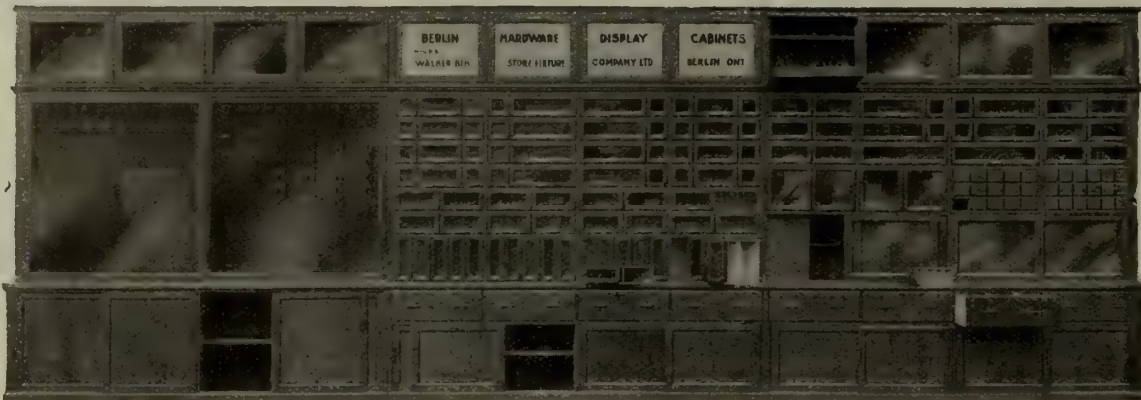
Limited

P.O. Box 2186 H.

WINNIPEG, Man.



## You Can Quicken Your Service As Well As Make Your Store More Attractive By Installing **BERLIN HARDWARE DISPLAY CABINETS**



An attractive store with quick service is the one that gets the most trade.

Our cabinets are not only attractive—they display goods to the best advantage and help customers in their selection. They quicken service because there is not the necessity of showing perhaps a dozen different articles before the customer makes his choice—everything is in plain view of the customer and he can point out the kind of article he wants.

Our hardware display cabinets are made of the very best oak and are excellently finished.

We also manufacture Display Cabinets, Silent Salesmen and Counters to meet any requirement.

Will be pleased to receive your inquiries. Ask us for circulars.

**The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.** Manufacturers and Designers of Modern Store Fixtures

## HERE IS AN ADJUSTABLE RAZOR GUARD

Which Should Be in Every Hardware Dealer's Stock  
Made of First Class Material and Nickel Plated

Reversible and can be used on the right and left side of the face



Retails for 25c each. Will make all old style razors safe.

Let us send you a sample dozen by return mail

**McGILL CUTLERY CO., Reg'd.**

**P. O. BOX 580, MONTREAL, CANADA**



## "Uneeda" WONDER Dustless Mop

For Hardwood Floors, Linoleums, Walls and Ceilings. Treated by a special chemical process, making the brush **Absolutely Dustless** and Hygienic. The brush will **absorb** dust without scattering it. Has patent connector, which can easily be removed from the handle, and by reversing brush you can turn clean side out and have practically a fresh brush. This gives double wearing quality. When both sides have absorbed all the dust they can hold, the brush can be removed from the handle, washed and in a few minutes made like new. **Washing does not injure the Duster.** Retail price only \$1.65. Write for prices to the trade. Our Dustless Duster is built on the same principle.

**The Wonder "Auto" Dustless-Duster 75c.**

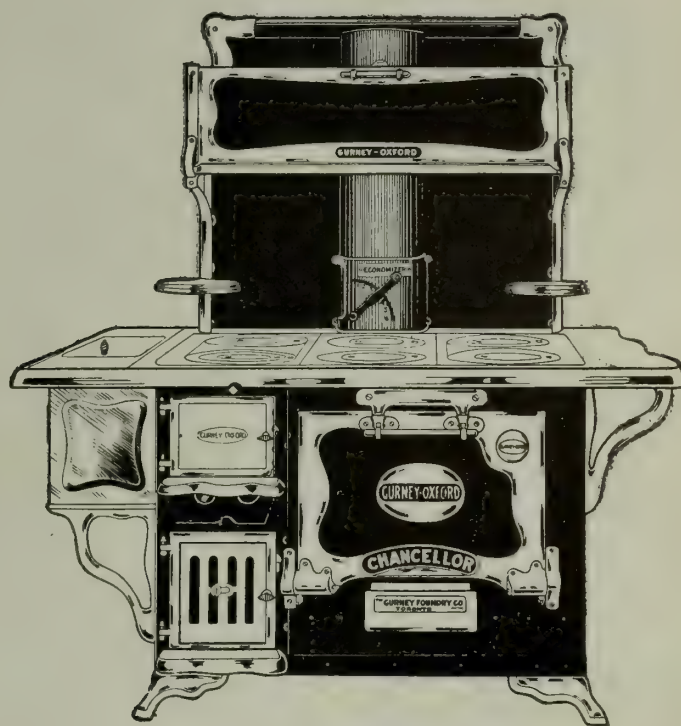
**Write for Prices.**

**The Wonder Dustless-Cloth 25c.**

**"Uneeda" Specialty Manufacturing Company**

**236 Gladstone Ave., TORONTO**

# The Gurney-Oxford Pays



## For The Dealer

The Gurney-Oxford Range sells itself on its own merits of efficiency, economy and a construction that makes for cleanliness. National advertising has so familiarized people throughout Canada with the exclusive features of this range, especially the scientific Economizer, that when a customer even thinks of stoves the Gurney-Oxford is the first thought.

Therefore, it requires no argument to sell a Gurney-Oxford. These ranges are quickly sold, and each sale means a handsome profit to the dealer who identifies himself with this line.

The Gurney-Oxford policy gives free to each dealer the benefits of well thought-out selling plans—powerful advertising over your own signature—attractive window displays—convincing “Economizer” talks that will enable any clerk to sell—the services of an expert salesman of our own trained staff to close a big sale for you, etc.

It pays to be a “Gurney-Oxford” man. Write for particulars.

**The Gurney Foundry Co., Limited**  
**Toronto, Canada**

Montreal,

Hamilton,

Winnipeg,

Calgary,

Vancouver





## CONSUMERS CORDAGE CO., LIMITED

Sort up stocks now.  
Order Hay Fork Rope early.  
Avoid delay and specify  
**Consumers** make, which  
contains the material  
represented.

Lion Brand has satisfactorily stood the test of years. It can be procured from leading jobbers and promptly from stock at following points.

Factories: Montreal, Que., and Dartmouth, N.S.  
Branches: Toronto, Ont., and St. John, N.B.

**Agencies:**

F. H. Andrews & Sons,  
Quebec.

MacGowan & Co.,  
Vancouver.

Winnipeg, Tees & Persse, Limited,  
Moose Jaw, Saskatchewan, Regina,  
Calgary, Edmonton.

**CORDAGE, LATHYARN,  
CLOTHES LINES, TARRED GOODS,  
MARLINE, PACKINGS, Etc.  
BINDER TWINE**  
of Every Description.  
**MANILA, SISAL, ITALIAN,  
RUSSIAN, JUTE.**

## Not an Enterprise for the “Quitter”

¶ “If there is one enterprise on earth,” says John Wanamaker, that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money — lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”

# HARDWARE AND METAL

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Aylmer Pump & Scale Co., Aylmer.  
School Desks.  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
Acme Shear Co., Bridgeport, Conn.  
R. Heinich's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
J. Wise & Sons Co., Newark, N.J.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright Co., Ltd., Hamilton.**
- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Alexander Gibb, Montreal.  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright Co., Ltd., Hamilton.**
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
MacLean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.
- Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.
- Ventilators.**  
Brantford Oven & Rack Co., Brantford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Vises.**  
Henderson & Richardson, Montreal.
- Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.
- Waffle Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.
- Wagon Jacks.**  
Richard Wilcox Can. Co., London, Ont.
- Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdw. Co., St. Louis, Mo.
- Windmills.**  
Dominion Well Supply Co., Cargill.
- Windshields.**  
Kinsinger Bruce & Co., Niagara Falls.
- Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton.
- Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton.
- Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**  
P. L. Robertson Co., Milton.
- Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
- Canada Wire & Iron Goods Mfg. Co., Hamilton.**
- B. Greening Wire Co., Ltd., Hamilton**
- Kuhne-Anderton Co., Port Hope.**
- Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**  
J. E. Beauchamp & Co., Montreal.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**  
Ed Brand, 473 Moss Lane, Manchester, Eng.
- Wire Products.**  
Andrew Wire Works, Watford, Ont.
- Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.
- Wire Stretchers.**  
Richard Wilcox Can. Co., London, Ont.
- Wood Finishes.**  
Berry Bros., Walkerville.
- Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdw. & Tool Co., Springfield, Mass.



# "Ross" Rifles in India

Few Canadian dealers in Sporting Rifles would credit the number of "Ross" 280 High Velocity Rifles which are sold in India. Owing to the large demand we were completely sold out at the end of 1912.

In Canada the merit of this 280 is becoming better known and there is a great increasing sale for it. Dealers who have the foresight not only to stock it—but to *show* it to prospective customers, are making good day's sales on just a single transaction.

There are to-day in Canada many men who can afford to buy the best and the best sporting rifle is the "Ross." Other models retail at from \$25.00 and upward. Catalogues and terms on application.



**ROSS RIFLE CO. - QUEBEC**



## THE QUALITY OF Morrison's Engineers' Supplies

Assures Satisfied Customers

Your progressiveness depends upon the satisfaction you give your customers. The better you serve them the more they appreciate it.

You cannot handle a more reliable line of Engineers' Supplies than that which we offer you.

We guarantee satisfaction.  
Catalog to the trade.

**The James Morrison  
Brass Mfg. Co., Ltd.**

93-97 Adelaide St. West  
**TORONTO**



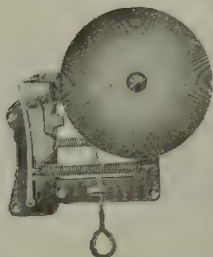
Hancock Inspirator



Forked Lever  
Air Cock



J.M.T. Globe Valves



Gong Bell



Relief Valve



J.M.T. Pop  
Safety Valve  
Side Outlet

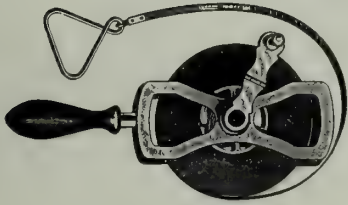


Water Gauge  
Mounting

The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

# LUFKIN

## MEASURING TAPES and RULES



They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

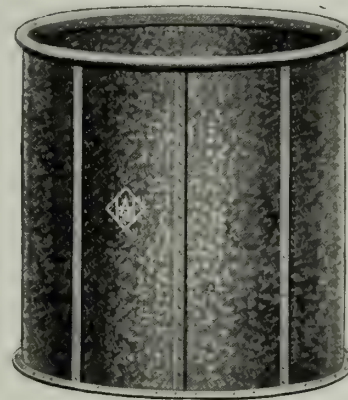
CATALOGUE ON REQUEST

THE **LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

## Nearly Every Farmer Needs STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

### Heller-Aller Tanks



are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

**The Heller-Aller Co.**

Windsor, Ontario

## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sink's, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**There's a good sale  
for them.**

Manufactured solely by

**Gutta Percha & Rubber, Limited**

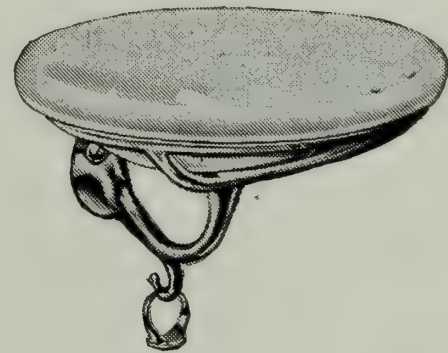
Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

Toronto Montreal Winnipeg Calgary Vancouver



## Bathroom Fixtures



A Classy Soap Dish with Opal Slab and Ring Hook. We would furnish the ring, too; but really can't afford to, at the price.

TRY US WITH A RUSH ORDER.

We will make good.

**Kinzinger, Bruce & Co., Ltd.**

Niagara Falls, Canada





ALL  
COLORS

# CAMPBELL'S

THE FIRST AND BEST

## VARNISH STAIN

INTRODUCED IN 1886



ALL  
COLORS



Stains and Varnishes in one Operation  
Floors, Furniture  
and all

Interior Woodwork

FLOWS FREELY; BEAUTIFUL AND DURABLE

If experience counts, and you want to develop your stain business, considering quality and satisfied customers as a factor to your success,

ASK US! ABOUT  
**CAMPBELL'S VARNISH STAIN  
PROPOSITION FOR 1913**

Free local advertising and store selling helps for distributors. Our policy merits your trade. We will build up your stain business.



MANUFACTURED BY  
**Carpenter-Morton Company**

EST. 1840

Makers of Fast Selling Specialties  
77 Sudbury St. Boston, Mass.



# A. RAMSAY & SON CO.

Canadian Distributors

MONTREAL

# HARDWARE<sup>AND</sup> METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

No. 20

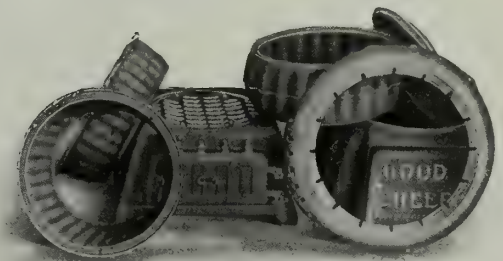
May 17, 1913

## GOOD CHEER

HARD SERVICE SERIES



KEEP THIS STOVE  
IN MIND FOR  
THOSE HEATING  
PROPOSITIONS  
REQUIRING  
QUICK, POWER-  
FUL AND STEADY  
RADIATION.



For Stores, Schools, Lodge-rooms, Public Halls, Work Shops, Hotels, etc., it is just what is wanted.

CIRCULAR ON APPLICATION

MANUFACTURED BY

**The JAMES STEWART MANUFACTURING CO., Limited**  
Western Branch, 156 Lombard St., Winnipeg, Man. **WOODSTOCK, ONTARIO.**



# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

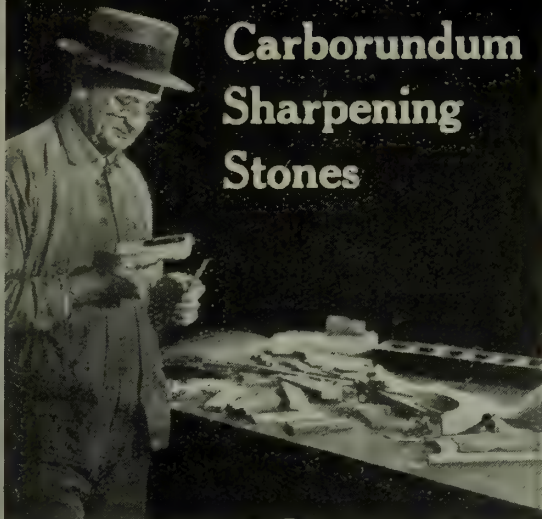
Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox at La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*

Another Man Who Will Buy  
**Carborundum  
Sharpening  
Stones**



## The Pattern Maker

**H**E is the man who does cabinet work, carving, or pattern work.—In his tool kit are dozens of big and little gouges, chisels, etc.—Every tool must be keen and smooth edged—and he takes a pride in keeping them so. He is the man who uses

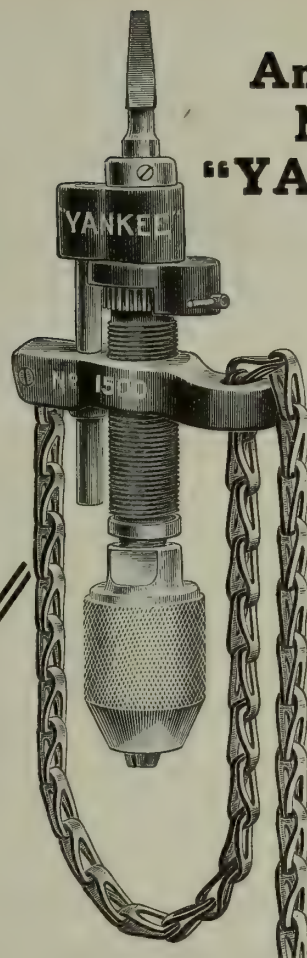
### **CARBORUNDUM SLIP AND GOUGE STONES**

Fast, clean-cutting stones that hold their shape—that will quickly touch up the tools to just the right edge.—Tell your customer that you have them in all the shapes and sizes.—They should be in his tool kit.

The  
Carborundum Company  
Niagara Falls, N. Y.



Another  
New  
**"YANKEE"**



No. 1500 with  
3 Jaw Chuck.

No. 500 with  
2 Jaw Chuck.

## **"YANKEE" CHAIN DRILL**

with Positive Automatic  
Friction and Ratchet Feeds

Adjusts itself automatically to the size of Drill Points used and feeds no faster than it can take, preventing breakage. The slack in the chain is taken up almost instantly by the automatic friction movement, and this is reversed for slackening the chain or taking the Drill from the work, making it the quickest operating and biggest time saving Chain Drill built. No hand feed to fool with and nothing to catch and pinch the fingers. Built substantially throughout. Get further particulars.

BETTER WRITE YOUR JOBBER  
**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



# The "ECLIPSE" PUMPER

INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



## EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. The Eclipse Pumper has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot wind-mill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped to a head of over 80 feet on one pint of gasoline.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

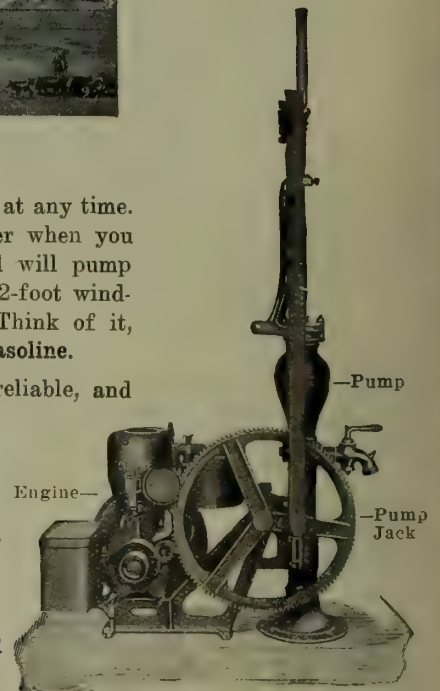
Keep one in stock.

## The Canadian Fairbanks-Morse Co. LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA



# S.M.P. Galvanized Ware

## Galvanized Buckets



Labelled and decorated with red bands.

No. 160, Anti-Rust, Extra Heavy, with Roll Rim Bottoms, Heavy Malleable Ears, riveted and reinforced.

A strong durable Basket, unexcelled for handling grain, fruit, roots, etc.

Small:

Inches, 14 x 9; Capacity, ½ bush.

Large:

Inches, 18 x 11¾; Capacity, 1 bush.

Prices on Application

## Galvanized Baskets



Corrugated bottoms and heavy stationary handles.

# THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Kemp Manufacturing Co.

Limited

Montreal

TORONTO

Winnipeg

# *Disston*

## TROWELS

Designed to meet the demand of **ALL USERS**. They are made — not merely to sell—but for Practical Use by Skilled, Practical Men, as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviably Reputation of Tools bearing the name

HENRY DISSTON & SONS

We can handle  
Mail Orders  
to your satisfaction.

*That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 71 Years Characterizes All*

DISSTON BRAND TOOLS



We are Headquarters for Disston Tools

LEWIS BROS., LIMITED, MONTREAL  
OTTAWA TORONTO VANCOUVER



# BURLAPS FOR WALLS

## Double Sized and Oil Coated

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.

All Standard Shades.

# DYED BURLAPS

Made in widths of 36, 54 and 72 inches only. A good variety of shades.

LENGTH OF ROLLS, ALL LINES, 30 and 60 YARDS.

HARDWARE DEALERS in going over their stock of Builders' Supplies for Spring should not overlook putting in a stock of our

## Prepared Decorative Burlaps

There is bound to be a brisk demand for our Burlaps wherever building is being done, and the dealer with a good stock on hand will reap the benefit of this trade.

## The Unexcelled Wall Covering

Handled by Leading Jobbers of Wall Papers, Paints, etc.

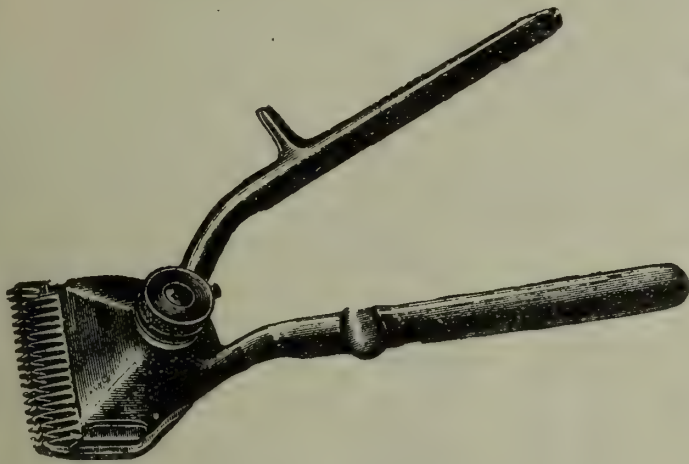
SEND FOR SAMPLET AND PRICES.

MANUFACTURED BY

THE DOMINION OIL CLOTH CO.  
LIMITED

MONTREAL

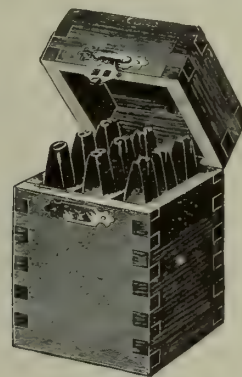
## PUT SOME OF THESE LINES INTO STOCK



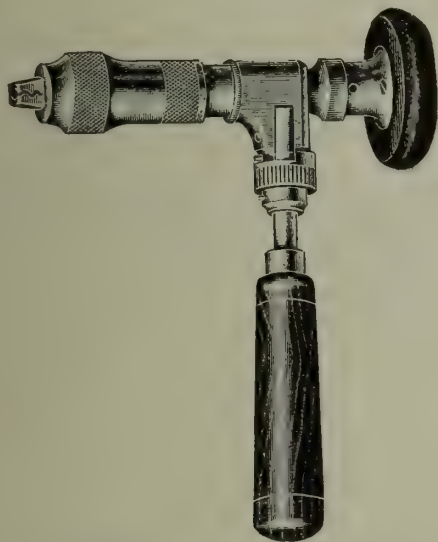
No. 3531. "The Dispatch." a good article at a low price that will sell well just now.



No. 3703. German electrician's pliers, 6½, 7½ and 8½ inches.

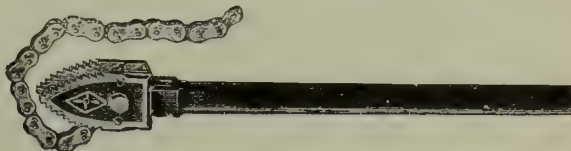


No. 3567BB. Steel figures. We also have steel letters.



No. 2668N. Hand ratchet drill, nicked, ball bearings. A good seller.

THESE  
ARE ALL  
GOOD  
SELLERS



No. 3645. Drop forged steel chain pipe tong, all sizes.

HAVE YOU A COPY OF OUR GERMAN CATALOG?

If not, we will be glad to send you a copy.

You should also have our GREEN BOOK of Hardware Specialties  
—Drop us a Post Card—The discounts will appeal to you.

# SMITH HARDWARE CO., LIMITED

MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

## HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

## WROUGHT IRON

Agricultural Pipe  
Bedstead Tubing  
Conduit and  
Signal Pipe

# PIPE

Steam and Gas Pipe  
Fencing Pipe  
Railing Pipe

**Black and Galvanized      Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

---

## LEAD PIPE

MADE OF THE BEST PIG LEAD

**Soil or Waste,      Composition Gas Pipe,      Fountain or Aqueduct**

---

—SALES OFFICES—

HAMILTON  
Vancouver, B.C.

MONTREAL  
Victoria, B.C.

TORONTO  
St. John, N.B.

WINNIPEG  
Halifax, N. S.

# **It Is Not Too Late To Enter OUR SAMSON WINDOW DRESSING CONTEST**

An effective window stands at the front of a merchant's store and forces an involuntary consideration of the articles displayed. A step further, into the store, and the sale is made.

Our faith in the value of window advertising is so strong that, at the beginning of the month, we offered

## **SIXTY DOLLARS**

for photographs of the five best window displays showing

**SAMSON ROOFING**

**SAMSON GARDEN TOOLS**

**SAMSON FARM TOOLS**

**SAMSON METAL WARE**

**SAMSON SPORTING GOODS**

There is still time for the aggressive merchant to

**GET A SHARE OF THE MONEY BOTH WAYS**

as the contest remains open until the end of June.

Be among the enterprising merchants.

**DRESS YOUR WINDOW THE "SAMSON" WAY**

**QUICK ACTION WINS ALWAYS**

Write for a supply of display cards at once.

**H. S. HOWLAND, SONS & CO.**

**WHOLESALE HARDWARE**

**LIMITED**

**We Ship Promptly**

**Toronto**

**Our Prices Are Right**

**Graham Nails are the Best**

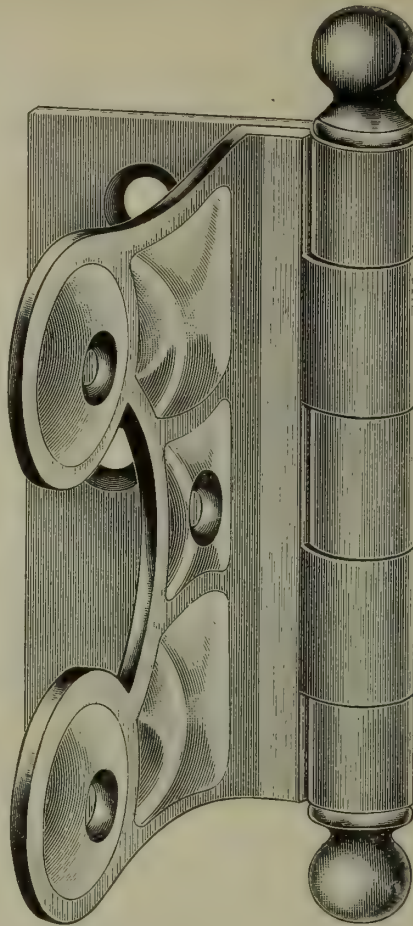


# No. 444

*For the dealer who has a call for high-class work, we offer our Ornamental Butts, which are without a peer for quality and workmanship*

Finished in Dull or Bright Brass,  
Old Copper, Bronze or Nickel.

**Canada Steel  
Goods Co., Ltd.**  
Hamilton, - Ont.



# ORNAMENTAL BUTTS

*We also manufacture three other styles of Ornamental Butts which are rapidly gaining in favor with all Hardware dealers throughout the country.*

Packed one pair in a box with screws.

Makers of the Reliable  
Crescent Brand Butts  
and Hinges.

## A Most Wonderful Little Weapon Is the "Bayard" Baby Automatic Pistol.

Has many points of superiority over all other makes of Automatic Pistols. The simplest, safest and strongest Automatic Pistol made. Can be carried in the vest pocket. Length  $4\frac{3}{4}$  inches, weight  $15\frac{3}{4}$  ozs. Velocity of bullet 837. Has many more good points too numerous to mention here.

Write for descriptive Booklet.



McGill Cutlery Co. (Reg'd.)

P.O. Box 580, Montreal, Canada



J. A. HENCKELS

## Twinworks Cutlery



Your customers want the best—Give them Henckels' Twinworks Cutlery.

There is none better—it meets with approval everywhere



None Genuine without the  
Trade Mark

Sole Agents, F. W. LAMPLOUGH & CO.

Unity Building, MONTREAL



# How Plymouth Prestige Helps

The season is almost here when Canadian farmers will need new rope for haying and other farm work.

Thousands of these farmers bind their grain with Plymouth Twine—more are doing so each year. To this great class the name “Plymouth” already means “satisfaction.” The easiest *rope* to sell them is

## PLYMOUTH ROPE

“The Rope You Can Trust”

and it's also the easiest to *sell again*, for like the twine, it *satisfies*.

This familiarity with “Plymouth” manufacture, this favorable attitude toward all *Plymouth* products, is a tireless outside salesman—at *your* command for the asking.

Both rope and twine are leaders in their fields. Both are made in Canada by the world's largest cordage manufacturer. Their future is secure. They will help make *your future* secure.

Begin *this season* to sell *Plymouth* Rope.



**Independent Cordage Co., Limited**

Canadian Sales Agents

**55 Colborne Street, Toronto, Canada**

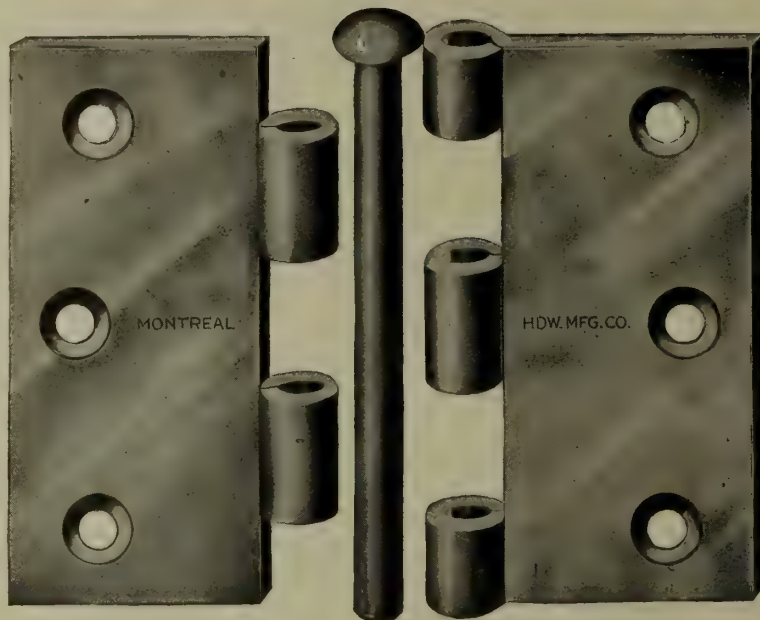
Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



# Wrought Steel Reversible Loose Pin Butts

M. H. Brand is the kind that will please your customers.

The Quality can always be depended upon and the finish is particularly good.



Send us a trial order and take a look at the goods. We believe they will please you. We always deliver promptly.

*Send for a copy of our catalogue*

**THE MONTREAL HARDWARE MFG. COMPANY, LIMITED, - MONTREAL**



## Spear & Jackson

LIMITED

"The Name's The Guarantee"

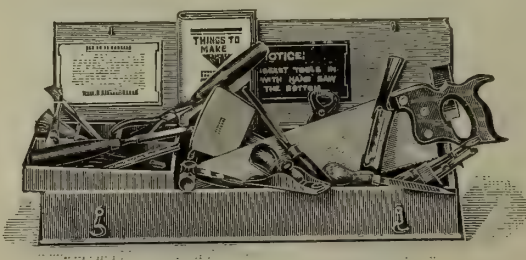


No. 171A Secret Process, Vanadium Steel

## SAWS, FILES AND EDGED TOOLS

Spear and Jackson products are of the highest quality are absolutely guaranteed to give universal satisfaction. There is a splendid profit awaiting you.

Stock a trial order.



No. 5A Containing 22 Tools.

## Spear & Jackson, Limited

SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada  
CORISTINE BUILDING, MONTREAL

*We Initiate—Never Imitate*

# Hanger Superiority



Front View  
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

## POINTS OF SUPERIORITY

- Simple in construction.
- Easily attached to door.
- Flexible and rigid hanger in one.
- Great strength and durability.
- Anti-friction steel roller bearings.
- Axles and rivets galvanized to prevent rust.
- Shoulder on axle prevents wheel housing from binding.



View of "Big 4"  
Hanger, Showing  
Flexible Feature

## BRACED RAIL

On which the BIG 4 HANGERS run is made from  $1\frac{1}{4}$  x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED  
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

# NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS



# CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,  
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

## THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish  
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any  
thickness from .002" to .250.

## The More Attractive and Convenient You Make Your Store—The More Trade You Will Procure

Berlin Hardware Display Cabinets make it easy for customers to select what they want quickly, because goods are displayed behind glass doors or display front compartments. Articles thus displayed are kept free from dust, and as a result they always retain their original good finish and appeal to all prospective buyers. Our Display Cabinets are made from the best oak and splendidly finished. The illustrated section of Shelf Boxes and Tool Cabinets supplied to C. H. Tarbell, Comox, B.C.

Write for circulars.

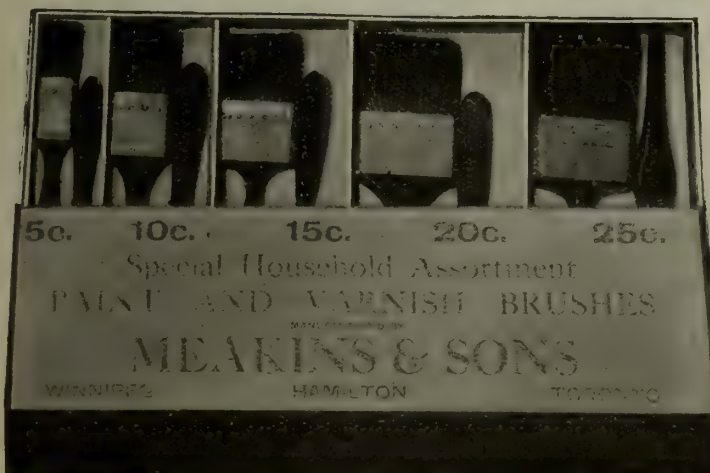


**The Walker Bin and Store Fixture Co., Limited**  
BERLIN MANUFACTURERS AND DESIGNERS OF MODERN STORE FIXTURES ONTARIO



Paint and Varnish **BRUSHES** That are Profitable

The Good Quality Combined With Low Price  
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

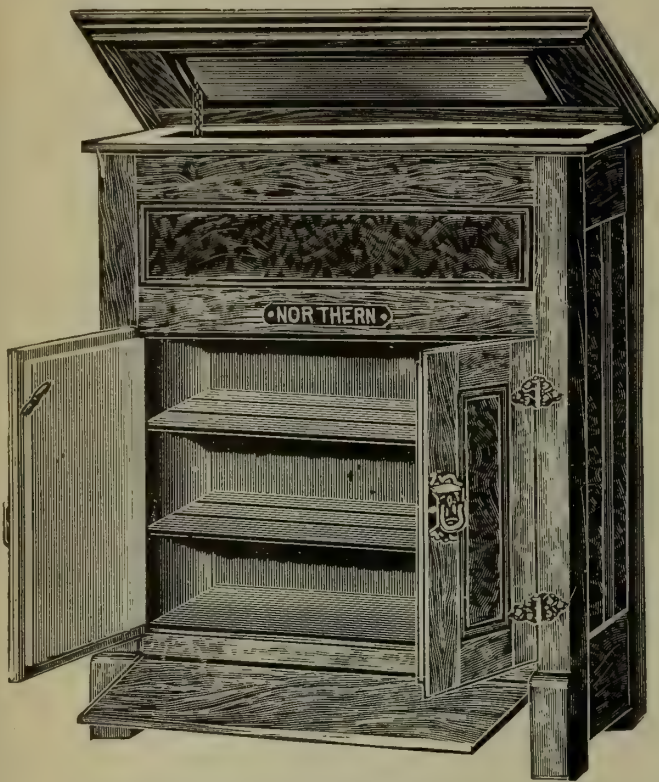
Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

**Meakins & Sons**  
Limited

Hamilton, - Ontario





Cut illustrates Size No. 4.

## "Northern" Refrigerators

### Dry Cold Air Principle

Made from well-seasoned hardwood with paneled doors.  
Fitted with fancy brass locks and hinges—Syphon  
Cup—Self retaining Casters—Removable shelves  
Galvanized lining throughout—Perfect  
Insulation—Splendid value.

### THREE SIZES

Number . . . . .	1					
Outside Dimensions . . . . .	Long	Deep	High			
Inches . . . . .	28	18	42			Single Door,
Capacity of Ice Chamber . . . . .			40 lbs.			
Number . . . . .	2					
Outside Dimensions . . . . .	Long	Deep	High			
Inches . . . . .	30	20	42			Single Door
Capacity of Ice Chamber . . . . .			50 lbs.			
Number . . . . .	4					
Outside Dimensions . . . . .	Long	Deep	High			
Inches . . . . .	36	21	45			Double Doors
Capacity of Ice Chamber . . . . .			60 lbs.			

Write for Prices. We can ship promptly.

**The Thos. Davidson Mfg. Co., Ltd.**

MONTREAL

TORONTO

WINNIPEG

## Foot, Gap, Squaring and Slitting Shears

**For Slitting or Trimming Sheet Metal  
Any Length Not Exceeding  
16 Gauge in Thickness**

We make them with two depths of gap, viz.: 15 and 18 inch. The 15-inch will slit the centre of a 30-in. sheet, and the 18-in. a 36-in. sheet.

Drop leaf tables are furnished on each end of bed for supporting long sheets. The hold-down, operated by a hand lever, is adjustable for various thicknesses of metal.

The knives are ground perfectly true and require no packing.

**The  
BROWN-BOGGS CO., Limited**  
HAMILTON, ONTARIO, CAN.

Tinsmiths' and Sheet Metal Workers' Tools.  
Presses Dyes.

The Assurance of  
Good Work and a  
Saving of Time.





## METALLIC CEILINGS FOR STORES

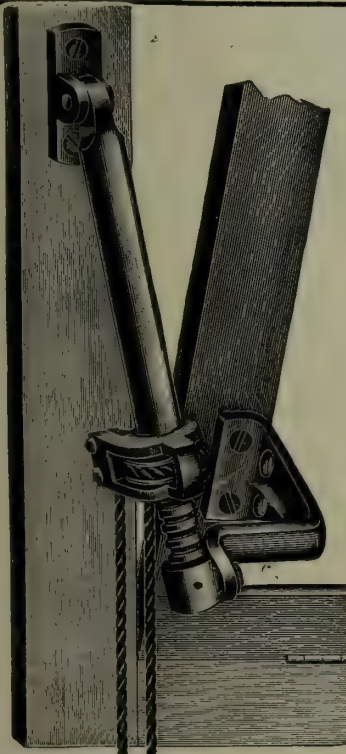
There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

### The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT.

Manufacturers

WINNIPEG, MAN.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

# EVERED

& CO  
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

## MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

## BRASS FOUNDRY

## LIGHTING FIXTURES

## METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

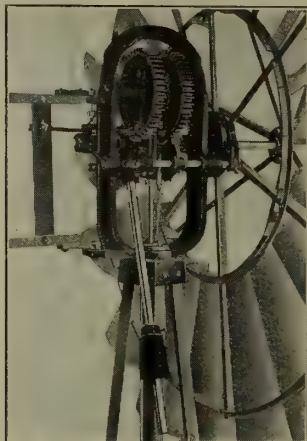
PLEASE NOTE: All Communications should be addressed direct to the Factory, Surrey Works, Smethwick, England.



## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



Stock Up on the New

## NICHOLSON-MADE MOWER FILE

**W**E have a new file—a solid-handle mower file for sharpening sections, that saves removing the knife from mower or binder cutterbars. It is made in regular or reverse style. We not only advertise it to farmers in the Montreal Star—over 1,000,000 advertisements of it distributed among farm readers—but recommend that they use three such files a season.

### Help Your Trade During Haying

by ordering a stock NOW, through your regular jobber, in your regular "Nicholson-made" File Brand. Remember to order "Nicholson-made Solid Handle Mower File, Regular Section" and also "Nicholson-made Solid Handle Mower File, Reverse Section."

Do this now. We are sending the Consumers to your store to get them.

**Order Nicholson-made Files Today through Your Jobber. Sort Up your Stock. Add Solid Handle Mower Files. Here are Nicholson-made Brands:**

**American, Arcade, Globe, Great Western, Kearney & Foot**

**NICHOLSON FILE CO.**  
PORT HOPE, . CANADA





## Special Trophies

Interest in sport of every line is growing daily, likewise the demand for Suitable Trophies.

A most efficient designing department will supply you with anything you may desire, from a shield at \$2.00 list to the most elaborate Trophy you may have request for.

Prize Cup Catalogue and prices sent on application.

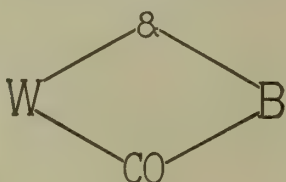
**Standard Silver Company of Toronto, Limited**

North Madison Avenue





**Tools of Quality  
Bear These Marks**



## Wrenches With the Strength

"W. & B." Wrenches stand up to any standard you can set for a wrench. They are made by a corporation with 59 years' manufacturing experience back of it. They give lasting service under the most severe service requirements, because they are better than ordinary wrenches, because every part is made of selected material and every manufacturing step is under the supervision of experts.

Test them to the limit. See that the wrenches you use bear the "W. & B." Diamond Trade Marks, guaranteeing strength and quality.

Jobbers in all large cities will supply or write us. Catalog No. 82 G.

# The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Factory at St. Catharines, Ontario

Stocks carried at Winnipeg and Montreal



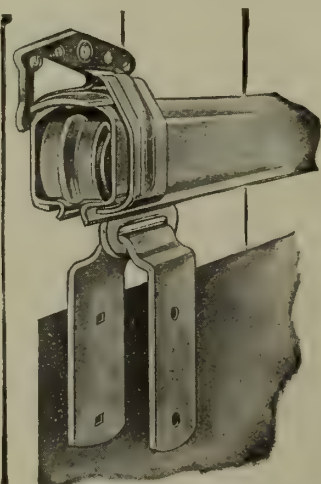
The Loudon  
Sanitary  
Tubular  
Steel  
Stanchion

## Just these three to start with and a few copies of the Loudon Catalogue

to hand to the farmers who are interested in perfect barn equipment in your district, and get off to a good start making money on the Loudon line.

## LOUDEN Barn Equipments and Farmers' Hardware

The Famous Bird Proof  
Barn Door Hanger



Louden Harpoon  
Fork

are the recognized standards in their line. You have to look no further than the farms and dairies of the Dominion Government Colleges for practical demonstrations of their worth. We make everything for the barn, and farmers who want the best, want Loudon's goods.

Write for Catalogue and Agency Terms

## Louden Machinery Co.

Guelph, - - Ont.

# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**



for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.

**Eley  
"Grand  
Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

**Eley  $\frac{5}{8}$ -in.  
Deep-Shell  
Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38  
Automatic**



**.32  
Automatic**



**Eley .22  
Long Rifle  
"E" Brand  
Blue Label**



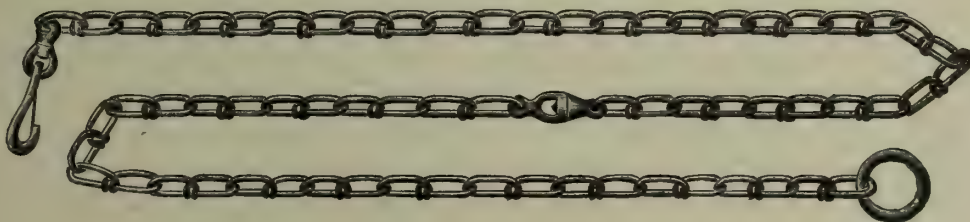
**.25  
Automatic**



*Sold by all Jobbers  
throughout the Dominion.*

**Wholesale only:  
ELEY BROS.  
(Canada) Limited  
North Transcona,  
Man.**

## Tie Out or Tethering Chains



**Lightest, Strongest and Best Chains on  
the market.**

**Halter, Dog, Cattle, and Trace Chains.**

Manufactured by

**The B. Greening Wire Company, Limited**  
Hamilton, Ont. Montreal, Que.



# This Gun In Your Window



with the price displayed on it, will catch the eye of any boy that passes by your store. And you know that when a boy really sets his heart on anything, he can find ways and means of raising the money. Higher-priced rifles are out of his reach, but he'll buy the Hamilton-27 as soon as you are ready to sell it to him.

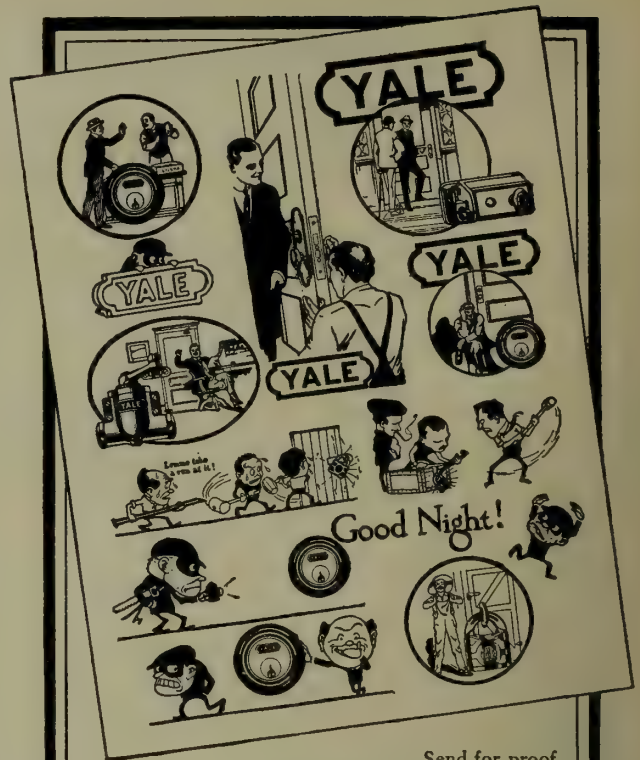
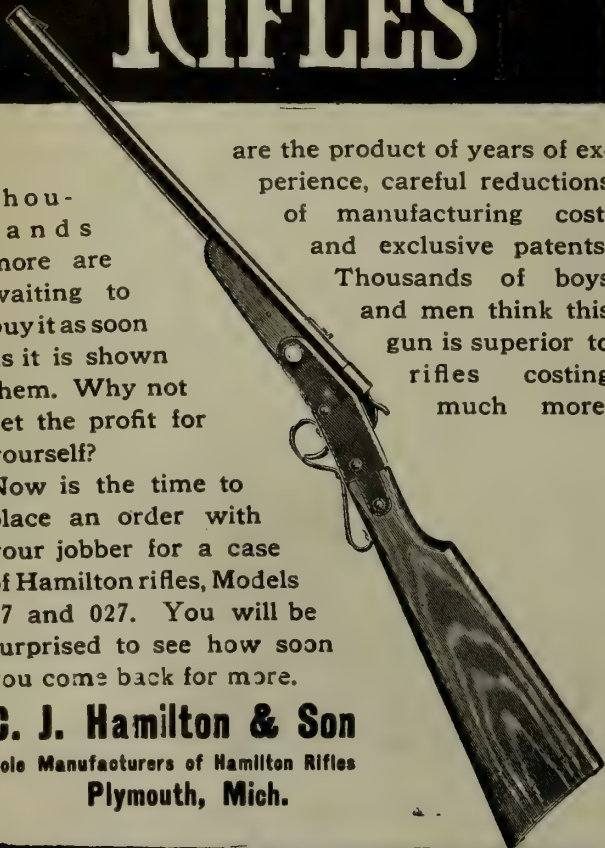


thousands more are waiting to buy it as soon as it is shown them. Why not get the profit for yourself?

Now is the time to place an order with your jobber for a case of Hamilton rifles, Models 27 and 027. You will be surprised to see how soon you come back for more.

**C. J. Hamilton & Son**  
Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.

are the product of years of experience, careful reductions of manufacturing cost, and exclusive patents. Thousands of boys and men think this gun is superior to rifles costing much more;



Send for proof showing these cuts full size

Liven up your newspaper advertisements with these attractive pictures—the cuts are free to Yale Dealers.

A clever picture will get the eye of a reader more quickly than anything else, and if it tells a story about something you sell, the business-getting quality of your advertisement is increased.

We go to a great deal of trouble and expense to get good pictures for our dealers, and we have the word of many of them that this advertising help pays.

Send for proofs today and order what you need. This is only one of the ways in which our Dealers' Advertising Service helps you to earn more money. Some of the other ways are shown in our new book, "Selling More Yale Door Checks." Ask for your copy today.

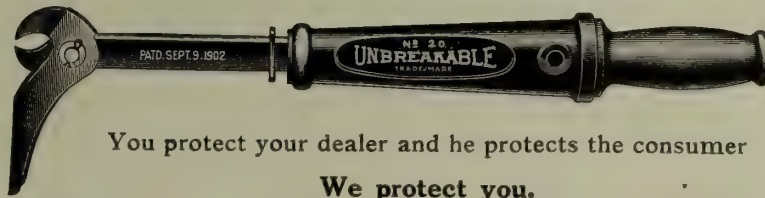
## Canadian Yale & Towne Ltd.

The Makers of YALE Products in Canada  
Locks, Padlocks, Builders' Hardware,  
Door Checks and Chain Hoists  
General Offices and Works: St. Catharines, Ont.  
New York Chicago San Francisco  
9 East 40th St. 74 East Randolph St. 134 Rialto Bldg.



## Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreak-  
able is guaranteed for  
five years.



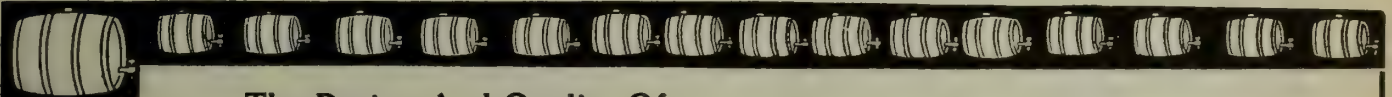
Write for circulars  
and prices.

You protect your dealer and he protects the consumer

We protect you.

**The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.**

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



The Design And Quality Of

## D. PERES Barrel Brand CUTLERY

(Razors, Pocket Knives  
and Scissors)

Are The Best Assurance Of Better Business

On every sale you procure a splendid profit and satisfied customer.

Send us a trial order to-day. You will soon become convinced that Barrel Brand Cutlery is an exceptionally good seller.

Ask for particulars.

Canadian Agents: GREEFF-BREDT & CO., TORONTO



Western Office: Feilman & Jardine,  
222 Portage Ave., Winnipeg.

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

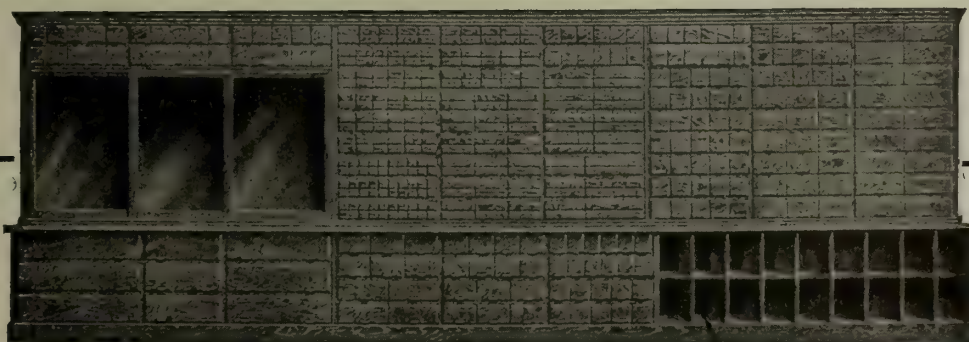
Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

**THE BARTON NETTING CO., LIMITED**

38 Ouellette Avenue

WINDSOR, ONT.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same.

Send for Illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



# Just Out

## Catalogue Number Nine

A Helpful Guide to the proper selection of "QUICK SELLERS." It illustrates "THE BEST KNOWN" and "THE BEST THERE IS"

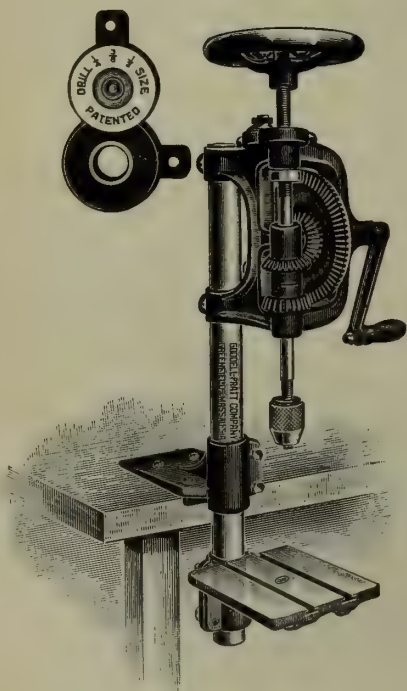
Power and Hand Washing Machines  
Power and Hand Clothes Wringers  
Mangles, Lawn Dryers, Churns, Etc.

A most profitable half hour can be spent looking over a copy. A postcard brings one.

**Gummer-Dowsell Limited, Hamilton, Ont.**

## BENCH DRILLS

With Intermittent Friction Feed  
and Quick Return of Spindle



This Feed is instantly adjustable to any size of drill within the capacity of the machine, and beyond setting it properly no further attention is necessary. All the operator does is to turn the crank.

The Spindle is provided with a quick return movement. All that is necessary is reverse the movement of the crank.

They are paying profits to dealers.

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, - - Mass., U.S.A.

## MOWING MACHINE OILERS

COPPER PLATED AND LACQUERED



No. 705.  
Wide Mouth Oilers.  
Can be filled without a funnel.  
Most convenient oiler for the  
field or farm.



All Sizes—  
All Length Spouts

You will be asked for  
these every day at this  
time of the year.

Keep a stock on hand  
and retain your custom.  
All orders shipped the  
same day as received.

**E. T. Wright Co., Ltd., Hamilton, Canada**

## CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,  
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

### OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4  
in., is thoroughly inspected and tested to  
600 lbs. pressure, and every length is  
branded with our trade mark.

### Also NIPPLES

Black and Galvanized  
All Sizes.



**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,**

Works :  
Lachine Canal



## No Fear Of Breaks In Great West Woven Fencing

You can recommend this line with  
thorough confidence.

It is manufactured from the heaviest  
and best hard drawn spring steel  
wire, heavily galvanized and guar-  
anteed to be full gauge.

Your customers can save in posts  
owing to this strength.

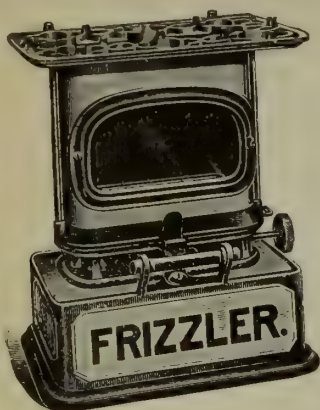
*Manufactured By*

**The Great West Wire Fence Co., Ltd.,**  
WINNIPEG MANITOBA

AGENTS:

Race, Hunt & Giddy, Edmonton, Alta.  
Reynolds & Jackson, Calgary, Alta.  
Plasterers & Builders, Ltd., Saskatoon, Sask.





## FRIZZLER OIL STOVE

4½" Burner  
With extinguisher

## AXLE PULLEY

Brass Plated  
2¼" wheel



Other seasonable lines.

Large stock kept in Winnipeg.

WRITE FOR PARTICULARS.

**Archibald Kenrick & Sons (Canada) Limited**

141 Bannatyne Ave. East

--

Winnipeg, Man.

# Stanley Tools

## No. 50½ MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

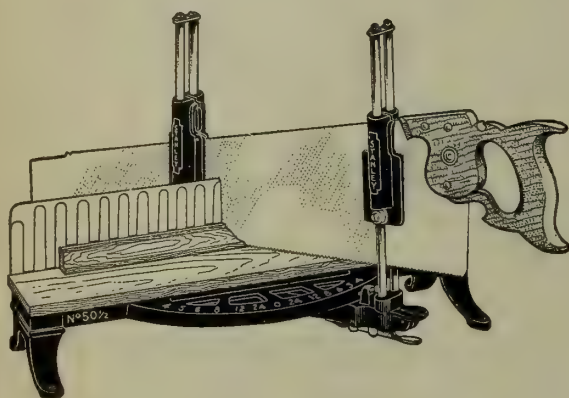
The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable. The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

No. 50½

No. 60½ with 20 in. Back Saw

List Price each \$5.50

" " \$7.50



**Stanley**  
**Rule & Level Co.**  
NEW BRITAIN, CONN. U.S.A.



# Robert Sorby & Sons, Limited, Tools

MADE IN ENGLAND

We carry a stock of  
the following:—

Chisels assorted, Hatchets, Planes, Plane Irons, Edging Knives, Turnscrews assorted, Spokeshaves, Spirit Levels, Marking Gauges, Cutting Gauges, Mortice Gauges, Bits, Pliers, Screw Wrenches, Hoop Drivers, Pointing Trowels, Plasterers' Trowels, Brick Trowels, Chalk Lines, Hacking Knives, Shoe Knives, Plumb Bobs.

**Geo. H. Saywell Company, 61 Albert St., Winnipeg, Man.**

The  
Line



of  
Quality

WRITE FOR DESCRIPTIVE CIRCULAR.





# Every Person Who Has An Automobile Should Own A "PRESTON" METAL GARAGE



Illustration in Catalog "Better Buildings"

## Be Our Agent for "PRESTON" Garages and Make Big Money

We supply you with a neat, compact, attractive catalog, which you can use to get parties interested. Get after automobile owners in your town—point out the advantages of a metal garage. When you think you have a party interested, write us and we will send an expert salesman, absolutely free, to close the sale.

By co-operating with us you get a large commission on every sale. You cannot afford to overlook this proposition—some dealers made from \$300 to \$1,000 in commissions last year by being our agent.

We do most of the work, but the dealer gets all the commission.

Write us to-day.



Illustration in Catalog "Better Buildings"

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog on  
"Better Buildings," also agency  
proposition.  
Sign name here.





# MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



**MAGNOLIA METAL CO.**

Office and Factory

225 Ambroise Street Montreal



## CORRUGATED IRON ROOFING AND SIDING

All kinds of conductor pipe, eavetroughs, elbows, valleys, ridge roll, skylights, ventilators and galvanized iron sheets.

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**



## "Quick Meal"

Blue Flame Wick Oil Stove

...THE...

**ORIGINAL OIL STOVE**

WITH A

**GLASS FOUNT**

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are  $17\frac{1}{2} \times 25$  and  $17\frac{1}{2} \times 33$  of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

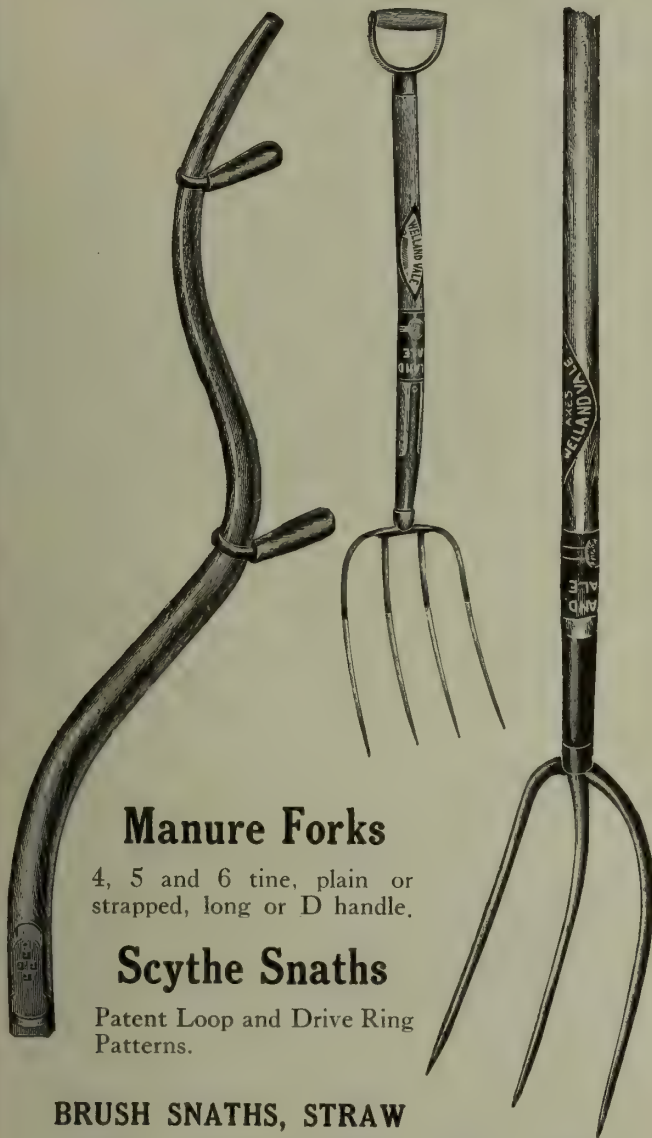
Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA

# HIGH GRADE HARVEST TOOLS



## Manure Forks

4, 5 and 6 tine, plain or strapped, long or D handle.

## Scythe Snaths

Patent Loop and Drive Ring Patterns.

BRUSH SNATHS, STRAW FORKS, BARLEY FORKS, HAY FORKS, SPADING FORKS, POTATO FORKS, WEEDING HOES, GRASS HOOKS.

Our General Catalogue Shows Full Variety.



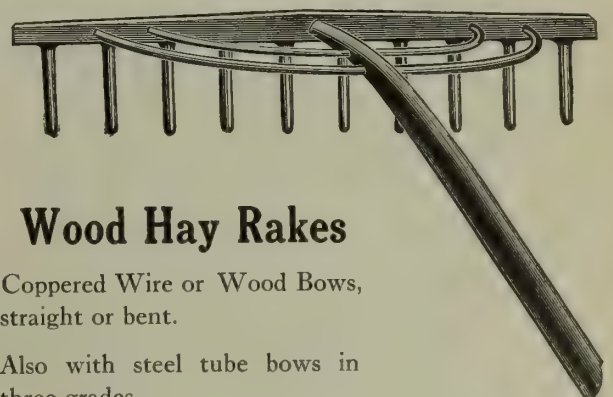
## Grass Scythes

- No. 187 Cast Steel with regular heel.
- No. 188 Cast Steel with wide heel.
- No. 215 The Lily, with regular heel, bronzed.
- No. 216 The Lily, with wide heel, bronzed.
- No. 212 GREY EAGLE, with regular heel, natural finish.
- No. 213 GREY EAGLE, with wide heel, natural finish.



## Hoes

- |               |              |                  |                |
|---------------|--------------|------------------|----------------|
| No. 154       | No. 40       | No. 156          | No. 158        |
| 8 in. Field   | 7 in. Bean   | 6 in. Garden     | 4½ in. Ladies' |
| No. 153       | No. 155      | No. 160          |                |
| 8 in. Riveted | 8 in. Socket | 8 in. Turnip Hoe |                |



## Wood Hay Rakes

Coppered Wire or Wood Bows, straight or bent.

Also with steel tube bows in three grades.

# Caverhill, Learmont & Co.

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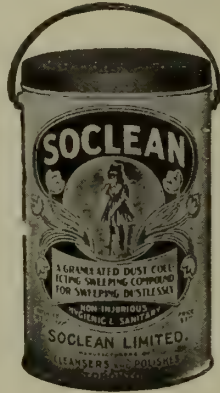


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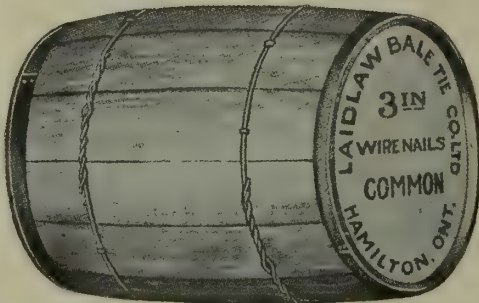
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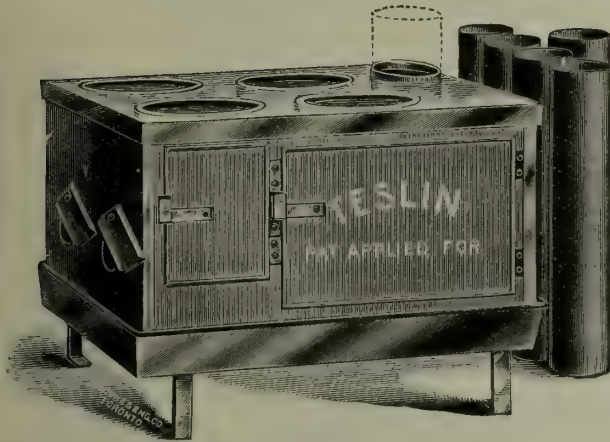
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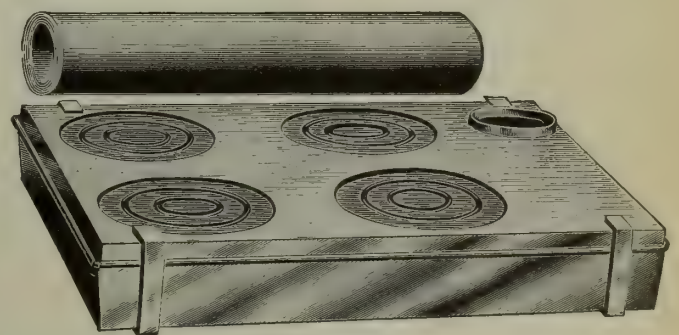


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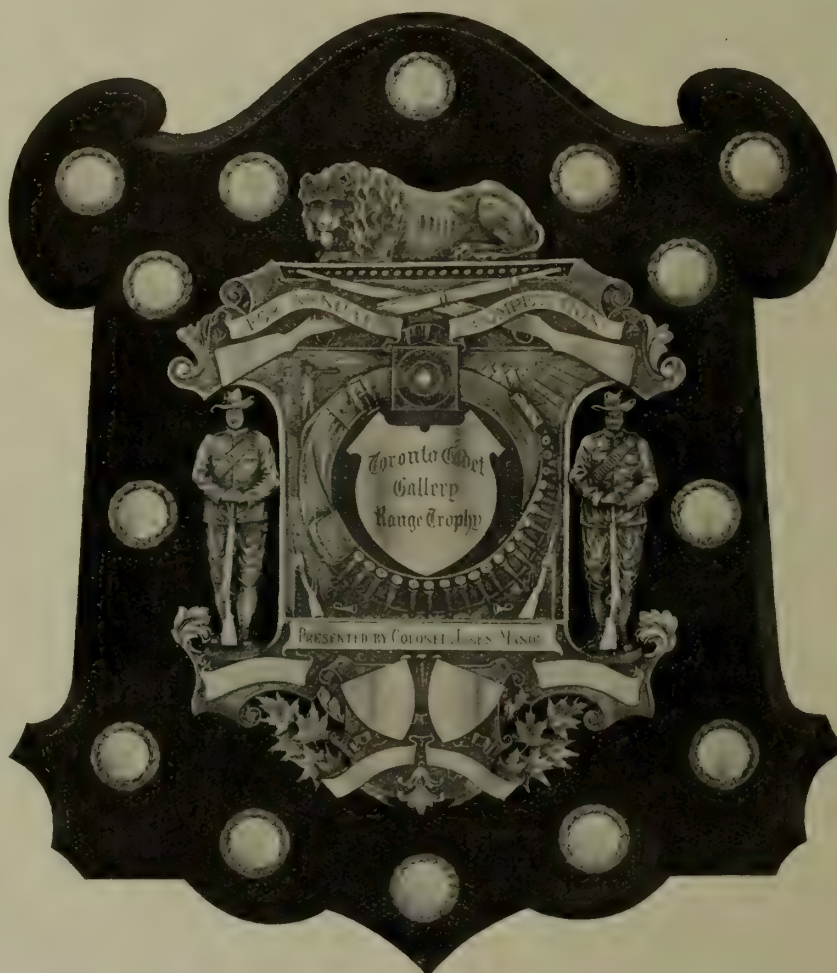


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# HARDWARE AND METAL

*Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, MAY 17, 1913.

No. 20

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address : Macpubco, Toronto ; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

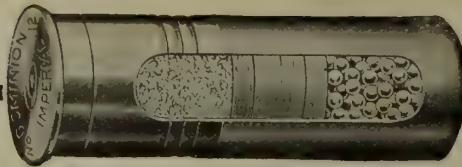
## HARDWARE AND METAL

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 UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 2009; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234.  
 FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.  
 SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.





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# WESTERN RETAILERS ORGANIZE



*Exterior view of the Regina, Sask., City Hall, where 600 Saskatchewan business men met in conference last week and formed an Association.*

At what was probably the largest gathering of merchants ever held in Canada, a Saskatchewan Retail Merchants' Association was formed last week in Regina. Almost 600 delegates attended from all parts of the province and for enthusiasm no meeting could have been more marked. One of the best and most far-reaching results will be a more careful system in the extension of credits throughout the province. In fact many dealers have been induced by the discussion to sell for cash in future.

A pleasing feature of the convention was the length of time given to treatment of business problems such as buying, selling, extending credit and cash system. Too often the entire time of gatherings of this kind is taken up in discussing only legislation affecting the trade. Bright things are in store for the men who have become associated with this new organization if every one—officials as well as those in the ranks—will lend their best efforts to its success, at home as well as at the annual conventions.

## Special Staff Correspondence.

Regina, Sask., May 13.—The West has a reputation for large things, and it, therefore, seemed likely that the gathering of Saskatchewan business men, arranged for Regina, would prove a thorough success. It is doubtful, however, if even those who worked so hard to make possible this series of meetings had any idea that the retailers would attend in such large numbers, or that they would show such great enthusiasm. It is doubtful, indeed, if a better business gathering has ever been held in Canada. Nearly 600 dealers registered, and at no session did the numbers in attendance fall below 300.

This large attendance, the care with which the programme had been arranged, the thorough study given their

subjects by the various speakers, and the Western vim which all present showed in taking part in the various discussions, made the gathering exceedingly profitable. What the full outcome will be, of course, remains to be seen, but certainly all in attendance got ideas which can hardly fail to be of the greatest value.

Take it for all and all, probably the note struck in favor of a cash system was the feature of the Convention. A number of those present declared their intention of adopting this method of doing business. Others determined to watch credits more carefully.

### An Association Formed.

The great result of the gathering as far as it can be seen now was, of course,

the formation of a Saskatchewan Retail Merchants' Association. This is affiliated with the Dominion Association, the charter secured by Saskatoon merchants some little time ago having been handed over to the new provincial body.

At the final meeting of the Convention, officers for the Association were elected as follows:—President, J. F. Bole, of Regina; 1st vice-president, F. J. Agnew, of Prince Albert; 2nd vice-president, W. W. Cooper, of Swift Current; treasurer, J. L. S. Hutchinson of Saskatoon.

The selection of a paid secretary was left in the hands of the officers, who met Wednesday evening and appointed H. J. Robinson. Mr. Robinson has been



acting as secretary for the Retail Merchants' Association of Saskatoon.

Already it has been evidenced that the Saskatchewan retailers intend taking a hand in the making and amending of laws. At one of the Convention sessions Norman MacKenzie, K.C., of Regina, delivered a striking and remarkably practical address on Commercial Law. He suggested two or three reforms for which the retailers might commence work at once, and the newly-appointed executive of the newly-formed association wasted no time in considering the best means of securing these reforms. It seems likely that the Provincial Government will hear from this body before many months have passed.

#### A General Vote of Thanks.

At the final meeting, where formation of the provincial association was the main item of business, W. C. Painter, of Tantallon, seconded by H. R. Veals, of Ituna, introduced the following resolution of thanks:

"That this Convention extend a hearty vote of thanks to the cities of Regina and Moose Jaw, the Press, the committee in charge, the several speakers, and all those lending assistance toward the bountiful provisions made for our entertainment and instruction. That we, the retail merchants of Saskatchewan present, appreciate this, and will endeavor to do our part towards the attainment of some of those ideals pointed out by the various speakers redounding to the benefit of ourselves, our customers, our province and our own fair Canada."

This was enthusiastically passed, and A. M. Nicol, who had acted as secretary during the entire Convention, was called upon to reply. It was, he believed, the general opinion of the outside public that never had a more business-like gathering been held in Saskatchewan. He hoped that at some later date the association would meet in the capital city again.

#### Question of Affiliation.

The actual work of forming the association at once started a discussion as to the advisability or inadvisability of affiliating with the Dominion body.

W. C. Painter held that there was nothing to be gained by connection with the Dominion organization. He remembered that the Dominion body had sent 500 members to Ottawa opposing a co-operative Act which had really been in the interests of the farmers of the West, and so indirectly of the Western merchants. It was finally decided, however, that the association's influence in Saskatchewan would not be decreased

at all were it to affiliate with the Dominion body, and that the outside influence might be greater. This conclusion being reached, the election of officers at once proceeded, J. L. S. Hutchinson, of Saskatoon, proposing F. J. Bole for president. The suggestion was received with enthusiasm, motion at once being made that nominations be closed.

"I don't accept this position lightly," said Mr. Bole, in thanking the delegates for their confidence in him, "but I do feel so sure that good work can be done by this organization that I think I am justified in taking the office. We can be a great factor in bettering the conditions of the whole country.



*J. F. BOLE, M.L.A.,  
of the Regina Trading Co., unanimously elected President of the newly organized Saskatchewan Retail Merchants' Association. This picture was taken some years ago.*

"This is a representative gathering," continued the new president, "and I hope the policy will be adopted of shifting the conventions from centre to centre, so that all will get the greatest benefit. In conclusion, I would say that I intend to give the time necessary to make this association a success."

#### Moose Jaw Next Year.

F. J. Agnew, 1st vice-president, and W. W. Cooper, 2nd vice-president, and J. L. S. Hutchinson, treasurer, were quickly elected, when arose the question as to the next place of meeting. The merchants of Moose Jaw had been exceedingly helpful in making the present gathering a success, and it was felt by a good many that they deserved the honor of the next Convention. On the other hand, a number believed the

gathering should next be held in the north, and Saskatoon was mentioned. The Saskatoon delegation would like to have had the gathering too, but showed themselves good sportsmen by stepping down and themselves proposing that Moose Jaw be the next meeting place.

A wire was received from the Mayor and the president of the Board of Trade of North Battleford urging that the Convention meet there in 1914, but on a vote it was determined that Moose Jaw should get the gathering.

The proceedings of Monday afternoon were largely formal, yet even in the addresses of welcome—too often mere expressions of good-will—notes were struck which gave evidence that the convention would be one of the greatest importance. It became apparent that the men had gathered not only with the object of hearing others speak, but of voicing their own opinions upon the various matters. It became evident, indeed, that there would be some high thinking and plain talking.

S. G. Burton, chairman of the committee which has for some time been preparing for the convention, very briefly opened proceedings. The gathering, he thought, a happy idea. There are subjects of vital importance to business men. This year these have been more important than usual. At the convention many of these subjects were to be treated carefully, and good could not fail to result; but the greater good would come from a free discussion upon these subjects.

#### The City's Welcome.

Mayor Martin, extending the civic welcome remarked that he could not give the delegates the key to the city, as is sometimes the custom. "There is no key," he stated. "The city isn't locked. It is yours. It is open to all."

Speaking upon the direct object of the convention—upon which, as a retailer he was thoroughly qualified to talk, the Mayor referred to the difference in the merchandizing problems of the West from those of the East. "We are a country in the making, out here," he said, "I think Saskatchewan is the richest province in the Dominion. If not at once, yet in latent wealth. But we are keeping our eggs too much in the one basket. We are too much grain growers. I'm glad the question of diversification is going to be taken up."

H. G. Smith, president of the Regina Board of Trade, and one of those who conceived the idea of the present gathering, referred to the splendid work done by Mr. Burton, and those with him on the committee which arranged the programme. He referred, especially, however, to the half hour's discussion which would follow every paper. That discussion, he thought, would be of the





*Group photo of some of the delegates at the Regina convention. This, however, does not show more than half of those in attendance. As there was a reception at Government House for the lady visitors when this picture was taken, only a few of the feminine sex are in it.*

greatest value. If the delegates did not make it so it would be the delegates own fault. "Freight claims are going to be treated by a railway man," instanced Mr. Smith. "Let this man hear of your own cases. Tell him of your delays if you have suffered. Let us put our case clearly before these people. It is the only way we will derive the benefit we want.

"The question of Insurance is also coming up. Something may be said of a uniform policy. Let us talk over carefully the advisability of that.

J. F. Bole, welcoming the delegates on behalf of Regina's retailers, jumped right into his favorite subject of credit. On this, or rather on the inadvisability of giving, or taking credit, Mr. Bole feels very keenly. His remarks were received with an enthusiasm which showed how many feel with him, even though they may as yet have been unable to adopt the cash system.

#### Retailer Next to Farmer.

"At election time," said Mr. Bole, "we all get out and say what a big man the farmer is, and how he has built up the province. This is true, but next to the farmer the retailer is the man who has most helped.

"I'm one of those who has changed from credit to cash. Some say that credit must be given, but I say that if so the retailer should not do it with no security, and let the implement man get all the security.

"I hope," continued Mr. Bole, "that out of this convention will grow a big strong, retailers association. I won't agree to fixing prices; don't believe in it.

But I do believe there are many objects we can accomplish by uniting—this question of credit is one of these. I personally do not think that any man in a large centre is justified in doing a credit business. To change to cash is only a matter of a month's adjustment. Your customers soon get the new idea. In smaller places, perhaps, credit must be given, but if so let us get some way of securing ourselves."

#### THE QUESTION OF BUYING.

Following an address upon buying from the retail point of view, delivered by H. Snell, of Moose Jaw, arose one of the many interesting discussions of the convention.

Is it best to buy from the traveler or to go down to the market?

How often should a stock be turned over?

Would collective buying prove an advantage?

These and many other equally important points were raised, and so free was the discussion, and so animated, that D. B. Detwiller, of North Battleford, the chairman of the evening, had his hands full to see that all got their opportunity to put a query, or to state their experiences.

A buyer, Mr. Snell brought out, must know his departments. He must know what the business can do, and he must have his finger on the pulse of the community. He must know the demand. Only when the buyer can properly co-ordinate the wants of the business and of the trade is he successful.

Certain steps can be taken to assist the buyer. Records are of value, and records should be kept. It is well to have a maximum and a minimum amount fixed for staples. Then the stock of these will never be exhausted. Neither will it ever be so large that too much capital is wrapped up.

One of the best ways to determine what to buy as brought out by Mr. Snell is to take the advice of those who are selling. Travelers should know what is moving well elsewhere. They can give useful information.

#### Study Trade Paper for Markets.

A buyer must know the market. How is he to get the information. "There is no better way," said Mr. Snell, "than through the trade papers, which thoroughly go into this, and which deal with conditions likely to affect the market."

The best buyer, it was pointed out, is not necessarily the man who gets the cheapest goods—rather is he the one who gets the best goods and the right goods. He can only get this desired result by remembering the retail selling end, and he must not be handicapped by bad credit. If a buyer is to do the best work, his firm must keep its credit high. The concern must have a reputation for paying cash, or for paying promptly.

Initiative is another asset of the good buyer which Mr. Snell emphasized. "A man must be ever on the look-out for new lines which will be trade winners for the staple lines. That promotes the general turnover."

In opening the discussion the chairman summed up the address as one which had clearly brought out the desirability



of a buyer getting the closest prices, the best goods, and the best goods at the proper time. In a sentence this did summarize the remarks, but Mr. Snell had started those four hundred retailers thinking, and the questions and comments came thick and fast.

## Frequency of Stock Turnover.

"How often should a general stock be turned over in a year to make a profit?" asked J. F. Bole.

"That," said Mr. Snell, "depends largely on the profit. You might turn it once and make a good profit. You might turn it four times and make none. I think though, that a stock should be turned at least three or four times.

"Yes," commented Mr. Bole, "but I think it is the exception when a stock is turned three or four times and money is lost. My experience has been that turning twice means losing money. Turn the stock 2½ times and expenses are cleared. Turn it four times and you make a good profit."

W. C. Paynter, of Tantallon told of his own experience. "I do about \$50,000 business," he stated. I carry an \$18,000 stock and turn it about three times."

"The difficulty with the country stores," said Mr. Granger of Creelman, "is that while we turn over groceries, there are some lines which can not be turned over often. The question is, should we keep that class of goods at all? What turnover should you have to justify you in keeping these goods?"

While not exactly answering this query, Mr. Curry's remarks bore directly upon it. "In dry goods especially," he stated, "styles change and one is left with a dead stock. These lines, I think, should be bought in small quantities.

T. G. Agnew, of Prince Rupert, brought the subject around to the proper rate of profit. "In the West," he said, "Money is worth about 10 per cent. without any risk. So when a man is taking the risk of business he should get from fifteen to twenty per cent."

This led Mr. Evans, Secretary of the Retail Grocers' Association of Prince Albert to refer to collective buying. "Cheap buying," he said, "makes cheap living. Collective buying enables men to get better discounts, so they can either sell for less or reap a better profit—perhaps a little of both."

"I think that is the right chord," approved W. C. Paynter. "In the Eastern part of Saskatchewan we club in with the merchants of Western Manitoba." The venture, Mr. Paynter went on to state, had been a success, until the Secretary had gone into the real estate business, "and it was all off."

## From Traveler or House?

"There are two systems of buying," stated ex-mayor Smith, of Regina, "one is from the travelers, the other from the house. Now can we do better by buying from a reputable man representing a reputable house, or by going down to that house?"

This, it appeared, was a point upon which there was considerable difference of opinion. "As a general rule," said Mr. Snell, "I think we can do as well with the traveling representatives. In some cases it is possible to get goods which are hard to secure from the house, and always it is possible to get a certain amount of service. Personally I would hesitate to buy from a house which would not give as good prices through its traveling representatives as it would to the man who went direct."

A different opinion was held by Mr. Little of Regina. "It is better by far to go to the market in the majority of cases," he said. There are certain lines manufactured by concerns which do not cover the territory. Perhaps for this very reason they can give better prices. Go into the wholesale or manufacturing plant. Get quotations and select the best and the cheapest. Get staple lines from the travelers, but it is a strong point for the buyer to go to the manufacturer. He can see how the goods are made for one thing, and then he gets in closer touch with the manufacturer and the jobber.

## Believes in One Creditor.

"There is another point in this connection," stated Mr. Bole. "We should keep within our working capital. We should get enough from the bank to pay cash for the stock. Don't be under any compliment to the wholesaler. We should be in the position to tell them to go to Halifax. There is no antagonism, but we are all after our own end of the game. So to buy to the best advantage we need working capital, and we need to keep within it. We should have only one creditor—the bank.

"As retailers," continued Mr. Bole, "as distributors of merchandise, we should run our own business, and not let the public run it. Do your own costing. Figure out what you must get to make a nice profit, and figure carefully. The man who says he can do business on 10 per cent. shouldn't be in business. He should be in the asylum. Rents are up. Salaries are up. Then the cost of doing business varies. There are years when it is necessary to expand. One year cost us 22 per cent. The next the expansion had come and we reduced our cost to 17 per cent. I do not know what your costs are, but I doubt if there is one man in the country doing business at less than 15 per cent.

"An American said to me only today," continued Mr. Bole, "that there is not one man in Canada who knows anything of costing. That is untrue, but it is true that there are not enough who know costing thoroughly. Often we don't figure interest in costing. If it is costing us 15 per cent. to do business, we must put on more than 15 per cent. Play the game fair. Do all possible to give good service, but know what goods cost—what the overhead charges are—and if any man lets every Tom, Dick and Harry tell him what credit he is to give, or that he must sell at a certain price because someone else gives that credit or sells at that price, then there is failure ahead."

## TUESDAY MORNING SESSION.

### Western Freight Problems.

Generally speaking, there are but two classes of people in Canada as far as railways are concerned—those who run them, and those who run them down. When representatives of these two classes meet to discuss the subject of transportation an interesting session results. This proved to be the case at the Regina convention.

Tuesday morning's session was given over to the question of transportation, generally, and to the securing of claims in particular. Two railroad men braved the lions in their den, and spoke. Then the lions—the Saskatchewan retailers—had their say. There was no mincing of words, and little dodging of issues; and best of all as a result of the conference certain beneficial changes have been promised, and generally the procedure necessary to secure claims is much better understood.

D. C. McDonald, Division Freight Agent for the C.P.R. at Regina, had, in what he called a moment of weakness, consented to address the retailers on the general subject of Freight Transportation and Traffic

The history of transportation, Mr. McDonald pointed out, is as old almost as the world. Moses was interested in this business, he having contracted to conduct the Children of Israel to the land of Promise. "It is reported," remarked Mr. McDonald, "that he had some trouble with washouts."

Transportation, it was urged, is of the greatest importance. It brings together the producer and the consumer. It is second only to farming. Indeed in Western Canada the products would be practically useless were it not for the transportation facilities which take them to the market.

Transportation, Mr. McDonald continued, opens up the country. It is



necessary, of course, to make charges for the carrying service. This is an intricate question. The value of the thing carried, its liability to damage, its weight, these all enter into the question. So, general classifications have been made, which, on the whole, make the charges equitable.

From the railroad's standpoint the aim is to carry freight with as little waste as possible. The railwayman's motto indeed has come to be: "Trust in the Lord and pull no empties."

## • The Tracing of Freight.

Getting down to the questions which are of particular interest to the retailers as consignees, Mr. McDonald referred to the tracing of freight. He outlined the methods adopted to keep track of the rolling stock, and showed that merchants can find where their shipment is. "Be careful in asking us to trace cars, though," he asked. "Remember the railways are more interested than any one else in getting cars to their destination, and in having them back in new service once more."

Then Mr. McDonald referred to the moving of grain, which labor has to be accomplished in a few months. "You can help us and yourselves in this connection," he said, "if you will release your cars promptly. Your holding a car may mean that some farmer who owes you is unable to have his grain moved, and so is unable to get the money to pay his debt. You may think that a little far fetched, but in a broad sense that very thing is happening daily."

Mr. McDonald closed with an appeal to the retailers to do all in their power to bring the farmer to see the necessity of establishing means of storing his grain. He had no sooner taken his seat when a big question was hurled at him.

Said W. J. Peart: "It has been stated in the House that the rate of operation per mile here in Saskatchewan is less than in the East. Why then should we pay more? For example I bought some goods in Pittsburgh, and the rate on them to Minnesota Transfer was 32 cents, and from Minnesota transfer here 72 cents."

At once there came applause, and not a little laughter, as Mr. McDonald, smiling, arose to reply. He was not to be drawn into this question, however, stating that the subject is now before the courts, and that therefore he did not feel that he had better deal with this.

## Want to Know Classifications.

T. G. Agnew, of Prince Albert, chairman for the meeting, here brought out the absolute necessity of knowing the rates. "I've been in this country

longer than any of the rest of you," he said. "I came in 1872. My whole experience has been that it is absolutely necessary to know the classifications and the rates."

"There is no excuse," stated W. J. Peart, "why any one in the hardware business should not know the classification various lines come under. These are given in most hardware catalogues. With this information, the retailer can get the rates from the road. Then he can check up weights and watch the rates. I know one firm," he added, "which claims to save from \$5 to \$15 a day by carefully going into this matter."

"In the case of an incorrect classification having been given," stated the chairman, "we make the wholesaler put up. They often make mistakes, and it is just they should pay for these."

C. E. Phillips, of Kindersley, complained that the weight as listed by the wholesale house, and that upon which he was asked to pay freight, often was different.

Mr. Agnew saved Mr. McDonald the necessity of going into this. "I know that is sometimes the case," he said. "I have found it result this way. Take a box of Canada Plate for instance, with a gross weight of 112 pounds. That is often put in by the wholesaler as 100 pounds. When you are billed there is nothing to do but pay. Make your complaint to the wholesaler and let them take it up."

## Get Aid From Government.

Here C. G. Burton made a suggestion which was received with great favor, but which, it was decided to leave over until the Association should be properly formed.

"I think," he said, "that the Provincial government should undertake the appointment of a freight traffic expert. To him complaints could be made, and a thorough investigation started. The railways have a rule, you know, that if an agent collects an undercharge, he is responsible for the difference. As a result he is not going to take any risks on classification. He will put the goods in a high class rather than a low."

J. Jones, Freight Claims Agent of the C. P. R., at Moose Jaw, spoke on the question which is his business, and which so closely affected the business of all his hearers. He made his points largely by illustration, and gave many valuable suggestions. Yet, though there was enthusiastic approval of the address, many held with Mr. Bole that the Claims Department of the railways needs a good deal of simplification, in order that the merchant may get the prompt service that is his due.

"Freight claims, and how they can be reduced," stated Mr. Jones, "has

been a problem among railway men for years. The importance is obvious when it is considered that on the Saskatchewan division of the C.P.R. in 1912 \$294,146.12 was paid out. Freight claims, and how to adjust them satisfactorily has driven some men to an early grave and other men to drink. The Railway Employees," proceeded the speaker, "are not without blame for the amount of the claims, but the shippers too are in fault. They are too careless." Mr. Jones instanced the case of silent salesmen, which are shipped often with only a few boards put about them—boards which are dignified by the name of the crate. Furniture is often insufficiently protected. Stoves and ranges are not properly packed. Weight of these has been reduced. The castors are so fragile that they are very easily broken, yet stoves are not crated at all.

## The Paying of Claims.

Passing from this phase of the subject, Mr. Jones undertook to show how the merchant should proceed to secure the payment of claims. It was this point which brought about the keenest discussion.

"If you receive goods in a damaged condition," he said, "or if a shortage exists, do not reject the entire consignment. Ascertain the damage or shortage, and have the agent endorse on the freight rate receipt. Then sigh only for what you get. Do not sign for ten cases if you get only nine.

"When you have this note of the shortage or damage prepare a claims bill. Send the original bill of lading and the paid freight receipt. If you have not got the bill of lading, attach a memorandum, but immediately write the shipper for this. Then send this claim through your local agent, or direct to my office. I'll demonstrate we pay in three or four days."

Perhaps thinking the merchants would expect too speedy settlement, after this statement, Mr. Jones proceeded to explain why delays are sometimes necessary. "When you consider," he said, "that I only recommend payment of claims, and that these have to be passed upon by four others, who call upon me to prove the claim is just, you can see where delays occur. You must remember to sign only for what you get, and to have a note made of the condition in which the goods are received. If you don't do that you'll be foolish, and deserve to suffer loss."

"Here," proceeded Mr. Jones, "is another way that delays occur:"

"A crate of Chinese tea arrives in Regina, and one of the packages is damaged. Now the claim is made to Jones in Moose Jaw. He sends it to Hong Kong, not being in touch with the case.



The agent there has to delay pending the arrival of the ship on which the tea was shipped. This applies to all import shipments.

"Many think the claims man the slowest thing on record," remarked Mr. Jones.

"Here, here," someone commented.

The laugh was general, but Mr. Jones came back with a statement that he would be willing to show any particular man why any particular claim was not paid. He then proceeded to flay the shipper for not properly stenciling their shipments. Marks are all right, while the original way bill exists, but this is often misplaced, causing delays. Plainly written addresses are advisable.

## Case of Concealed Loss.

"What are you to do," inquired C. E. Phillips, after Mr. Jones had taken his seat, "when you find after paying your freight that there has been damage done, or that a shortage exists?"

"That is concealed loss," answered Mr. Jones. "You should examine the package before making payment, and if there are signs that it has been opened fraudulently, then open it at once in the presence of the local agent. If later you find there has been a mistake made in the quantity report at once.

J. Evans, of Prince Albert, here submitted a number of questions.

"Would it not be well for claims agents to have prepared a pamphlet

explaining exactly how claims are to be made?" he asked among other things.

"I'll do that myself as soon as I get home," answered Mr. Jones.

After congratulating the convention upon having so thoroughly versed a man as Mr. Jones to go into this important subject, J. F. Bole expressed the opinion that there were many faults in the claims system which the retailers should fight to have righted. "The whole system of handling claims is

wrong," he stated. "Take the tea instance, Mr. Jones cited. "Why should not the consignee get his money as soon as the damage is shown? He should be settled with promptly, and let the railroad find out later where the damage was done. If goods are not properly packed it is up to the receiving agent to discover this. The railways get their money before, almost, we have a look at the goods. They should be as prompt in making payment."

## Discussion on Cash System the Feature

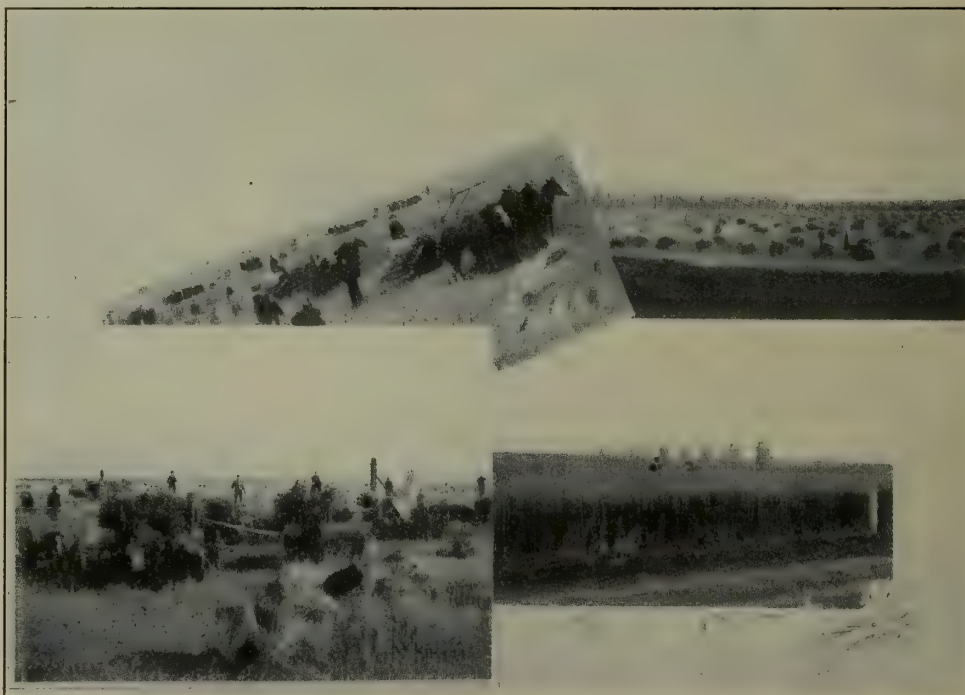
In most events there is a feature which remains long in the minds of those fortunate enough to be on hand. Comic operas usually have their one catchy tune. Baseball matches have their critical innings, or their garrison finishes. So it was in Regina; the great moment in the convention of Saskatchewan retailers undoubtedly being the discussion on the question of cash business—a discussion which occurred Tuesday afternoon, following an address on credits, wholesale and retail, delivered by Henry Detchon, general manager of the Canadian Credit Men's Association, Winnipeg. In hotel rotundas after the meeting, on street corners, and even in the theatre to which the whole conven-

tion adjourned Wednesday night, men could be heard earnestly discussing this question, and making comments upon the remarks of J. F. Bole, who single-handed stirred the convention by his strong advocacy of the cash basis of business.

In the early sessions, Mr. Bole had mentioned the necessity of doing business for real money. Mr. Detchon's address brought the matter more prominently forward, however, and Mr. Bole took the occasion to go fully into his views.

## An Emphatic Disagreement.

Mr. Detchon, of course, had spoken on the methods which should be adopted to see that credit was properly given.



*Harvesting and threshing scenes in the Regina district. A portion of the West from where comes the No. 1 Hard that has made the Prairies famous.*



When he had concluded, Mr. Bole jumped to his feet, declaring that he disagreed with everything which had been said, for he believed that the whole credit system was wrong.

"We are playing into the hands of the enemy," he said. "We complain about the catalogue houses, yet by our very system we are strengthening their hands. We sell on credit, putting ourselves at a disadvantage; for we have not the cash to avail ourselves of cash discounts, and we therefore cannot buy on the best market.

"There is no use talking, money has power, and we are not only handicapping ourselves by selling on time, but we are really working against the best interests of our customers, for we are not getting for them the best goods at the lowest possible price. The only way to do this is for us to pay cash for our stock, and the only way in which that is possible is to get cash from our customers.

#### Thinks Bank is Place for Credit.

"If we wanted to eliminate credit," continued Mr. Bole, "we could do so. I have the greatest contempt for the silliness of business men, who in this new country, could have established a cash basis and have not done so. The position of the man giving credit is ridiculous. You start in business in a small way. The man who owns a farm comes along and wants credit, and you give it to him. Why, ten chances to one that man could buy you out, lock, stock and barrel. Perhaps along the line suggested by Mr. Detchon, you have had a good statement of this man's financial standing; but if that statement is good enough for you, it should be good enough for the bank, and it is the bank he should ask to trust him, not you.

"The principal on which business men work in the West seems to be that the better off a man is, the more anxious they are to give him credit. They fear they will offend him and lose his business if they ask for cash. Indeed the only men to whom you are quite willing to give credit are those who could well afford to pay cash.

"Why," continued Mr. Bole, "the American negro knew enough to accept emancipation when it was offered him; but here are 500 of the whitest men of the country who don't know enough to accept freedom."

#### Good For the System.

There was a good deal of laughter here, but all leaned forward to listen eagerly as the speaker continued:

"You are lean and hungry from worrying over debts you can't collect," he said. "I was lean and hungry too, before I put my business on a cash basis. Look at me now," and again laughter arose.

"I made a clean break. I was forced to this. Some years ago, one 1st of November, I found that I had \$60,000 on the books. 'What will happen,' I asked myself, 'if there is a crop failure.' Why, if we had had a bad year then, I would have been out on the street. I made up my mind I was going to launch right out on a business basis, and from then to now, I have been selling for cash. The city does not get credit from me, neither does the provincial government, and they both buy at my store.

#### No Believer in Short Steps.

"You may not all agree, but I believe the best way to start a cash business is to start it. I don't think half way measures bring the best results. If you put it up squarely to your customers they will understand your position and be anxious to pay cash. I had people come to me and say, 'isn't my credit good.' I replied, 'I know it is, but I can't afford to do a credit business. This concern is growing on small capital, and to make it profitable, I must sell for cash.'"

"Don't be a slave unto this system any longer," exhorted Mr. Bole, as he concluded. "It is not only a question of getting cash discounts, but your being heavily in debt puts you at a disadvantage. We can do a cash business if we are not afraid to do it. The banker or wholesaler to whom you owe money would rather see good stock on your shelves than bad debts on your books. Don't let any men dictate to you how your business should be run. Don't be a born fool. Sell for cash and cash only."

As Mr. Bole took his seat, Mr. Detchon arose to say that while Mr. Bole disagreed with his remarks on credit, he had agreed with everything Mr. Bole said on cash. "I have been misinterpreted," said Mr. Detchon. "If I am understood to have favored credit. I don't favor credit, I favor cash. But I thought I was speaking to men who were afraid to adopt a cash system."

#### Character a Consideration.

In his paper, Mr. Detchon showed that there are two sides to credit—What a man is seeking and what he is giving. He referred to the methods adopted by most wholesale houses where credit men pass upon every account, determining whether a man is good enough to ship to

"As a credit man sizes you up," said Mr. Detchon, "so you should size up a customer. The credit man considers the moral risk, the character of the man to whom his firm is considering selling. So you should do. Does your customer intend to pay, or does he hope by some quibble to get out of payment?"

"Then there is the question of financial responsibility. 'Is this man able to pay,' enquires the credit man. 'He seeks his information from the banks, from the travellers, and from the financial agencies. You could get much such information about your customers.

"I judge," continued Mr. Detchon, "that about 90 per cent. of the merchants in the West need credit themselves. You should therefore give information about your business. Don't be afraid to let the mercantile agencies have your financial statement. When a statement is refused one of three conclusions is usually reached. Either a man's credit is so good that he does not need to give the statement: or his affairs are in such a bad shape that he wants to keep them in the dark; or else the man has not the wherewithal, or the ability, to prepare the financial statement. The last two conclusions will certainly do much to hurt a man's chance of raising capital."

#### Outstanding Accounts Appalling.

"The retailer," continued Mr. Detchon, "has never taken the right steps to get information regarding his customers. As you know we handle insolvent estates, and we find that the majority of failures are due to the large amount of bills outstanding on the books. The amount of money lost yearly by outstanding accounts is simply appalling. I suppose a certain amount of credit is necessary, but I would keep it down to those who will pay in a reasonable time."

Another reason for insolvency, as given by Mr. Detchon is speculation in real estate. Some of this, he stated, seemed legitimate, yet if a stop is not put to it, action will of necessity be taken in the way of refusing merchants credit.

#### Becomes Real Estate Poor.

Mr. Detchon cited an instance of the way real estate speculation comes. The man goes to a small town and buys his store—very few stores are for rent in smaller places. Then he buys his house. Then he begins to see the possible need of extension and purchases the land next to his store. The result is he is land poor.

"Another mistake which affects credit," said the speaker, "is too large buying. I advise buying from hand to mouth," he said. "Keep goods moving instead of lying on the shelves."

J. L. S. Hutchison, of Saskatoon, acting as chairman for the meeting, started the discussion by stating that he has been getting financial statements on his customers for some time. He found the system a splendid one.

#### The Slaughter Sale Evil.

Another question of great interest which arose at this time was



that of slaughter sales. "When you take over a store that is insolvent," said Mr. Fields, of Bethuna, "you put this in the hands of the receiver and he starts a cut rate sale. Goods are marketed for half price, anyway, always below cost. People go from the whole district, and all the merchants are hurt. Could not this," he asked, "be avoided?"

"It is one of the great points," said Mr. Detchon, "so far we have not been able to find a remedy for that evil which undoubtedly exists. It does not seem feasible to dispose of the goods in any place save the locality in which the failure occurred."

The question of taking produce in exchange for goods, and the basis upon which payment for this should be determined, was discussed in detail by N. A. Wilson, dairy commissioner for the province of Saskatchewan. Mr. Wilson was entirely out of sympathy with the flat rate price which is now generally followed, claiming that in the general interests of the farmer as well as the store-keeper, the system of judging goods on merit, and paying for them according to merit should be adopted.

In the first place he urged that the farmers are unwise in that they do not follow trade requirements. They flood the dealer with eggs when these are exceedingly cheap, and for the balance of the year very few eggs are obtainable. Did they take the trouble of making their supply stretch over the winter, they would secure greater profits.

"It is a deplorable thing," said Mr. Wilson, "that despite the large quantity of produce bought by all you retail dealers, the quality of this is so poor that we have to get a large part of our produce from the East."

The flat rate system, he considered, entirely wrong. A woman who brought in rank butter secured exactly the same amount for it as one who brought in butter which was carefully made and which gave evidence of having been cleanly handled. "There seems to be no excuse for this flat rate," he said, "except that dealers fear they would lose the patronage of their customers if they gave one more than others."

"This rate," continued Mr. Wilson, "takes away all incentive to good work. You should pay for all farm produce, especially perishable produce on the basis of quality."

Then Mr. Wilson read extracts from letters received from dealers which showed very clearly their realization of the unsuitableness of this flat system of payment.

"It is almost impossible to discriminate for fear of offending customers," wrote one dealer.

"Out of every 10 pounds of butter

produced here," said another, "9 pounds are really good butter fat spoiled."

Still another retailer had written saying that he had been in the retail business for 10 years and had always lost money on dairy butter.

Stronger still was the statement of another general merchant. "I bought 2,000 pounds of dairy butter this year," said he, "and some of it dogs won't eat."

Mr. Wilson pointed out that the loss on eggs in Ontario for various causes is 17 per cent., and that in Saskatchewan it is at least 20 per cent. "Who pays for this loss?" he asked. "It means that the producer gets less for his eggs and the consumer really pays more for them. This is unjust. The producer is the man who should bear all the expense of this waste. Eggs should be tested and a man should get no payment for bad eggs. For eggs, butter and poultry, Mr. Wilson recommended that dealers should establish a system of scoring, making 7c difference in the price according as the various produce fell under the first or the third class."

Mr. Hall enquired if it would be possible to have the Government appoint a man to make an examination of produce so that there might be uniformity in the classification, and so that no farmer would feel that he was getting better treatment from one merchant than from another.

Mr. Wilson thought this might be done, but he felt it would be more a case for the dealers to arrange among themselves than for legislature to consider.

## Affect of Insurance on Credit.

Speaking on the question of insurance from the dealer's point of view, Mr. Cook, of Moose Jaw, traced the history of insurance from its inception after the great London fire down, to the present time. He pointed out its value in enabling the extension of credit, owing to the stability given, and urged the advisability of placing insurance only with good concerns, of avoiding placing it through personal friends, providing they had not other qualifications. He went into the co-insurance clause, which simply provides that a man keep his insurance up to at least 80 per cent. of his stock, failing which he will receive only a percentage benefit in case of fire—that is, if he had \$10,000 stock and only \$7,000 insurance when a fire came, he would receive  $\frac{7}{10}$  of the \$7,000 indemnity.

This policy, Mr. Cook thought, one which the average man might well leave alone. It gives a better rate, but requires very careful watching. He also spoke strongly in favor of the private chemical extinguishers, one of which he believes should not only be in every store, but in every house.

## The Bulk Sales Act.

It is very seldom that business men have the chance to secure the advice of a skilled attorney free of charge. This opportunity was afforded the delegates Tuesday evening, when Norman MacKenzie, K.C., of Regina, addressed them on the Bulk Sales Act and Commercial Law, and when, after making his address he undertook to answer any enquiries which might be made. Questions poured in upon Mr. MacKenzie, and from the trend of these it became very evident that the Saskatchewan retailers intended to go before the local house, and if necessary higher, to get some reversions in the law. The question of liens taken for debt was thoroughly thrashed out; the general opinion, apparently being that the law on this point is altogether in favor of the farmer as against the merchant.

Mr. MacKenzie traced the growth of Commercial Law. It was established on the customs which came into vogue at the early fairs or markets. In Canada he stated there is not what might be called definite commercial law, and there are no courts definitely given over to the commercial affairs, yet in the railway commission, which is working with splendid success, something along this line is in operation. "This railway commission," said Mr. MacKenzie, "is exceedingly important to you gentlemen. It deals with one of the greatest forces in trade—the railways. It seems to me that you should hold yourself ready to unite with any other force which is aiming to lower freight rates, as they should be lowered.

"I believe," he added, "that the railway commission is capable and ready to act, yet your suggestions along this line will undoubtedly help.

Mr. MacKenzie here made a suggestion that a certain amount of commercial duties should be given to the magistrates, who, as he said, are chosen largely for their common sense. Small cases with reference to debt might be tried before them, and the work of justice thus be facilitated.

## To Prevent Bad Debts.

The importance of finding out a man's financial position, so that the advisability of extending or refusing him credit might be determined—a subject which had been brought out in a previous session—was dealt with by Mr. MacKenzie. He believed that one of the best ways to determine a man's financial position would be to have certain changes made, which would enable anyone going to the registry office to find what the man owned. Such a privilege, he believed, could be easily secured.

"Our courts," remarked Mr. MacKenzie, "are good up to the time you get a judgment, but you can't collect.



Now if you could send out a summons and find out what a man can pay, then a judgment could be made providing that a certain sum be handed over to you every month, or that the debtor go to jail. This seems to me a change which might be readily affected. There are nice points to be considered of course. For instance the man might claim that by going to jail he had paid the debt. These things, however, could be arranged.

## Liens Against Homesteads.

Referring to the question of liens, Mr. MacKenzie brought out the fact that land used to be of little value, and that men were in need of protection. "I know," he said, "a good many men would have been willing to take \$160 for their ¼ section, and not being able to get it, they are millionaires to-day. These people needed protection then to enable them to hold their land, so their homestead was exempted from any seizure. On the other hand, these people at present are worth often hundreds of thousand of dollars. Yet, through this law, they are in a position to laugh at their creditors. You can place a lien on their homestead, but this merely enables you to collect your debt in case the man sells the homestead. The lien is simply a cloud at the owners title.

"I have not found a lien on a homestead, is of great good," said Mr. Painter, of Tantallon. There may be and often is more than one lien against the property, so that even in the event of a man selling, you only recover a small part of your debt. The thing to do," he added, "is to adopt a cash system. Sell for cash like the farmer, and ask the government to repeal all laws for the collection of debts."

Peals of laughter followed this thrust. Then this laughter turned into enthusiastic applause as a vote of thanks was moved Mr. MacKenzie for his splendid address, for the practical suggestions he had made—suggestions, it was felt, which will be acted upon and which will work for the betterment of the retail business.

## Banking in the West.

C. O. Hodgins, manager of the Sterling Bank of Canada in Regina, was called upon to speak on the question of banking—a question which is of vital importance to the retailer in a season like this.

Mr. Hodgins thought the banker is hardly given his dues now-a-days. He is regarded as a subject for jest. Indeed the other night a comedian at the theatre began telling of a young man who was earnestly pressing his suit for a young lady's hand. The young lady had wished to know about his family—how far he could trace his descent.

"Well," said the young man, "father was a banker and they traced him as far as Cuba."

But, aside from being a subject for jesters. Mr. Hodgins pointed out the great importance which the banking institution has attained, and showed very clearly the necessity of the banker and the would-be borrower understanding one another. People, he said, often expected the banks to do what the law would not allow them to do. People want banks to do what no sane man would do. Insurance companies will not insure a sick man. A bank should not take a chance on a financially sick man.

This led Mr. Hodgins to speak of the question of general conditions in the West. "The people of this province," he said, "and of all the prairie provinces, are not savers. They put money in the bank simply to draw it out to invest. In Ontario I have seen men start an account with \$5 and never make a single withdraw until they had enough to buy a farm. We in this country must get something of that spirit. We must get down to saving in order to pay back what we owe. We must take to mixed farming—land is too valuable now for only grain farming I believe we should use the produce of mixed farming to pay the expenses, and pay off the indebtedness of the farm with the grain.

## Extension of Credit.

One of the greatest problems a merchant faces is undoubtedly the securing of credit. Into this matter Mr. Hodgins went at some length. He urged the need of absolute confidence. A banker would not make or recommend a loan unless he believed in the man. It is a known fact that a man who has failed once is more liable to fail again. It is therefore exceedingly important that a man would watch his business carefully and see that all goes well.

"Guard your credit," urged Mr. Hodgins. "If you have to return a draft, write and explain why. Credit is worth more to a man than money.

"Be absolutely honest with your bank. Put in your bad debts in your statements once in a while—providing you have any bad debts. This will pay you in the long run, for otherwise the manager will remember your statements did not always work out as well as they appeared."

## Address on Advertising.

"What is the dynamic force that brought you into Saskatchewan?"

With this question Arthur Hawkes gained the attention of every man in the convention, as he started his address on

the Saskatchewan retailer and his customers abroad.

"In coming here," said Mr. Hawkes, "you are all looking into the future more than the present. You select the place not where you saw the greatest business, but where you saw the greatest prospect of increasing the business.

"Now," he continued, "where is this increased business coming from? You want to get an idea of who is coming over the hill and what he is coming for. That is, two-thirds of the science of modern business.

"Things are changed even in this new country," the speaker continued. "We learn that in the older districts collections and payments the slower than in the new. This is not hard to understand. Whereas people used to come from 50 miles north to 50 miles south, now they only come from a radius of 10 miles. Yet, though better railways have decreased the territory from which a town may draw, there is no reason why the trade should not increase. In almost every Saskatchewan neighborhood there is a great amount of unpopulated land. Look ahead you merchants and see what that means. Your object in commerce is not to boost the price of land and to make it difficult for people to get on it. Rather it is your interests to make it easy for people to establish in your community. That means increased money coming into the town.

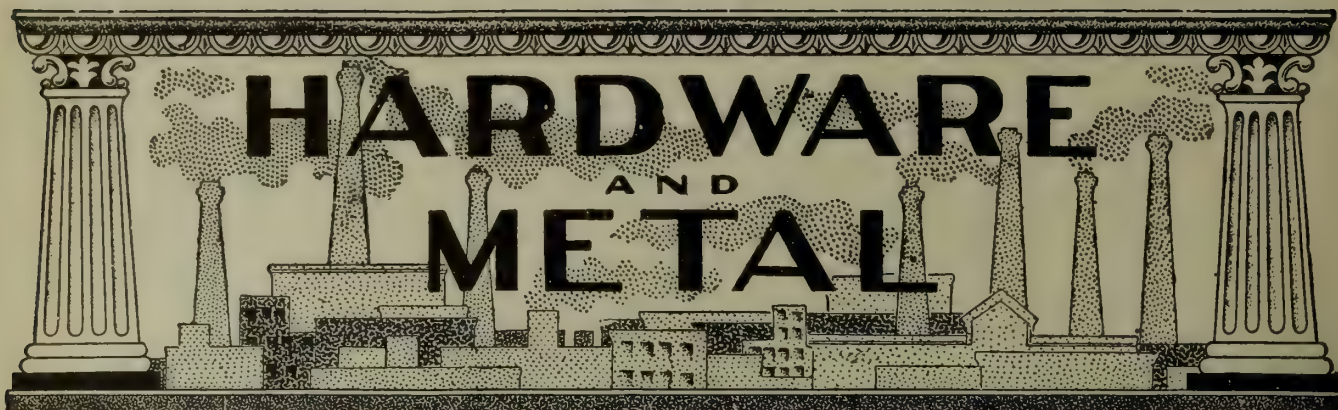
## Study Immigration Policy.

"Can you estimate the economic value of a new settler in your district? Indeed the essence of all your progress is to get more people into vacant lands. How can you do it?"

Speaking along this line Mr. Hawkes urged that the various communities take advantage of the immigration policy adopted by the Federal Government. "Work from the inside out," said Mr. Hawkes. "Get in touch with the settlers who have already come to your community. Make the district attractive to them. Induce them to write to their friends urging them to come to the district. The Government will bring these people in for you, and they will come direct to your locality—direct to your store for supplies.

"It is a brave thing for these people to come 2,000 miles to a new home," said Mr. Hawkes. "They think of the comforts which they will find for their wives and for their children. Make them see through their friends who are already in your midst, that their families will be comfortable if they settle in your territory. The man who hesitates to come to a new district for fear his wife and children will miss some comforts, is the very man who is worth your while getting."





Vol. XXV. No. 20

Toronto, Canada, May 17, 1913

Two Dollars per Year

### A RESULT-GETTING CONVENTION.

When the six hundred representatives of the retail trade in Saskatchewan assembled in conference at Regina last week, they meant business. This will be seen from the report of the representative of this paper in attendance, which appears in this issue.

Not only were litigation matters delved into, but discussion was keen on those questions which make a man familiar with them a better merchant. Every reader will find food for thought in the opinions ventilated. How and where to buy right; accounting system; getting new customers; eliminating bad debts, etc., were among the everyday practical problems gone deeply into. No merchant could attend such a gathering of business men and come away without a better knowledge of the work he has chosen to pursue.

One of the features of the convention was the discussion on the cash system of doing business. This is the favorite theme of F. J. Bole, of the Regina Trading Company, in which connection it is interesting to note that his system was fully described in this paper just about four years ago. Whether many will be induced to discard credit for exclusive cash is hard to say, but it can be confidently affirmed that credit extension in Saskatchewan will be more thoroughly watched in future. If a merchant has been led to this one conclusion only, his trip to the Regina convention has been well justified.

The conference with railway men on freight troubles and delays in settling claims was still another important feature. Each party understands the other's difficulties better, and this can lead to nothing but good in the future.

In a word, the big convention was productive of most beneficial results, which will have the direct tendency of lessening many of the troubles with which the trade is beset.

### NO SUMMER SLUMP.

AN IDEA, like a habit, is hard to dislodge when it has been allowed to grow on one. There is an idea, perhaps obsession would be the better word, which is still held by a great many merchants and which should be banished now before it has had an opportunity to do more harm. Many retailers harbor the impression that trade will fall off during the warm summer months. In anticipation of this slackening up in the demand, they permit their efforts, unconsciously or otherwise, to slacken also; with the in-

evitable result that business does slow up exactly as they had feared.

If there is any fallacy which should be nailed once and for all, it is this summer slump myth. It has no basis in fact and its acceptance leads to serious loss of business and trouble all around. One reason why the idea has got abroad is that people naturally get a little lazy in the warm weather and do just as much work as is absolutely necessary and no more. Nevertheless, their necessities are just as great in summer as at any other time of year; perhaps even greater, because the moving to summer cottages or to summer resorts creates new needs and increases trade. Another fallacious reason advanced is that there are always so many people away on holidays during the summer that trade falls off. Figures show that the stream of tourists into Canada has of recent years reached such proportions that it more than counterbalances the exodus of home residents. Most places have enough visitors to counterbalance the absence of home folk. While the visitors may not equal the absentee residents in actual numbers, they have at least equal spending power; for people on holidays spend more freely than they do when at home.

To slacken efforts in anticipation of a lessened demand, is the one absolutely certain way of bringing about the slump. Merchants, who may perhaps fear that the summer will see a falling off in their business, should endeavor to offset the anticipated losses by increased efforts rather than to "grease the chute" by substituting passive resignation to loss for active efforts to prevent it.

This is particularly the case in regard to advertising. It is in this respect that the midsummer apathy of the merchant is most often displayed. He stops advertising. A contemporary in commenting on this problem says: "The man who quits his advertising in June, July and August will inevitably find when he comes back that he has got a big leeway to make up over his competitor who has been keeping everlastingly at it. Another point in favor of summer advertising is that people at this time do not work so hard, they have more time for reading and the daily newspaper follows them from the cities to their holiday haunts. And because they have more time for reading, they have more time for reading advertising. It is not too much to say that newspapers have an added value in the summer months. Then, too, the discontinuing of your advertising tends to break up the housewife's buying habits. She has been accustomed to be reminded of your goods by your regular announcements, and if its continuity is broken, the chances are she will switch over to another store or another line of merchandise."



## CANADA'S TRADE EXPANSION.

IN THE course of his budget speech, Hon. W. T. White gave some figures which tell strikingly the story of Canada's rapid growth. The aggregate trade of Canada for 1912-13 was \$1,085,000,000 as against \$650,000,000 in 1908-9—almost doubled in 4 years. In 12 years Dominion exports have increased from \$280,000,000 to \$390,000,000. British trade with Canada has increased from \$228,000,000 in 1908 to \$316,000,000 in 1913 while U. S. trade with Canada in the same period of time has increased from \$204,648,000 to \$586,000,000.

Study of these figures brings to the mind in the most convincing manner possible the wonderful potentialities of the Dominion. The increase in trade during the past four years has been unprecedented, carrying evidence of the expansion of the country in all directions. What then of the future. As there is no reason to anticipate or to fear reverses or any perceptible slackening in the march of progress, the next four years should bring increases in proportion to the increases of the past four. Canada has blossomed into a full grown nation, doing an ever-increasing share of the world's trade and commanding a growing share of attention at the hands of the other nations. The next four years will see a still more rapid improvement in the status of Canada.

It is significant that the volume of trade done with the United States has been more than doubled in the space of time adopted as a basis of comparison, four years. If the tariff reduction propaganda of the Democratic party is put into effect—and there can be no doubt that the tariff measure will be adopted substantially as it stands to-day—the trade relations of the two countries will almost certainly become more close.

Mr. White also gave some interesting figures with reference to immigration, showing that the population of Canada at the present time was being increased at the rate of 1,200 a day. As the great bulk of these newcomers are sturdy, willing workers, imbued with an earnest desire to make for themselves a good home in the new land, the influx adds appreciably to Canada's wealth, widening the possibilities of future of development.



## POINTED EDITORIALS.

Banish the summer slump myth.

\* \* \*

The Western convention was a great success.

\* \* \*

Push the sporting goods department at this season.  
All sporting supplies are rapid selling lines now.

\* \* \*

Canada's immigration has reached a remarkable total.  
The increase in population thus effected means a continued increase in trade.

\* \* \*

A man who has studied trade conditions closely, claims that the store with the most showcases can sell more goods with a smaller staff than stores which lack display facilities.

\* \* \*

The editorial which appeared recently in Hardware and Metal, urging the establishment of a uniform date for half holidays, has met with very general endorsement. The plan is accepted as reasonable and even necessary. Why not put it into effect?

## South African Growth

CANADA is interested, as indeed all parts of the British Empire are, in the commercial rejuvenation of South Africa. When peace was declared eleven years ago, South Africa was in the desolated condition inevitable after a prolonged struggle. Farms had not been cultivated or had been laid waste, homes were dismantled or burned, the population had been depleted. The outlook, indeed, was not promising.

Since then, however, the growth of South Africa has been remarkable. The races have drawn closer together, dropping animosities, until to-day a singular condition of amity prevails throughout the colonies. The people have turned their attention to commerce and agriculture with a determined enterprise which has already effaced the traces of warfare and actually built up a most substantial increase in trade. This increase has been a sure evidence of the fact that prosperity is manifesting itself in unprecedented measure in South Africa. The buying power of the South Africans has increased 50 per cent. in five years. In 1907, the value of the merchandise imported into South Africa was under £24,000,000. Last year it reached the sum of £36,000,000. The largest share of the increase has been in "articles for use in agriculture," showing that the attention of the people has been turned most closely to the tilling of the soil. In five years the increase in agricultural articles has been from £364,000 to £715,000—almost 100 per cent. In living animals, the imports rose from £61,000 to £162,000, or almost 170 per cent. A significant fact is the small advance in the importation of food and drink, which barely reached 7 per cent. This can be accepted as an evidence of prosperity, as it indicates that the industries have reached the stage where domestic supply can pretty nearly meet domestic demand.

In one respect, however, the South African people are failing to live up to their opportunities. Immigration is practically at a standstill. This may be credited to the fact that the African States have made absolutely no attempt to induce settlers to come there. In view of the activity of Canada, Australia and New Zealand in this regard, the apathy of the South Africans is hard to understand. It has meant that the advance in population has been slow, thus checking the possibilities of rapid development. Commenting on this matter, the Ironmonger says:—"Without a great increase of population, the forward march of industrial South Africa must be slow. No country can long continue to show great increases in its production of material wealth without a corresponding increase in population, and it is white human workers that South Africa chiefly needs. There is a straight path out of the present backwardness of South African land settlement if the Union Government will but follow it. Canada has shown the way and cut her path. The great North-West would not be filling up as it is doing if Canada had merely held the door open, instead of literally following the example of the man in the parable—and going out into the highways and byways and make them come in. Let South Africa go and do likewise."



A View of Johnston's Hardware Store, Swift Current.



SPLENDID SPORTING  
GOODS DEPARTMENT

NOTE ARRANGEMENT  
of SILENT SALESMEN

NOTE COMMANDING  
LOCATION of OFFICE

## A Store With Great Scope for Display

A-Glitter with "Silent Salesmen" is the Hardware Store of A. J. Johnston, of Swift Current, Sask.—Glass Showcases Have Taken the Place of Counters—How Various Lines are Featured—Store has Excellent Lighting Facilities.

*There has been a marked development in the West in the matter of store equipment and to-day some of the most advanced and modernly equipped stores in the country are found beyond the Great Lakes. The westerner is a ready buyer and, as his facilities for making the "needful" to gratify his purchasing propensities are of the best, the western merchant has a lively demand to cater to; which perhaps explains the uniform high standard of the new stores opened in established western points. The accompanying article describes one of the finest new hardware stores in the Canadian West.—Editor.*

A store of many features is that of J. A. Johnston, hardware merchant of Swift Current, Sask. It represents the direct opposite of the old time hardware store. Whereas the typical store of twenty years ago, or of even a more recent date, was dark, crowded and entirely lacking in facilities for display, the Johnston establishment is spacious, roomy, filled with light and literally glittering with glass "silent salesmen."

It might perhaps be best described as the "store of showcases." It contains nearly a score of glass cases, and as

the wall fixtures show a big proportion of glass-covered shelves and compartments, the bulk of the stock is shown under glass.

A marked feature, which comes as the natural accompaniment of the use of so many show cases, is the practical elimination of counters. Not a few of the largest stores, particularly in the west, have adopted the idea of doing away with wooden counters, at the front at least.

### Facilities for Display.

That this store possesses unusual facilities for display is at once evident. In

fact, the possibilities provided for the featuring of goods are almost unlimited. Undoubtedly the best methods of displaying goods to bring sales is to show them in a glass case, when they can be attractively grouped and kept free from dust and dirt. In a store which boasts close to twenty such cases, the chances for the progressive merchandising of seasonable lines are indeed good. The accompanying illustrations show the following goods on display under glass: Brass goods, silverware, cutlery, bathroom accessories, toilet articles, shaving accessories, carpet sweepers, cut glass,



## HARDWARE AND METAL

clocks, thermos bottles and brushes—all on display at the same time.

It follows that, with such splendid facilities for the handling of quality goods, the store carries a most unusually high-class stock. The show cases are filled with handsome specimens of cut glass, brass and silverware, the assortment carried being large and varied.

The experience there has been that goods thus displayed sell themselves. People who enter the store are certain to examine the stock thus attractively shown and the appearance of the goods is quite as effective as the most plausible arguments a salesman could advance. While waiting to be served, or for a parcel, customers are bound to scrutinize the contents of the showcases. And in this way, a big share of business is done.

The display facilities of the Johnston store are not limited to the silent salesmen by any means, however. The wall fixtures are admirably adapted to show the stock at its best. Along the front of the store are high cases with glass doors, used for the display of guns and sporting goods. The backs of these cases form the background for the store windows, which, by the way, are unusually spacious and lend themselves to an

aggressive window display campaign. Along the left wall is the builders' hardware and tool department. The tools are shown behind glass doors. A feature is a long stretch of builders' hardware cupboards. Household goods, tinware and etc., are displayed on the right wall.

At the rear is the paint department which occupies a most commanding position. Liberal shelving room has been provided and, as the department covers practically the whole rear wall, the stock shows conspicuously from the front of the store.

A row of stoves is stretched across the store, in front of the paint department.

A novel display idea is an upper glass shelf above two adjoining show cases at the rear of the store. This shelf is used for the display of shellac jars, seeds kettle knobs (on a card), sweat fads for horses and horse brushes.

Although the store does not appear crowded in any sense of the word, use has been made of every possible niche and corner for the display of goods. Thus the square and handsomely finished pillars are utilized for racks of some kind. The space above the door at the rear, leading to the workshops has been

used for farm tools and the top of the shelving on the right side of the store is covered with larger articles in tin and galvanized ware.

### Provisions for Light.

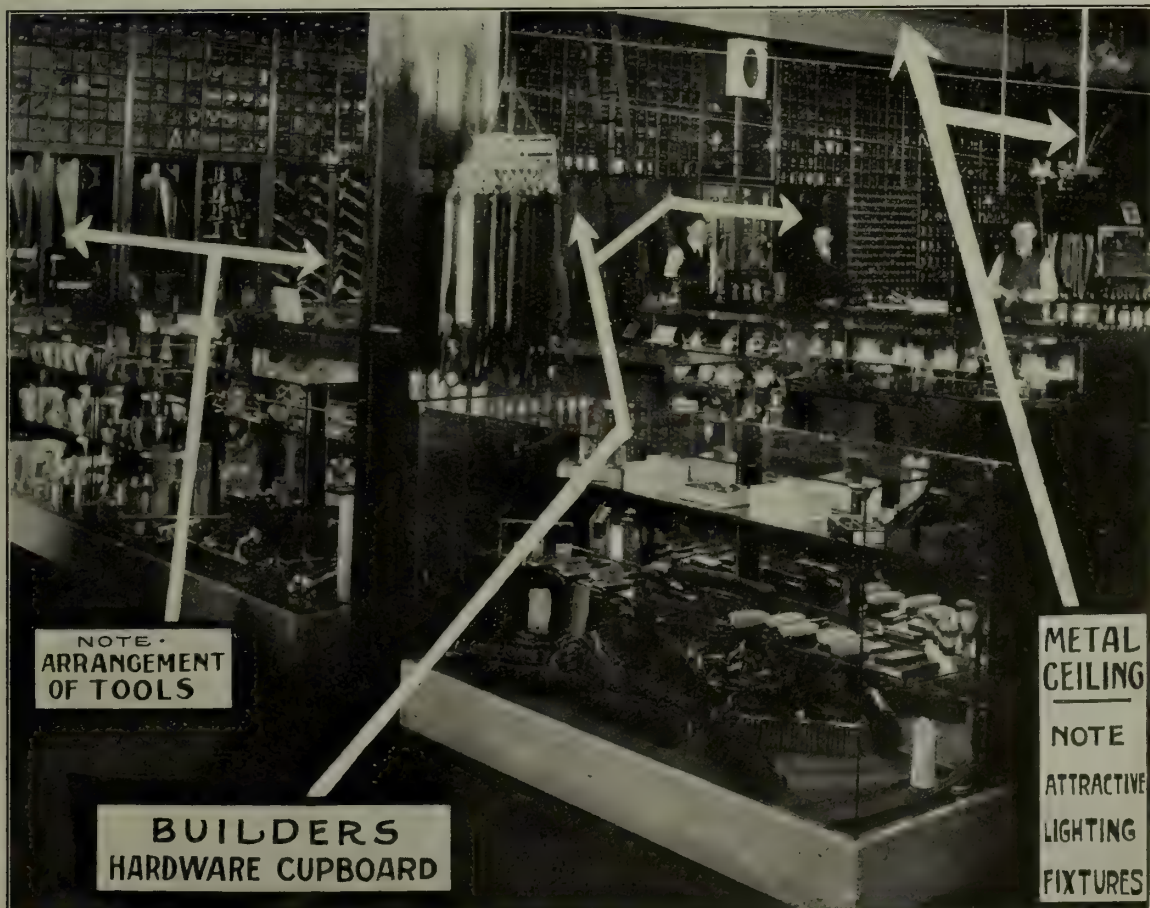
As explained at the outset, the store is unusually light. The front and one side of the store is on the open construction plan, light being admitted through long panes above the display windows; which face on both sides. At all times of the day, the interior of the store is thus kept well lighted. This result is helped along considerably by the loftiness of the ceiling and the unencumbered condition of the same. A metal ceiling has been installed.

The lighting fixtures are suspended from the ceiling and there is sufficient provision of them to keep the store brilliantly lighted when open at nights.

### Equipment is Modern.

The equipment of the store is modern in every respect. It is steam heated. A cash carrier system has been installed. The office is at the front of the store, with an elevated cash desk.

Throughout the store the best of woodwork has been installed, giving the interior a highly finished appearance.



*A good view of the Builders' Hardware and Tool Department.*





*An interior view of the store of A. J. Johnston, showing stove stock and paint department.*

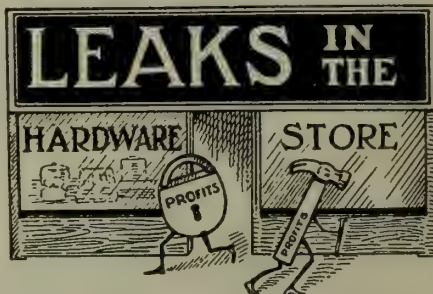
#### Draw Big Farm Trade.

It is a fairly general fallacy that the store which specializes on hardware equipment is likely to draw only the trade in high-priced specialty lines, such as cutlery, cut glass, costly builder's hardware; to put it more bluntly, that the farmer is not likely to go into a store glittering with silent salesmen when he wants to buy a new pitchfork and that the mechanic after a pot of paint or a hammer is likely to steer shy of plate glass and metal fronts. The experience in this case has been exactly the opposite. The attractiveness of the store has brought people of all classes and trade has been brisk in the staple hardware lines. In fact on market days, the streets that the store faces on are crowded with farmers' teams.



#### HALF HOLIDAY PROPOSAL.

Employees of retail stores in Vancouver are making energetic efforts to have all retail stores closed on Saturday afternoons. In connection with the Saturday half-holiday proposal it is understood that there is no objection expressed to late hours on Fridays.



A hardware merchant recently received a shipment of nails numbering in the neighborhood of fifty kegs. The nails arrived on a day when all the clerks were very busy and, as the firm had no regular receiving clerk, it was up to each clerk to lend what assistance he could between customers. The nails were hustled down to the basement and placed in stock. Two days later the invoice arrived. The total received and the total charged tallied correctly, but there was a dispute about the sizes and the number of kegs of each size. It was impossible to check them up correctly because the new shipment had been mixed in with the stock on hand.

On account of so many clerks taking a hand in placing the goods in stock,

the result was that no one took the responsibility of taking a list of the various sizes. The result was that the merchant believes he received 3 kegs of 5 inch nails instead of 1 1/8, but he is not certain. If he received the 5 inch nails he is out \$3.00 because there is an advance of \$1.00 per keg on 1 1/8-inch nails over 5-inch, the latter costing base price.

Uncertainties of this kind are quite common where no regular receiving system is used. This is a leak that can easily be overcome. Many good systems have been described in *Hardware and Metal* at various times. A good one appeared in our Annual Spring Number.

For the dealer who does not care to have special receiving forms prepared, a good plan is to keep a receiving book, appoint a careful clerk as receiver and have him enter all receipts of merchandise with dates, quantities, etc. It is only a matter of a few minutes to enter up a shipment and the merchant has a record of goods received that can be looked up if necessary long after the goods have been disposed of.

This is often necessary when duplicate invoices have to be obtained from the wholesaler.





# A FLUTTER IN FIREARMS

How a hardware firm built up a large business in sporting goods and ousted mail order competition—Incidentally, something about a gambling venture by a customer of the store.

Andy Suggs had always ordered his life on the old adage that the early bird catches the worm; but in the present instance it is not just certain whether he appeared in the role of the early bird which caught the worm, or the early worm which got itself caught because of its habit of getting in the road of early birds.

Andy was a tailor. He was a little, weazened-up fellow, weighing 100 pounds in his clothes, and with about as much physical force, apparently, as a healthy canary bird. To look at his hollow chest and spindly shanks, one would never size him up as a sport devotee. Nevertheless Andy Suggs was an enthusiast on everything connected with sports and pastimes. He devoured the sporting pages, knew the averages of every ball player, past and present, from Dan Brouthers to Ty Cobb, could quote the pedigrees of all the race-horses, and was an authority on fistic matters. Every spring he was out almost before the ice was off the streams manipulating a fishing pole with blue fingers. He had never been known to catch anything, but that was no deterrent to his enthusiasm. In the fall, most any bright afternoon would find him pottering around in the woods with a shotgun. When a secret mill was pulled off one night in the stables of the Ontario House between two near fighters imported from a neighboring city, Andy Suggs was right up at the ringside, and when the county constable appeared on the scene Andy was able to get through a hole in the rear which none of the others could navigate.

One day early in April Andy walked into the hardware store of Conners & Co. The proprietor and his head clerk, Fred McBain, were in the office debating some serious problem apparently, so one of the younger clerks waited on the little tailor.

"I'm going to drop the job work and machine business, Fred," Conners was saying. "Since our foreman quit and started up a machine shop of his own, I've been doing some figuring and I find that the shop wasn't paying me anyway. It certainly wouldn't pay me now that there is opposition. So I'll just drop out and give Edwards a chance to make good on his own account."

"What will we do with the room back there?" asked the head clerk, pointing to the now empty shop back of the store.

"Oh, use it for storing goods," said Conners, indifferently. "It will come in handy. Say, Fred, you had better skip up and see what Andy Suggs wants. Jack doesn't seem to be satisfying him."

McBain accordingly hurried forward and greeted the tailor, whose usual good nature seemed to have departed him for the time being.

"Looky here, Fred," exploded Suggs, "this assistant of yours is too fresh. I asked for sinkers and he told me this wasn't a restaurant."

"Do you mean sinkers for fishing?" asked Fred incredulously, looking out the front door at the two inches of slush and snow on the sidewalks.

"Sure I do," was the reply. "I am getting my tackle ready and I've lost every sinker I possessed. Real spring weather will be here in a day or so."

Fred served him without further comment on the early nature of the purchase. "Got everything else you need?" he asked.

"Oh, yes," said Suggs. "I buy all my supplies by catalogue; but, of course, I wouldn't send away for a few lead sinkers. Everybody buys by mail order here."

"Why don't you look over our stock?" queried the salesman.

"Shucks!" exclaimed the tailor with the scorn which only a really small man can show. "You have no variety here. Real sports want a big stock to pick from, so that they can get the best. You just carry a few staple lines here. Why, you have no sporting goods department worth mentioning."

"Would you buy from us if we had?" asked Fred.

"Perhaps. Can't say, though. We've all kind of got into the habit of buying from the catalogues of the big sporting goods houses."

"But the goods you get ain't always just as they appeared in the pictures, are they?"

"No. Sometimes they do kind of disappoint you."

"And isn't there always a big delay before they arrive?"

"Yes, that's the worst part of it."

Suggs took his parcel and left the store. The mail had arrived in the meantime and the proprietor was busy going through it. Suddenly he gave a shout of jubilation and called his head clerk back to the office. They were on intimate terms and McBain was generally consulted about everything in connection with the business, and even on personal matters as well.

"Fred," said the proprietor, in a state of high excitement, "I have a confession to make. A firm of brokers, Abrams, Levinsky & Co., have been pestering me for some time to invest in the stock market, and a week ago I sent them fifty dollars. Here's a letter now saying that they invested my fifty and have cleaned up \$75 for me. What d'you think of that?"

"Is there a cheque for the amount?" asked McBain, who was from Missouri, having been "stung" himself once.

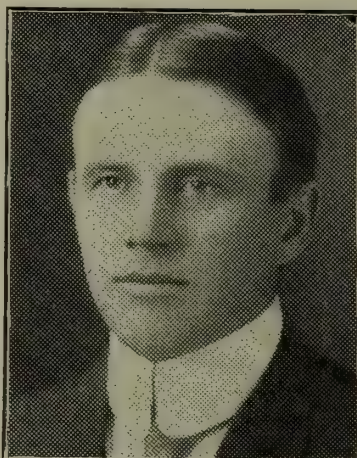
"No. They ask if they are to send me the money or to invest it again," said Conners, reading from the letter.



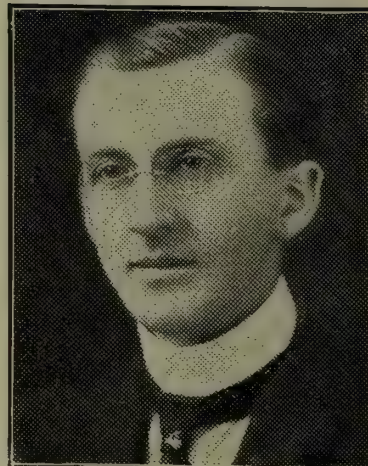
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T. W. PEART.



M. B. PEART.

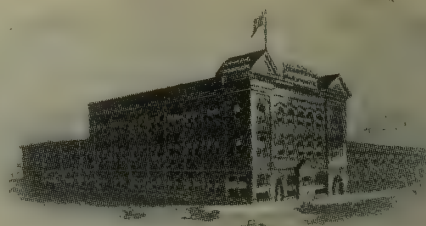


J. W. PEART.



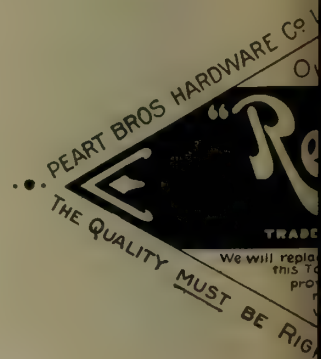
N.

When in 1910 we decided to extend our retail business and launch into wholesale trade as well, our entire business was operated with a staff of about twenty-five. The phenomenal growth of our jobbing business, the extension of our Regina Retail and Sheet Metal business, together with the opening of a branch at Moose Jaw, have necessitated a gradual increase in the number of employees, until at present it requires a staff of over one hundred to operate our different departments.



When in 1911 our warehouse was completed, we considered we had sufficient room for many years to come, we find it now necessary to make arrangement for a new warehouse 85 x 145 feet, four storeys and basement, which will be built in 1914, and which will more than double our floor space. Our Moose Jaw store, purchased last year, was doubled in floor space, and the increased business more than justifies the change.

The Heating and Sheet Metal plant will be built in 1913, and will be operated under the name of the Regina Heating & Sheet Metal Company, Ltd. This separation from our general business is necessitated by rapidly increasing requirements of the local trade and by our decision to engage extensively in the manufacture of sheet metal products, Fire Doors, Windows, Grain Tanks, etc.



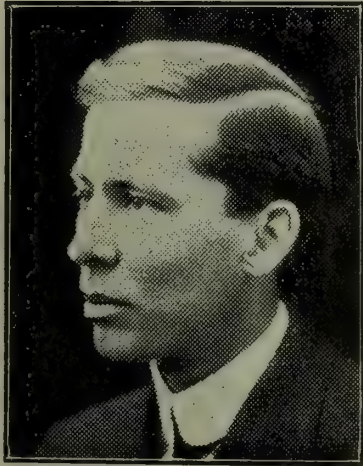
## THE FIRST AND ONLY EXCLUSIVELY



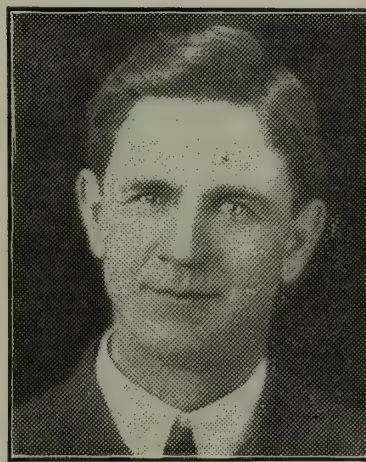
# HARDWARE CO., Ltd.



ILP,  
.



W. B. LAWSON,  
Sales Manager.



G. Y. SMITH,  
Manager Heating and Sheet Metal  
Plant.



R. W. SMITH,  
Manager Builders' Hardware  
Department.

We believe that we have now an organization second to none in Canada, and one which is at once capable and desirous of giving our customers effective and courteous service. A very large part of our business success in the past is undoubtedly due to the fact that our staff recognizes that the satisfaction of the customer is the pre-eminent requisite in the building of any successful business.



REGINA SASK. CANADA.  
...  
"Relyon"  
FOR THE WEST  
REGISTERED  
article bearing  
k which  
ective in  
or  
ship.  
BEFORE THIS MARK GOES ON.

Our trade mark means much to us and much to our customer. It means to us that we stake our reputation on the quality of the articles so marked. It means to the customer that "the quality must be right before this mark goes on," and if, by chance, that quality or workmanship should be defective, the article may be returned to any hardware store in the province, and replaced free of charge.

We show herewith a sample of our trade mark label. It means that you can absolutely "Relyon" the article so branded and that the article is, in the light of

our knowledge of western requirements, "the Best for the West."

Realizing as we do that a jobbing business is retained only by supplying articles of unquestionable merit, and realizing that the dealer and consumer in Saskatchewan prefer to have goods marketed under the name of a local organization in whom they have confidence to make good their guarantee, we registered in the fall of 1911 our "Relyon" trade mark. We are gradually marketing all our staple lines under this mark, but are "making haste slowly" in this particular, as each article must be tested and its merits proven.

## SASKATCHEWAN WHOLESALE HARDWARE



"They have a gilt-edged proposition on now, which would double my money for me sure. They suggest that I let them have another fifty and can promise me one hundred clear. They propose to put it into Consolidated Copper. I think," he said, beaming at his head clerk, "that I'll just take a little flutter in Consolidated Copper."

"I'd advise you to take a flutter in firearms and sporting goods," said McBain, stolidly. "Mr. Conners, it's the same old game. They let you run once or twice and then they strip you to the hide. Send and ask for your money now while you've made a little. I have a suggestion to make for an investment—a real, sure thing investment."

He proceeded to tell about his conversation with Suggs. "We ought to stop this mail order business in sporting goods," he declared. "It's likely to get these people into the habit. Before we know it, they'll be buying their hardware by catalogue too. We can stop them if we get in a good stock of goods and sell at reasonable prices. Why not fit up the old machine shop for a sporting goods department, and put in an up-to-date stock? It could be used for meetings of sporting committees and clubs, and before long there wouldn't be a thing bought outside of town."

"That's worth considering," said Conners, thoughtfully. "Guess I'll take your advice about this other matter, Fred. A profit in hand is worth a fortune in the hands of Abrams, Levinsky & Co., I guess."

They gave the plan careful consideration and finally adopted it. About two weeks later the old machine shop had been transformed into a really attractive spot, filled with all the latest things in the sporting goods line, from trout flies to punching bags. About this time the sporting fraternity began to take an interest in things (Andy Suggs was always two weeks ahead of anyone else) and to drop into Conners' store to look over the stock. Quite a few sales were made, but the interest shown in the department was not general enough to suit Mr. Conners.

"There's a whole lot will do their buying by mail yet if we don't watch out," he said anxiously to his head clerk. "We'll have to think of some scheme to get everybody in town talking about our new department."

"I have it," said Fred. "Why not offer a gun free? We could put it up in the window with a padlock on the trigger guard and give away keys with every dollar purchase. The customer who gets the key which opens the lock gets the gun. I've heard of schemes of that kind working out fine."

This idea also was adopted, and the next day a very handsome \$30 gun appeared in the store window, padlocked as suggested. A big card explained the terms of the contest.

Andy Suggs was one of the first to catch on to the idea, and he at once decided not to make the purchases he had intended by catalogue, but to buy instead from Conners & Co. As a result he was soon carrying around no fewer than five keys. The gambling instinct which had been dormant in him up to that time became aroused with a vengeance. "I must get that gun, he said to himself. He left his shop several times a day to run over and look at the gun, and every time he saw it the more anxious he became to possess it. He acquired the habit of buying keys whenever he could find anyone disposed to part with them for some such small consideration as 10 cents. About a week before the contest closed, he had about forty keys in his possession.

Needing a few hardware articles about the house, Suggs visited Conners' store and secured them. The bill ran to 80 cents.

"I might as well run this up to the dollar and get another key," he said. "Give me a couple packages of tacks and a pound of nails, and——"

"Why not paint the kitchen floor with some of this varnish stain?" asked Fred McBain, who was waiting on him. "You'll need a brush, too. We have some fine 50 cent lacrosse sticks in to-day. Your boy would be delighted with one. And a new baseball? Will I send the lot over. Just \$2.35."

"I didn't intend to spend all that," said the little tailor. Then he brightened up. "But then I'll get two keys, won't I, on that? All right, send the lot over."

A farmer who had bought some new tools costing over a dollar received his key at the same time. He held it on the palm of his hand and regarded it disapprovingly.

"This is a gamble," he declared. "I don't believe in gambling myself, being a deacon of the church. I ought to refuse this key."

"Let me see it, Mr. Jones," said Suggs, edging up. He took the key on his own palm and examined it with quickening interest. There had been an aggravating and rather disturbing sameness about all the keys he had secured so far, but this one seemed most distinctly different. Suggs felt "a hunch creeping up and down his spine," to quote Jack London.

"Sell it to me, Mr. Jones," he suggested. "I'll take a chance on it."

"How much?" asked the farmer.

"I've bought several for ten cents

apiece," said Suggs. "I'll give you the same."

"Twenty-five," said the farmer.

Suggs finally consented to compromise—at 25 cents—and the key changed hands.

The day set for the trying of the keys was a Saturday, and at 2.30 the crowd of key-holders began to arrive. Suggs was there, bright and early, his pockets bulging with keys. He had put the one purchased from Farmer Jones in a vest pocket by itself, and this he fingered cautiously. To make doubly sure of getting the gun, he bought a few more keys, but too bullish a tendency soon manifested itself on the key market, causing him to lay off buying by the time he had passed the fifty mark.

Among the crowd was Farmer Jones. The excitement communicated itself to him to such an extent that, casting prudence and church scruples aside, he decided to get into the game. "I'll buy that key of mine back," he informed Suggs. "Here's your quarter."

"How do I know which key was yours?" asked the tailor. "I have 53 here. Want your choice? Besides the bulls have run the market price up to 50 cents."

"Keep the key," said the other.

It didn't take long to find the right key. Suggs slipped over half a dozen, including the one he had secured from Jones, early in the test. It was tried last, and—the padlock opened.

"Andy Suggs wins," said Conners, handing him the gun.

Andy saw Jones trying to reach him in the crowd, and accordingly was in a haste to be off. So many crowded around to look at the gun, however, that this was impossible.

"My key won that gun," said Jones, emphatically, on reaching the proud winner. "What do I get out of it?"

"For the love of Mike, Jones, be reasonable," said Suggs. "I had fifty-three keys, and so there is just one chance in fifty-three that it was your key won. But," he added, his conscience pricking him a little, "I tell you what I'll do. I'll throw in an extra pair of trousers with that suit I'm making you."

"Right," said Jones. "To tell you the truth, I didn't need a gun anyway. I bought a new one just last fall. But those trousers will come in handy."

"Glad you won, Andy," said Conners, stepping up after the crowd had thinned out. "You've done so much to work up interest in this thing that I was thinking of giving you a gun anyway."

"Considering everything," said Suggs, his ardor a little dampened, as he shouldered his gun and started for home, "considering all I've paid out



and the price of those trousers, this has been a darn dear gun. Still, it's a beaut."

A few days after McBain asked the proprietor: "How's our flutter in sporting goods panning out?"

"Flutter nothing," said Conners. "Andy Suggs had the flutter. We have a permanent investment. And it's certainly a dandy."

## HARDWARE LETTER BOX



### Iron City Tools.

J. E. Mosely, Huntsville, Ont.—"Kindly inform me what firm manufactures the Iron City mauls and wedges, star brand."

Iron City Tool Works, Pittsburg, Pa.—Ed.

### Tool Chest.

Robertson, Foster & Smith, Ltd., St. John, N.B.—"Can you tell us who makes boys' tool chests?"

Pilliod Lumber Co., Swanton, O.; Simmons Hardware Co., St. Louis, Mo.; Spear & Jackson, Sheffield, England; F. H. Scott, Coristine Building, Montreal, Canada, agent.—Ed.

### Yard Sticks.

John H. Glover, Aylmer, Ont.—"Will you kindly advise us where we can purchase yard sticks?"

Hough Lithographing Co., 96 Spadina Avenue, Toronto; Whitehead & Hoag, 84 Victoria Street, Toronto; Cranston Novelty Co., Toronto; Davison Bros., 85 Peter Street, Montreal; Knapp Co., Ltd., 22 St. John Street, Montreal; Novelty Manufacturing and Art Printing Co., Montreal; The Ware Co., Bleury Street, Montreal; or in fact almost any advertising novelty company.—Ed.

### Brick Bake Oven Fire Boxes.

D. Mistele, Rodney, Ont.—"Can you advise us through Hardware and Metal what firms manufacture coal grates or coal fire boxes for brick bake ovens?"

Wrought Iron Range Co., 141 King Street W., Toronto; Enterprise Foundry Co., Sackville, N.B.; Gurney Foundry Co., Toronto; Robt. Gardner & Son, Montreal; The Garth Co., Montreal, Que.; Warren Manufacturing Co., 782 King Street W., Toronto. Grates can be obtained from firm who made your fire box. See name on door, etc.—Ed.

## Catalogues and Booklets

### Text Book on Corrosion.

The Stark Rolling Mill Co., Canton, Ohio, have issued a 70-page text book on corrosion, revised and enlarged with photos of prominent installations and a sheet metal compendium. Copies will be mailed on request.

### Colored Plates.

The Dominion Cartridge Co., Montreal, Que., are offering users of their ammunition an opportunity of securing a set of sixteen colored pictures of birds and animals, each picture is 14 x 6 inches and they are made up in sets of four. A charge of ten cents is made which covers postage, etc.

### White House Kitchen Cabinet.

Jas. H. Cumming & Co., Inc., sales managers, Monadnock Block, Chicago, Ill., have issued their "White House Portfolio" which gives in detail their selling plan on the "White House" all metal kitchen cabinet. The portfolio comprises 17 pages, is exceptionally well gotten up and is attractively illustrated. Full particulars including portfolio may be obtained by writing to T. A. Kennedy, Canadian representative, Royal Bank Bldg., Winnipeg, Man.



The following items were taken from the issue of Hardware and Metal of May 20, 1893.

"These dealers were touring the Toronto warehouses this week: Mr. Paget, of Paget and Hay, Unionville; F. Hatch, Whitby; H. A. Manning, Coldwater; Geo Morris, Guelph; J. B. Eager, Aurora; A. D. Carley, King; H. Keys, Weston; J. W. Kennedy, Georgetown; E. Seeber, Carlsruhe."

Editor's Note.—Most of the above dealers, or the firms they represented, are still in business. Paget and Hay are still in business in Unionville; the store of H. A. Manning, Coldwater, is

now conducted by W. H. Manning; Geo. Morris, of Guelph, sold out some years ago and the business has changed hands several times since, now being conducted by Fred Adams, formerly of Fordwich; the store of H. Keys, Weston, is now conducted under the firm name of Keys and Bull; J. W. Kennedy is still in business in Georgetown.

"James Morrison, brass manufacturer, Toronto, is preparing to publish a large catalogue."

Editor's Note.—Now the James Morrison Brass Manufacturing Co.

"H. S. Anderson, tinsmith; A. W. Dalton, general store; C. W. Maloan, hardware and W. D. Munro, furniture, were the victims of a fire the other day in Carberry, Man."

Editor's Note.—None of these dealers are in business in Carberry to-day.

### TRY THIS IN YOUR TOWN.

The Novelty News tells of a merchant in Rome, New York, who advertises himself in the local newspapers as "The man who gives the most change back." He runs a large establishment and has featured this slogan in his advertising for a long time. He makes good not by selling things cheaper than anyone else, etc., for he gets as good prices as anybody. He gives you back, when he makes change—one cent more—a new penny right out of the mint—this is coming to you every time, no matter how large or how small the purchase. That does not make a large sum, but it impresses his store on the minds of the customer, and he goes away saying to himself, "By George" he does give the most change back.—Exchange.

### Lariviere-Courteau.

Montreal, Que.—The marriage was solemnized of Miss Marie Courteau, daughter of Edgar Courteau, to Arthur Clement Lariviere, vice-president of Lariviere Incorporee, son of Frederick C. Lariviere, at the Marie Rose Convent Rachel Street. The Rev. Father Lariviere, cousin of the bridegroom, officiated. The bride was given away by her father, wearing a Parisian gown of Beige silk and hat to match, trimmed with Chantilly lace and pink roses, and carrying a large bouquet of white roses and lilies of the valley. Miss Savignac and Joseph Saucier gave vocal duets during the ceremony. Mr. Lariviere and his bride took the 8.40 train for Atlantic City. Upon their return in about a month's time, they will take up residence at 157 Esplanade Avenue.



# Current News of Hardware Trade

## New Company Registered.

The W. F. Meyers Diamond Saw Tooth and Tool Co. have registered.

## New Wholesale Hardware.

Brandon, Man. — Mitchell and McGregor, wholesale hardware merchants have incorporated.

## Increasing Capital Stock.

Maritime Nail Co., Ltd., are increasing their capital stock from the sum of \$250,000 to the sum of \$3,250,000.

## Plumbers Register.

Montreal, Que.—E. J. Roch and Boyer plumbers have registered. Plouffe and Frere of St. Laurent, plumbers, have registered.

## Hardware Store Robbed.

Toronto, Ont.—The hardware store of Anthony Mole, 534 Queen Street W., was broken into and goods to the value of \$300 stolen.

## Hardware Store Robbed.

Toronto, Ont.—About \$600 in cheques and cash was stolen recently from the hardware store of Jas. Joyce, corner Teignmouth and Nairn Ave, in the Earlscourt district.

## Former Hardware Merchant Dead.

Fleming.—The death is announced of J. P. Campbell, Mayor of Fleming, at the age of 65 years. The deceased was formerly a hardware merchant here, but retired some years ago.

## Correction.

In our last issue the item referring to the change of Chas. Watt's store, Ottawa, from the retail to the wholesale business should have stated that he had secured the sole agency for Ottawa of Yale locks.

## Death of W. H. Weber.

The collapse of a hand rail, which guarded a gangway three storeys in the air between buildings, resulted in the death of W. H. Weber, manager of the Electrical Metal Stamping Works, New Hamburg, Ont. The deceased was 45 years of age.

## A Correction.

It was reported in a previous issue that L. A. Leavens, Welwyn, Sask., had disposed of his hardware store. This report proved incorrect as Mr Leavens has only disposed of a vacant store adjoining the hardware. Mr Leavens reports business as being very brisk at the present time.

## Given Silver Mesh Bag.

St. John, N.B.—Miss Grace A. Banks, of the Water Street office staff of T. McAvity & Sons, Ltd., will leave next week for Calgary where she will make her home. Before leaving she was presented by her associates in the office with a handsome silver mesh bag as a token of esteem and remembrance.

## Sketch of Hardwareman.

In the course of a series of sketches of prominent local citizens, the Sault



J. W. Thompson.

Ste. Marie Star says of J. W. Thompson, hardwareman:—Our subject is the oldest son of Charles A. Thompson. Possessing the restless pioneer spirit of his grandfather, he left Michigan at the age of twenty-six and set forth in search of newer fields. Bay Mills held him for two years, then hearing of the building of the Algoma Central, and having an innate desire to become a railroader, he came to Sault Ste. Marie and became a fireman on the above road. He has the distinction of having fired old engine twenty-five on her first trip over the new road as far as Bellview, the end of the road at that time.

During his first year's residence in the Soo he was appointed chief constable of the township of Korah, a portion of which is now Steelton, and at the same

time worked on the construction of the new railroad. He had some exciting experiences as an officer during those early days when bad men were plentiful. After his railroad experiences, and up to four years ago, he worked at various occupations. Though the village wise-acres tried to point out his foolishness for going into it, he opened a small pipe-fitting and plumbing establishment, just across the street from his present location in Steelton. The venture proved him a typical level-headed Scot. The undertaking has grown into a substantial business that has amply justified his early determination of mind, and will continue to do so more and more as time progresses.

Up to a year ago he handled only pipe fitters' and plumbers' supplies, individually contracting and doing this class of work himself, but the rapidly increasing demands of the ever-increasing population of Steelton for diversified hardware finally decided him to venture a move to larger quarters, and control a general stock of hardware. Last January he moved to the large, brick, business block he now occupies, and with a complete stock of hardware and builders' supplies, opened his place to the buying public.

## New Glass Company.

Montreal, Que.—It is reported that the Atlas Glass Works Ltd. will be started about June 15 at Blue Bonnets near the Canada Car Works. The company was promoted by David Pugh, for eight years superintendent of the Diamond Flint Glass Co., who is now managing director of the Atlas, Limited.

## Offices Being Moved.

The Montreal branch of the Hobbs Manufacturing Co., is being moved from 382 St. Paul Street to 43-45 St Maurice Street. The offices will be located at the old address until June 1st, while the stock is being moved to the new address. The new premises will be large enough to carry both the plate glass, art glass and mirror glass, which hitherto has been stored in two different warehouses.

## Death of Hardware Merchant.

The death occurred at Marquette, Mich., on May 1, of Mirza Ransom Manhard, a pioneer hardware merchant of that locality, after a lingering illness of diabetes. The deceased was born at Brockville, on July 9, 1840, a son of the late William Manhard, and his wife Sarah Clark. After serving an appren-



ticeship in tinsmithing at Brockville, he moved in 1861 to Marquette, Mich., where he entered the business on his own account.

## Change in Name.

The name of the Winnipeg branch of the Pease Foundry Co., Ltd., Toronto, has been changed to "Pease" Western Foundry, Ltd., and is located at the same address 287 Donald St., Winnipeg. This branch has all the territory west of Fort William and Port Arthur to the Rockies, and is under the management of J. M. Bell, who moved to Winnipeg about two years ago, after many years as sales manager at the head office, Toronto.

## News From London.

London, Ont.—Retailers report business as being exceptionally brisk. Wholesalers and manufacturers are also very busy.

Sydney Horton, an employee of the Hobbs Hardware Co. had the misfortune to severely injure his hand with a chisel.

Westman's Hardware held a demonstration of varnish stains on Saturday. Carnations were given out to lady customers.

## New McClary Building.

St. John, N.B.—A crew of men has already been put to work in preparing the excavations for the foundations for the new seven storey building which is to be erected in this city by the McClary Manufacturing Co., which they will use for office and general warehouse purposes. The plans have been prepared by the company's own architect, and the work of construction will be done by Mr. Insell, the company's superintendent in this connection. It will be seven storeys in height, composed of brick with stone trimmings, and pressed brick on the east and north sides. There will be 35,000 feet of floor space available. The Prince William Street entrance will be the main one, while the Water Street entrance will be the receiving and shipping end. In the former will be located the show-rooms.

## New Firm Acquire Store.

Bulyea, Sask.—The hardware store of Fennell Bros. changed hands last week, having been purchased by Messrs. Newman & Green. It was one of the most up-to-date stores in southern Saskatchewan, having a complete stock of shelf and heavy hardware, and is situated in one of the busy and prosperous divisional points on the C. P. R., north of Regina. Hartley Green was formerly a bank manager at Tillsonburg, and should prove an ideal man to handle the money end of the firm, having an exceptional experience for just such a situation.

Mr. Newman was formerly with J. B. Cascaden, of Dresden, Ont., and has had

a thorough hardware training, and should be properly fitted for the requirements, as "the man behind the counter," in the above store. Their prospects are unusual, and there is no reason why they should not succeed.

## New Firms.

McGee, Sask.—G. W. Anstett has opened a hardware store.

Le Pas, Man.—A. T. Engebretson has opened a tinsmithing and plumbing business.

Brantford, Ont.—W. S. Sterne has opened a new hardware store at 120 Market St.

Halbrite, Sask.—C. G. Rebstock & Son have opened a hardware and implement business.

Winnipeg, Man.—The Hackney Tile and Manufacturing Co. have purchased a site on Higgins Ave. and May St., on which a large warehouse will be erected. The members of the new firm are D. M. Hackney, Winnipeg, with whom will be associated J. G. Ferguson, Sault Ste. Marie, Mich.

## Personal Notes.

F. O. Lewis, of Lewis Bros., Montreal, has returned from England.

Moose Jaw, Sask.—Alex. Stewart, formerly of Regina, has taken up his new duties with the Ross Hardware Co.

W. R. Reid has taken the position of manager of the hardware store of P. C. Duncan Co., Limited, Estevan, Sask.

Robt. Starke, of Starke, Seybold & Co., Montreal, is entirely recovered from his recent accident and is back at his office.

Warton, Ont.—James Flett, hardware merchant, left this week in company with his brother, of Vancouver, B. C., on a trip to Europe. He will be gone until September.

Dr. Max Schmidt, head of the firm of Peter Ludwig Schmidt, Elberfeld, Germany, is spending a week in Montreal and is on this side of the water for about a month looking after his large interests in New York, Chicago and Montreal.

J Chaleyer of J Chaleyer & Co., Melbourne, Australia, is contemplating a trip to Canada with a view to arranging for agencies for hardware, etc., in Australia. Mr. Chaleyer expects to arrive at Vancouver about May 27, and will leave for Montreal on May 29.

## Industrial Items.

Toronto, Ont.—M. & L. Samuel Benjamin Co. are making an addition to their building.

Rocky Mountain Horse, Alta.—The Kirby-Driscoll Co. are making extensive alterations in their store.

Preston, Ont.—Plans are being prepared for a 60x60 concrete addition to

the plant of the Canadian-Buffalo Sled Co., work to be commenced at once.

Neustadt, Ont.—The Neustadt Furniture Co. propose to establish a furniture factory here. A by-law to grant the concern a loan will shortly be submitted.

Sarnia, Ont.—The Harrower Machine Works has been taken over by the Loughhead Co., North Front St., and is already in operation again. The concern will be incorporated, and the plant removed to the Loughhead premises where it will cater to marine work of all kinds.

## Early Closing Notes.

Arkona, Ont.—The general stores here will close on Wednesday afternoons during June, July and August.

Chatham, Ont.—The Chatham grocers have agreed to close every Thursday afternoon during the summer months, commencing June 5.

Wyoming, Ont.—The merchants have agreed to close every evening at 6.30 except Saturdays and evenings before public holidays, the agreement continuing from June 5 to September 15.

## Business Changes.

Strome, Alta.—H. W. Storey intends going out of business.

Orangeville, Ont.—Fuller, Allen and Holmes paints, oils, glass, etc., are going out of business.

Elstow, Sask.—W. S. Taylor has been succeeded in his hardware, flour and feed business by J. H. Taylor.

Estevan, Sask.—The Brown Plumbing and Heating Co. expect to start business here during the first week in April.

Chatham, Ont.—The hardware store formerly conducted by Jas. A. King has been sold to Donald H. Douglas, of the Stephens-Douglas hardware store. Stock-taking is now in progress.

## Fire Losses.

Orillia, Ont.—The Stephens Electrical store has been destroyed by fire.

Overend and Lowry, hardware merchants, have suffered a loss by fire.

Toronto, Ont.—The hardware and grocery stock of P. H. Dulmage has been partly destroyed by fire.

North Sydney, N.S.—Bent & Cohoon, hardware merchants have been burned out.

## MINERVA PAINTS IN WEST.

Pinchin, Johnson & Co., Ltd., Toronto, Canada, have concluded distributing arrangements with the J. H. Ashdown Hardware Co., Calgary, Alta., who will distribute Minerva Paints and International Varnish Company's varnishes throughout the province of Alberta.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE

The market situation has shown an improvement in many respects. There is an extremely active demand in all lines, particularly heavy, of course, in the goods now most seasonable.

Although loaded up with orders, manufacturers seem to be having no difficulty in meeting the demand. At any rate, no talk of shortages is heard, whatever complaints are advanced being traceable to the delays experienced in shipment. The temporary shortage in poultry netting has been relieved by the arrival of supplies from England.

Perhaps the most significant feature of the market is the tendency toward advancing prices shown in metals. Structural work is now being undertaken on a large scale, and this has increased the demand for metal. Lead and tin are reported higher at several points.

The situation with respect to metals shows no change. There has been, perhaps, the same ratio of improvement as was noted last week.

### MONTREAL.

Montreal, May 14.—Trading in hardware circles is very brisk. The demand is steady and heavy but seems to come from all parts of the country, although there are occasional reports that business in the West is not as heavy as a few weeks ago. However, these adverse reports are brightened by the statements that business is sound and that the dullness is due to over-speculation in real estate.

The scarcity in poultry netting has been relieved by the arrival of the ships from England bringing good cargoes of this netting. There have been no changes in prices during the week and the market is almost devoid of interesting features.

The Budget Speech recently handed down at Ottawa contained the information that the bounty on lead ores would be continued for another four years.

The demand for cement in Montreal is very heavy with prices steady at \$1.75 per barrel or \$1.35 per barrel net.

Garden Appliances are moving freely. Rubber hose, lawn sprinklers, lawn mowers, clippers, shears, lawn seats and swings, are in heavy demand at present. The retailers are featuring these lines and the warm weather has added another stimulating feature.

### Summer Goods.

The demand for all lines of summer goods is quite heavy as the warm weather has thoroughly convinced the public that summer is here and that it is time to get out to the summer residences and parks, etc. Hammocks, awnings, etc., are selling well and there is a heavy de-

mand for electric fans. One retail firm sold ten fans in one day last week. The demand for other electric specialties is improving. Electric toasters and electric irons are in good favor as are other "Keep Cool" devices. Electric toasters are selling around \$4.00 each, while electric irons are quoted at \$3.00 to \$4.00 each.

Heavy Ranges.—There is an improving demand for heavy ranges and quite a nice volume of business has been accomplished during the past week in this line. Booking for future is heavy.

Gas Stoves.—The demand for gas stoves at present is exceptionally heavy, even for this season of the year. The volume of business transacted may be estimated by the fact that one firm sold two carloads of gas stoves out of store in three days last week and at present only

have five stoves on their premises. The orders already booked will take over a week's supply to fill and there is likely to be a shortage if the present demand continues for any length of time. Oil stoves are selling very well in the field they cover and the demand is increasing year by year as the public becomes better educated to the merits and economy of this line. Dealers in country districts should push this line more energetically and develop the latent possibilities that the oil stove offers for increased business.

Furnaces.—The demand for furnaces is not very brisk, although quite a number are being sold. There is a good inquiry for estimates and the business in sight is very promising for the year's total. Radiators are quiet but the demand shows healthy signs of early improvement.

### Metal Markets Strong.

Now that the Balkan war is practically settled and the danger of a general disturbance has been averted, metal prices are advancing. The trade has a more optimistic view with the result that buying is more liberal than for some time past. The opening of the summer's building operations calls for immense quantities of structural iron and steel, while the development of concrete is increasing the demand for reinforcing iron rods. The renewal of the bounties on lead ore tends to make the domestic lead market more stable and firm as this bounty is sufficient to offset foreign competition.

## THE CEMENT SITUATION

*Our Montreal representative writes:*

*The reduction in duty in cement will not affect cement prices to any extent for the simple reason that the freight rates will offset the reduction. Those centres nearest the international border will be little affected by the change. It is stated that the demand is so far in advance of the production that the importation from the United States will not be felt by Canadian concerns except those located at border points or supplying border points where the freight rates are low enough to make it an object to import. However, with the duty cut in half last summer, the Canadian factories were overwhelmed with business, and the outlook for this year is much better than for last year. Therefore, with a higher duty than last season and more business in sight, there is little to fear from the new tariff. It is estimated that the consumption of cement five years ago was about three and a half million barrels. Last year the consumption was seven and a half million barrels, while it is estimated that consumption this year will reach over the nine million barrel mark.*



## HARDWARE AND METAL

### Copper Advancing.

The London copper market has advanced ten shillings over last week's quotations, while the New York market has followed by an advance of 10c per cwt. with the last quotation at \$15.55 per swt. The local market is firm at \$17.75 under a good demand. The stocks of copper in store are large.

Lead.—The English lead market is quoted at £18 15s. which is in advance of 7s. 6d. over last week. The local market is firm at \$5.00, with a good demand. Should the primary markets continue to advance the local markets will be forced to follow and it is anticipated that any further advance on the London market will advance the prices here.

Tin.—Tin was quoted in these columns last week as selling at £230 in London, but during the week the price advanced to, £231, but has sagged off and was quoted to-day at £226 which is a decline of £5. The New York market is off ½c but the local market remains firm at \$54.00 with a good demand.

Spelter is a little easier on the primary markets with St. Louis off 2½c but the local market is firm at \$7.00 under a fair demand and ample stocks.

Antimony has declined on the local market and is now quoted at \$10.75 instead of \$11.00. The primary markets are steady with little to indicate any further change.

Pig Iron.—The London market is up 6d. and going strong. The local market is unchanged, with a good demand.

### TORONTO.

Toronto, May 14.—The Toronto markets are in much the same condition as last week. With the exception of tin and lead, no price changes have occurred during the week. Hardware jobbers are very busy and quotations on the majority of lines of hardware are very firm. There is a good demand for poultry netting, screen wire, screen doors, and windows, lawn mowers, hose, garden tools and other summer lines. Summer stoves are being sent out in large numbers.

Tin has declined ½c lb. in price and lead has advanced 15c hd. lbs. There is a tendency toward caution in the metal markets at the present time. A fair volume of business is being done and it is expected to continue for the balance of the year.

There are very good stocks of ingot metals, but there is still a scarcity of sheets, plates and bars. As far as iron and steel is concerned there are no high prices and the various lines are at fair levels.

Copper is firm and unchanged with a fairly good demand, quotations in Toronto range from \$16.10 to \$16.25.

### Decline in Tin.

Tin has declined ½c per lb. and is in good demand. This makes Toronto quotations from 53½ to 54½c.

### Further Advance in Lead.

A further advance of 15c per hundred lbs. has occurred in the price of lead. This makes an advance of 40c per hundred lbs. during the past two weeks. Toronto quotations range from \$5.10 to \$5.45 per hundred lbs.

Spelter.—No change is reported in the price of spelter and the market is in much the same condition as last

### Rope, Twine, Etc.

The rope and twine market is unchanged. Pure manilla rope is still quoted at 17c base, British manilla at 13c base, Sisal at 12c base. 650 ft. twine is quoted at 12½c per lb.; 600 ft. twine at 11c lb.; 550 ft. twine at 10c lb.; 500 ft. twine 9½c lb.; ½c per lb. allowance on 5 tons or over; ¼c per lb. allowance on 10 tons or over. Lath yarn single is quoted at 11¼c lb. and double at 11¾. Sisal bed cord 48 ft. is quoted at 72c per dozen; 60 ft. at 90c per dozen; 72 ft. at \$1.08 per dozen.

## Prices on Seasonable Goods

Toronto Jobbers are quoting the following prices:—

Poultry netting, 2 inch mesh	50%
Screen wire cloth, 50 ft. rolls	\$1.60 hd. sq. ft.
Screen wire cloth, 100 ft. rolls	\$1.55 hd. sq. ft.
Hose reels	\$7.75 to \$24.00 dozen.
Japanned screen door hinges	80c. per dozen prs.
Japanned screen door hinges	\$9.25 per gro. in gross lots.
Common screen doors, 4 inch stile	\$8.40 per dozen
Washing machines, wringers	20% discount.
Asbestos building paper	\$3.25 hd. lbs.
Wire nails, small lots	\$2.40 base
Cut nails	\$2.80 base.

week. The market has been quiet in this line for some time.

Iron and Steel.—No price changes are reported. There is still a scarcity of sheets, plates and bars. The various lines are at fair level and no high prices are quoted.

### Wire, Nails, Etc.

There has been a heavy demand for wire nails. The ruling price is \$2.40 base per keg in small lots. Cut nails are quoted at \$2.80 base in small lots. Asbestos paper is quoted at \$3.25 per hundred in small lots. Poultry netting is quoted at 50 per cent. discount for 2 in. mesh. Screen wire cloth is quoted at \$1.55 per hundred sq. ft. in 100 ft. rolls and \$1.60 per hundred sq. ft. in 50 ft. rolls.

### Summer Goods.

Hammocks, refrigerators, ice-cream freezers, rubber hose, lawn mowers, etc., are in good demand. Hose reels are quoted from \$7.75 to \$24.00 per dozen. Corrugated rubber hose is quoted at 13½c per foot for ½ in. size, and 17c per foot for ¾ in. size with an extra 5 per cent. for 500 ft. coils. Quotations on screen doors range from \$8.40 doz. up. Japanned screen door spring hinges are quoted at 80c per dozen pairs and \$9.25 in gross lots.

### Shovels, Spades, etc.

The following prices are still quoted on black goods: Shovels, 1st grade 60 per cent.; 2nd grade, 55-2½ per cent.; 4th grade, 45 per cent. Draining tools, 60 per cent.; scoops 1st grade, 50-5 per cent.; 4th grade, 45-5 per cent. Hollow backs and sand shovels, 1st grade, 60 per cent.; 4th grade, 45 per cent.; full polished goods 50c per dozen net extra. Half polished goods, 25c per doz. net extra.

Iron Pipe.—The new prices on black and galvanized iron pipe were given in detail in last weeks market report. No further change is reported.

Wooden Ware.—There is a good demand for ironing boards, bake boards, sleeve boards, lawn seats, lawn swings, etc. Washing machines and wringers are also in good demand and are quoted at 20 per cent. discount. List prices may be seen in current market quotations.

Hides.—No change is reported in the price of hides, Toronto dealers are offering the following prices: Trimmed hides green, 12c to 13c; trimmed green and partly cured, 12½c to 13½c usual 2 lbs. tare; horsehides with mane and tail up to \$2.75; sheep skins up to \$1.50; horse-hair 35c to 38c lb.



**Copper and Nickeled Wares.**

The discount remains 40 per cent with an extra 10 per cent. discount for 3 dozen lots of tea kettles, tea and coffee pots, etc., the lines are in good demand.

**GALVANIZED WARES.**—Garbage cans are in heavy demand and are quoted at 40 per cent. discount. Pails, tubs, and oil waste cans are quoted at 45 per cent.

**Enamelware, Tinware, etc.**

The demand for enamelware is heavy. White ware is quoted at 75 per cent.; blue at 50-10 per cent. and gray at 60-10 per cent. Stamped and pieced ware are also in good demand. Stamped ware is quoted at 72½-15 per cent. for plain and 72½-5 per cent. for retinned. Pieced ware is quoted at 35 per cent. with exceptions and Japanned ware 45 per cent.

Gas ranges are selling in large numbers. There is also a good demand for gas plates. A few coal ranges have been moving during the past week. Coal oil cook stoves are selling in large numbers, the three burner size being particularly in demand. Small oil stoves are also selling in large numbers. There is also a demand for gasoline stoves. Several furnaces have been sold during the past week, and on the whole business with the stove manufacturers has been good.

Collections are reported fair.

**WINNIPEG.**

Winnipeg, May 12.—The market here is in a healthy active condition. Buying is not of a speculative character and there is no inclination to stock up very heavily until it is seen how the season is likely to pan out. Nevertheless the past week has seen a bigger movement than for some weeks previously and prospects are encouraging.

The wheat fields of the great Canadian West are planted and though the weather is for the present a little cold and backward, the seed has been got into the ground in excellent shape and much wheat is already showing green above ground. Seeding of coarse grains is proceeding rapidly.

Ample rain on Sunday night, general over Manitoba and the greater part of Saskatchewan has relieved all fears as to insufficient surface moisture to bring about even germination and there is ample moisture below.

Hardware prices are steady. There is a brisk sorting trade and household goods, fencing, and summer sporting goods are moving freely.

Collections are slow and continue very disappointing. A hopeful feature this week is the heavy wheat receipts show-

ing that the reserve is to a certain extent being realized upon, also sharp advances in oats and more activity in flax mean more money to go into circulation.

**Stoves and Kitchenware.**

Conditions are much the same as last week, but chilly weather has no doubt held back sales of camping outfits and has not helped trade in freezers and refrigerators.

**Paints and Oils.**

Paris green has advanced 3 cents, all other lines are steady. Trade has picked up considerably since industrial troubles have been satisfactorily settled, but cold weather has been rather hampering to out-door work. The season promises to be a busy one as the building activity has greatly increased during the past two weeks.

A good sorting trade in out-door paints and window glass is in progress. Sales of indoor specialties are falling off as the season advances.

**Heavy Hardware Metals.**

Fluctuations in the East are slow to react on metals here and the only change an advance of some 5 per cent. all round in iron pipe is not yet thoroughly adjusted.

Generally it may be stated that advances are anticipated in tin and copper and reductions in plates. Orders are still difficult to get filled in reasonable time.

There is, however, a satisfactory movement in all summer lines, gasoline stoves, oil stoves, and light cook stoves; and stove men seem well satisfied with present business and the future outlook.

**DISPLAYED CARDS IN WINDOW.**

In order to sell and advertise a certain brand of gas stove, an American hardware firm, used a novel plan which created considerable interest and the manager of the store stated that it helped in a large degree to make many sales. The stoves were made in three sizes and one of each size was displayed in the window along with display cards, etc., and also a large show card stating that after each sale a card would be placed in the window bearing the name and address of the purchaser. These cards were attached to the sides and back of the window woodwork.

Each day when new names were placed, crowds would gather to read the list. The window became quite an attraction and within two months' time over 225 stoves were sold. To see the 225 cards displayed with names and addresses of buyers was a sight that was entirely new to the residents of the place.

**TARIFF CHANGES.**

In delivering the budget speech in Ottawa, May 12, Finance Minister White referred to one or two lines that affect the hardware trade. The time for lead bounties to be paid is extended for another five-year period, but no money is appropriated except what still remains of the original vote of \$2,500,000 in 1903. When lead reaches the price of £17 on the London market all bounties are to cease. The production of lead in Canada has increased greatly. The London price has been so high of late that no bounties have been paid. They are only payable when the price on the London market is less than £14 10s per ton.

Traction ditchers for farm work up to \$300, formerly 27½ per cent., now free.

Asphalt, not solid, 12½ per cent. under preference, 17½ per cent. under general new item.

Crude balata, new item, free.

Sponges of marine production, new item, 12½ per cent. to 17½ per cent.

Cement, Portland and waterlime, including weight of containers, reduced from 8c and 12½c to 7c and 10c per cwt.

Nitrate compounds for manufacture of explosives, new item, free.

**ADVERTISING TALKS.**

Your advertising can go out and work for you, but it cannot carry a club.

An illustration in an advertisement is nearly always good; a mere picture very seldom is.

Humor in advertising is like rum in tea—it appeals to only a few people, and to them only once in a while.

The buyer is not apt to believe that your goods are better than the appearance of the package indicates.

The advertising which is bashful because it fears to give competitors information, ought to be written out in manuscript and circulated by special messenger.

The brilliant and showy advertisement very probably will make you exclaim at its cleverness—but you buy the goods which are advertised to you with definite reasons why you should use them.

Honest advertising is true in essence as well as in fact. It contains no statement which can be misconstrued to cast a better light on the thing advertised than is justified by facts. Advertising which does not live up to this definition of honesty may bring immediate returns; it is not likely to make future sales, and it is very likely indeed to prevent future sales. It stands no show whatever against the honest ad. which makes future sales as dollars make compound interest.—Doorways.



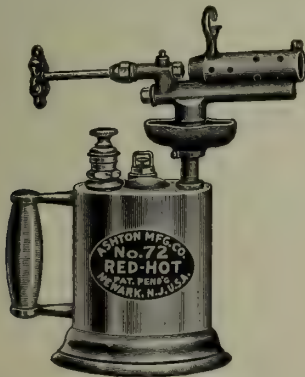
# New Hardware Goods

## NEW AUTOMATIC DRILL.

The Goodell-Pratt Co. Greenfield, Mass., are offering the trade a new automatic drill. The new drill, while somewhat similar to the firm's No. 108, has, in addition, a drill point gauge. This drill point gauge is in the form of holes drilled in the handle just under the rotating cap. There are eight of these holes and they correspond in diameter to the eight drill points contained in the handle. The value of this feature lies in the fact that the user can, at a glance, determine just which size drill point he wants to use to drill a certain hole and also to see how large a hole a particular drill point will bore. The drill is equipped with eight fluted shank drill points which, when properly fastened in the chuck, cannot be pulled out. The new drill is No. 185.

## KEROSENE TORCHES.

The Ashton Mfg. Co., Neward, N. J., makers of the red-hot line of torches and fire pots have added a new kerosene quart torch to their line. The makers claim that kerosene gas produces an intense heat and that the cost of burning is low. The makers claim that their kerosene torch will do any work that can be done with a gasoline torch. The tanks are made of heavy seamless drawn



brass, highly polished and fitted with improved automatic brass pumps. The filler plug is made with air valve for releasing the air pressure. The burners are made of special generator metal with chamber which superheats the gas and with clean out plugs enabling the user to clean easily should it become clogged from impurities in the kerosene.

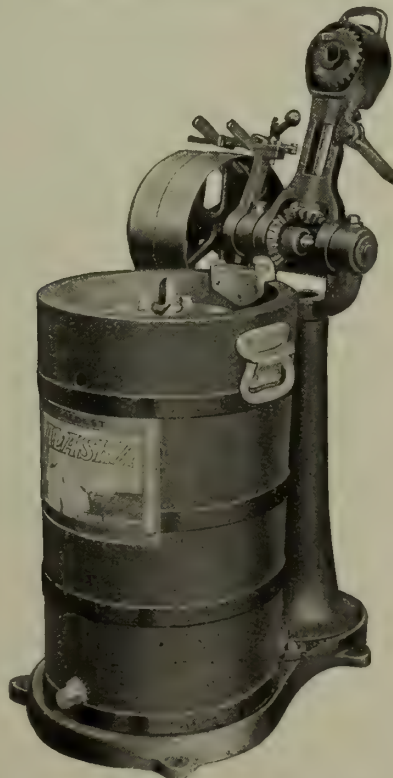
## ALASKA POWER FREEZER.

The Alaska Freezer Company, Winchendon, Mass., manufacturers of ice

cream freezers, are offering the trade a new power freezer here illustrated. There are many points claimed for this new



freezer. It is fitted with an aerating spoon dasher, covered gears, economy of ice and salt, quickness in freezing.



The can turns in one direction while the dasher revolves in the opposite.

The hinge gear frame is locked securely in position by means of a clamp on

the back of the tub. The frame may be raised upright entirely out of the way, allowing for the easy opening of the can or the removal of the tub or can. There is a great amount of free space for working about the freezer even when in operation. The Aerating spoon dasher, which floats like large slotted mixing spoons is especially designed for thoroughly mixing and heating large bodies of cream to give it the light, smooth, texture and delicacy so much desired by all ice cream makers. Dashers are fitted with a cup at the top to catch any oil or dirt that might come from the gears. The tubs are made from selected northern pine, painted to withstand the action of the salt and water. The cans are of 20 gauge steel, rivetted and tinned and with solid metal covers and bottoms carefully tinned. The belt shifter may be set at any angle to take belt from floor, wall or ceiling. The tight and loose pulleys are 12 inch in diameter with 3 inch face. They should be operated at about 100 r.p.m. The freezer can be furnished with a one horse power motor if desired. The Sheet Metal Products Co., Toronto, Montreal and Winnipeg are Canadian agents.

## THE LITTLE GIANT WEEDER.

The Little Giant Weeder here illustrated is being offered to the trade by the Delta Manufacturing Co., Westbrook, Conn. It is claimed that with this



weeder, you can pull weeds in the dry weather and that it is not necessary to wait for rain to soften the dirt. The weeder is equipped with a spring handle. The weeder measures about 9 inches in length.

Leamington, Ont.—A movement has been started for the erection of a hospital here, at a cost of \$25,000. A joint stock company has been formed to take charge of the project, Harry Lendon, the hardwareman, being one of the provisional directors.



# Methods of Retailing Paints and Varnishes

## Spreading Knowledge on Floor Finishes

**Hardware Merchants Should Endeavor to Enlighten the Public on This Important Point—How One Dealer Formed an Alliance With Rug Salesmen, Getting Splendid Results.**

The floors of the home receive considerable attention at this season of the year. The house-cleaning season results in many floors being repainted or varnished. Many people are moving and changing their place of residence. New rugs are being purchased and borders around the rugs have to be stained or finished in some manner. Kitchen floors need re-painting. Linoleums have become worn and present a dull appearance. Porch floors can be improved greatly in appearance by adding a coat of good quality porch floor paint.

There are many householders who are at a loss to know how to finish the floors in their home. There are, on the other hand, many paint dealers who are wondering how they can get this class of trade. In connection with the latter, there are four important methods that can be employed: newspaper advertising, window display, personal contact and the art of offering suggestions, the latter being a very important factor in building up a large business in floor finishes. Selling quality goods is also very important and salesmen should never try to make customers believe that they will get good results from using cheap materials as floor finishes. A finish on a floor is subjected to severe tests and must be of high quality and properly applied in order to give satisfactory results.

There is a hardware merchant in an Ontario city who has built up a very large business in floor finishes and has made special efforts to obtain this class of trade. In the city where the dealer is located, there are several firms dealing in rugs, carpets, etc. These firms do not carry paints or floor finishes of any description, but their salesmen are asked every day regarding paints, stains, etc., that would harmonize with the rugs that many of their customers purchase.

A rug salesman happened to pass the remark one day that he received enquiries daily regarding floor finishes and that he knew very little about them. The wide-awake merchant at once saw an opportunity for pushing sales of floor finishes. He took the rug salesman in hand and explained fully the different lines of floor finishes and their uses.

He also gave him a liberal supply of color cards and two or three samples. The rug salesman was delighted with the additional knowledge he had received and went back to the store where he was employed, prepared to offer suggestions to purchasers of rugs. During the next four or five days the dealer received many enquiries for stains to paint the borders around the rugs, the customers stating that Mr. Blank of the carpet store had sent them over. The dealer saw how the scheme was working out and took a walk over to the carpet store. He found that there were two clerks in addition to the one he had met previously. The dealer had a talk with the two clerks and explained the uses of the finishes he carried in stock. He also left them some color cards. They took kindly to the idea and promised to turn all the business they could in his direction. The merchant felt very much enthused over the kind reception he had received from clerks and then he called on the clerks in the other two carpet stores, finding them very friendly and glad to get information regarding floor finishes because they said it helped them to sell rugs when they could talk intelligently on the subject of finishing floors.

The result of the interviews has been that the dealer receives enquiries daily from customers who are sent to his store by the rug salesmen. This merchant uses newspaper advertising and finds that he gets good results. The store windows are also used for featuring floor finishes and the merchant is always well repaid for the time and effort expended in this effective method of advertising. He often displays a large piece of linoleum, which has been worn to a certain extent. One half of the linoleum is varnished and the other half is left in its former condition. This attracts the attention of passers-by and many sales are made in this manner.

Crack fillers should also be featured at this season of the year as there are many people who have floors in which there are unsightly cracks that need filling. Floor wax sales should also be pushed at the present time and dealers should not overlook the weighted brush-

es that should be sold to users of floor wax.

There are many porch floors that can be greatly improved in appearance at small expense by using a good make of ready mixed porch floor paint, and there are many householders who would be willing to go to this expense if they only knew they could purchase a paint for this purpose.

It is a big mistake for a merchant to think for a moment that the majority of householders know about the special floor paints and finishes that are on sale. The percentage of householders who know about these lines is very small and, although large quantities of floor finishes are sold every year, there are undoubtedly hundreds of floors in every locality that could be greatly improved in appearance if some suggestion was offered regarding the manner in which they could be painted, stained or varnished.



### PRESENTATION TO MR. BARRY.

The staff of the Canada Paint Co., Winnipeg recently presented their Western manager, Edward Barry, with diamond cuff links for himself, and a cameo pendant for Mrs. Barry. The presentation was made by C. J. Nieve who referred to the cordial relations that had always existed between Mr. Barry and the staff. Mr. Barry has been promoted to take charge of the office in Montreal. Prior to taking up his new duties, Mr. Barry accompanied by Mrs. Barry, will enjoy a three months trip to Europe.



### Oil Plant for Moose Jaw.

Moose Jaw, Sask.—It is reported that an agreement was recently completed between Moose Jaw men and the Metzker Seed and Oil Co., of Toledo, Ohio., who will build and operate a flax mill in or near Moose Jaw. The new plant will be a 24 press mill and excavating for the plant will commence immediately. An effort will be made to have the plant in operation by next fall.

### SITUATION WANTED

HARDWARE AND STOVE SALESMAN WITH several years' experience in general hardware, is looking for a good, steady position with a good hardware firm in some busy town or city in Ontario. Box 805, Hardware & Metal, Toronto. (20)

# Winnipeg Ready Roofing

Waterproof - - Weatherproof



Winnipeg Roofing is made of the highest grade of long fibred felt, thoroughly saturated and impregnated with asphalt, then coated and finished on both sides with non-oxidizing weather-proof coating. This combination produces a roofing the equal of which in withstanding weather conditions has never been produced.

## Strong, Durable and Easy to Lay

Made in three thicknesses:—

- 1 ply, average weight 40 lbs. per square.
- 2 ply, average weight 50 lbs. per square.
- 3 ply, average weight, 60 lbs. per square.

Put up in either one or two square rolls as desired, with sufficient extra material to allow for a two-inch lap in laying. Cement, Large Head Nails and Tin Caps, packed inside each roll. Send for samples and increase your business.

## The Winnipeg Paint and Glass Company, Ltd.

"Everything for a Building"

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

WINNIPEG

Calgary Paint and Glass Co., Ltd.  
CALGARY

**I**F you are selling a line of paints that you do not know to be absolutely the best, are you creating satisfied customers or just the "indifferent" kind?

**I**F you are not selling paints that give lasting satisfaction are you giving your business, yourself, your family a really square deal?

We state frankly that we have the best paint proposition in the Dominion of Canada. We can increase your sales. We can bring customers to your store. We can make satisfied customers out of those that are dissatisfied.

If we have no agency at the present time in your town, we need you for an agent. If we are telling the truth, you need our line.

*Make us prove what we say. It will be worth your while.*

**Lyon-Monkhouse**  
Limited  
WINNIPEG, MAN.

**Low Brothers**  
Limited, TORONTO

**The Johnson Paint  
& Varnish Co., Ltd.**  
VANCOUVER, B.C.



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, May 14.—“Nothing new this week except that we are very busy,” is the report given by a prominent paint manufacturer this week, and it gives the situation in a very few words. The paint is very busy these days filling the usual rush of orders that are a feature of the paint trade at this season of the year. Prices are the same as last week, and are quite firm at those levels. There is very little in sight to indicate any change in prices at present. The demand for mixed prepared paints is quite heavy and the sale of paint specialties is improving. There is more call for varnishes, enamels and marine paints than for some time past.

**White Lead.**—With the primary pig lead markets advancing, the white lead market has a very firm tone, and should pig lead advance much further it is probable that white lead will be advanced. The local market is firm at \$8.25, with a good volume of business passing.

**Glass.**—The steamer Lake Michigan arrived minus the glass cargo, but the Mount Rose had considerable glass on board; but the most of this was for country points, and was immediately forwarded to its destination. This shipment will help to relieve the pressure on the local market, and, with other ships on the way over, it is thought that the shortage will soon be a thing of the past. The local demand is improving both for window and for plate-glass, but prices are the same as last week.

**Putty** is unchanged, and is meeting with a good demand. Glaziers' paints are also in good demand.

**Whiting.**—The demand for whiting is improving, and supplies have been replenished by the arrival of imported whittings. Kalsomine and alabastine wall tints, etc., are meeting with a ready sale.

**Linseed Oil.**—There is no change in oil price this week, and raw is selling at 60c, while boiled is quoted at 63c per gallon. The demand for oil is quite heavy, as shipments of booked orders are being made. The local market is firm, with a strong undertone, due to the fact that present prices are not as high as the cost of English oil.

**Turpentine.**—The market is holding steady at 60c, with a few sales at shaded prices. There is a weak tone to the market, due to the unrest at Savannah, but with a good demand the local market continues steady at last week's quotation.

**Oils.**—There is no change in the price of oils, but the oil companies are very

busy making shipments booked for the opening of navigation. May is the big oil month, and it is stated that this year will be a record breaker.

## TORONTO.

Toronto, May 14.—No price changes have occurred since last week. There is a heavy demand for all kinds of painting materials and manufacturers and jobbers are exceptionally busy. Turpentine is unchanged, but the market in the South is unsettled. The recent prosecutions by the American Government have made some changes in the methods of buying and selling turpentine in the South and it is hard to predict what effect the new system will have on prices. The scarcity of turpentine reported last week in Toronto has been overcome.

The oil and lead markets are unchanged. No change has taken effect in the price of gasoline since the advance noted in our last issue.

**Linseed Oil.**—Raw Linseed oil is still quoted at 60c per gallon in single barrel lots; 59c per gallon in 3 to 5 barrel lots; 58c per gal. in 6 to 9 bbl. lots. Boiled Linseed oil is quoted at 63c. per gal. in single barrels; 62c per gal. in 3 to 5 bbl. lots; 61c per gal. in 6 to 9 bbl. lots. Less than barrel lots 7c per gallon additional. Quotations on 10 barrels or over are open. 5-gallon cans are quoted at 50c each; 10 gallon cans 75c each.

**Turpentine.**—The ruling price in Toronto is still 60c per gallon in single barrel lots; 59c per gal. in two to four bbl. lots; 5 gal. lots 67c per Imperial gal.

## Glass, Putty, Etc.

Glass is still quoted in Toronto at 15 per cent. discount. Standard putty is quoted at \$2.50 in bulk casks; \$2.70 in 100-lb. drums; \$3.00 in bladders; pure putty is quoted at 70c per hundred advance.

**White Lead.**—No change has taken place in the price of white lead and Toronto quotations are still \$8.20 in ton lots with an advance of 20c per hundred lbs. in less than ton lots.

## Gasoline, Coal Oil, Etc.

No change has taken place in the price of gasoline since the ½c advance noted in last week's issue. The present price is 26c per gallon in single barrels. Benzine is offered at 24½c per gal.; United States Water White Oil 15½c.; U.S. Pratt's Astral 17½c.; Canadian prime white petroleum 15c. There is a heavy demand for coal oil and gasoline at the present time. There is a good

demand for coal oil for use in summer oil stoves.

## Paris Green.

Quotations are steady with the ruling price 19¼c in barrel lots; 22¾c lb. in 1-lb. pkgs. Prices in other size pkgs. may be seen in current market quotations.

## Arsenate of Lead.

Quotations range from \$17.50 per hd. lbs. in 1-lb. pkgs. to \$9.00 per hd. lbs. in 600-lb. casks.

There is a heavy demand for shellac, varnishes, etc., and quotations remain unchanged.



## PUSHING SUMMER GOODS.

Hardware merchants should start early in the season to push the sale of summer goods. There are many householders who always consider buying certain lines early in the season, but if left until the season has advanced will put off the purchase until the next season. A salesman very often hears a customer remark: “I wish I had bought one early in the season, but I think it is too late now. I will wait until next year.” Many customers who pass remarks of this kind would, in all probability, have been purchasers early in the season had the goods been drawn to their attention in a forceful manner.

Merchants should show the summer lines early in the season and point out to customers the advisability of purchasing early in order to get the full benefits from the goods that are offered to assist in summer house-keeping. Sales of refrigerators, ice cream freezers, oil stoves and ovens, fireless cookers, electric irons, screen doors and windows, etc., should be pushed vigorously. Do not wait until the customers ask to see the lines but have them on display early. Have your clerks well posted on the merit of the summer goods you have for sale. If you are pushing a certain brand of coal oil cooking stove your clerks should be thoroughly acquainted with the selling points of the stove, and be able to impart their knowledge of the line to prospective customers. The same rule applies to lawn mowers, refrigerators, ice cream freezers, gas ranges, etc. The salesman who is well-posted always has a greater influence on a prospective purchaser than a salesman who is not acquainted with the talking points of the line he is selling. A customer will always place more confidence in a salesman who can answer all questions in a prompt and courteous manner, than in one who hesitates and does not appear to be sure of his arguments.

**What do you know**  
**about Fresco-Tone?**

Acquaint yourself:

Fresco-Tone is the best thing with which to meet the modern demand for simplicity and cleanliness in interior decoration.

It is a flat toned oil paint. It finishes dull and with a soft velvety depth of beauty. It can be wiped with a damp cloth. If necessary, it can be thoroughly washed. It is permanent.

It is not merely another of a long line of "same things." It is quite distinctive in quality. For we deliberately withheld it from the market until we knew we had developed it to perfection.

Let us send you prices. You should have Fresco-Tone in stock now to meet the Spring demand for interior decorative materials.

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



# HARDWARE AND METAL

## CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt payment. Cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

### METALS AND METAL PRODUCTS.

Cookson's or Hallett's per lb. 10 75 11 00

**BABBIT METAL**  
Canada Metal Company—Imperial, genuine, 1 Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arolic Metal—XXX Genuine, 55c; Superior, 60c; A Special, 35c; Hoo Hoo, 25c; "A," 25c; "B," 20c; "O," 18c; "D," 15c; No. 1, 15c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c. Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminum Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c—60c lb.

### BOILER PLATES AND TUBES

Montreal Toronto  
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 40 2 50  
Heads, per 100 lbs. 2 55 2 75  
Tank plates, 3-16 inch 2 70 2 80  
Boiler tubes, 100 ft. 1 1/2 in. 9 60 8 70  
" " 2 " 12 25 11 00  
" " 3 " 13 30 12 70  
" " 4 " 15 55 15 80  
" " 5 " 19 90 19 00

### BRASS

Spring sheets, up to 20 gauge.. 0 27  
Rods, base 3/4 to 1 inch, round.. 0 23  
Tubing, seamless base, per lb.. 0 28  
Tubing, iron pipe size, 1 inch base 0 26

### COPPER TUBING, 4 CENTS EXTRA.

### BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 65 per cent.  
Fuller work, 65 p.c.; No. 6, 70, 10 p.c., and 1 and 2 inch cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 6 p.c.  
J.M.T. Globe, Angle and Check Valves, 60 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 65 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

### COPPER

Montreal Toronto  
Casting ingot 17 75 16 25  
Out lengths, round bars, 1/4 to 2 in. 27 00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 00  
Copper sheet, tinned, 14 x 60, 14 oz. 30 00  
Copper sheet, planished, 14 x 60, base 37 00  
Brassier, insheets, 6 x 4 29 00

### COPPER AND BRASS WIRE

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

### IRON AND STEEL

Montreal Toronto  
Canadian foundry, No. 1. 21 00 21 00  
Canadian foundry, No. 2. 20 50 19 50  
Summerlee, No. 2 pig iron 23 75  
Carron, soft 23 50  
Cleveland, No. 1 22 00 25 00  
Clarence, No. 3 21 50 24 50  
Jarow 25 00  
Glengarnock 26 00  
Radnor, charcoal iron 31 00 34 50  
Ayresome, No. 3 25 00  
Ferro Nickel pig iron (800) 25 00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50  
Angles 3/4 inch base 2 50 2 50  
Common bar, per 100 lbs. 2 15 2 05  
Forged iron, per 100 lbs. 2 30 2 35  
Refined iron, per 100 lbs. 2 40 2 40  
Horseshoe iron, per 100 lb. 2 40 2 40  
Mild steel 2 25 2 20  
Sleigh shoe steel 2 25 2 25  
(domestic) 2 30 2 25  
Iron finish steel (foreign) 2 50 2 50  
Reeled machinery steel 2 75 3 00  
Tire steel 2 35 2 15  
Sheet cast steel 0 15 0 15  
Toe talk steel 3 10 3 15  
Mining cast steel 0 07 0 08  
High speed 0 05 0 05  
Capital tool steel 0 50  
Cammell Laird 0 05  
Black Diamond tool steel 0 08  
Corona tool steel 0 06 1/2  
Silver tool steel 0 12 1/2  
Cold Rolled Shafting.  
3-16 to 1-16 inch 0 06  
1/2 to 1 7-16 inch 0 05 1/2  
1 7-16 to 3 inch 0 05  
Montreal, 35 and 1 7-16 30.

### BLACK SHEETS.

Montreal Toronto  
10 gauge 2 70 2 70  
12 gauge 2 75 2 75  
14 gauge 2 80 2 85  
16 gauge 2 50 2 55  
18 gauge 2 50 2 55  
20 gauge 2 60 2 65  
22 gauge 2 65 2 75  
24 gauge 2 65 2 75  
26 gauge 2 75 2 85  
28 gauge 2 85 3 00

### CANADA PLATES.

Ordinary, 52 sheets 3 10 3 00  
All bright, 52 sheets 3 70 4 15  
Galvanized—Apollo D. Crown Ordinary  
18x24x52 4 45 4 45 4 75  
60 4 70 4 70 5 00  
20x28x80 8 90 8 90 9 50  
20x28x80 9 40 9 40 10 00

### GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square 6 75  
24 gauge, per square 5 50  
26 gauge, per square 4 25  
28 gauge, per square 4 00  
Less 10 p.c.

### GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lis Gorbals  
gauge, Head. de-Lis. Best Best  
16-20 3 85 3 60 3 65  
22-24 4 00 3 75 4 00  
26 4 25 4 00 4 25  
28 4 50 4 25 4 50  
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.  
Apollo brand— Montreal Toronto  
24 gauge, American 3 75 3 70  
26 gauge, American 3 95 3 90  
28 gauge (26 English) 4 30 4 20  
10% oz., equal to 28 English 4 50 4 40

### IRON PIPE.

Black Galv.  
1/4 2 28 3 08  
3/8 2 72 3 57  
1/2 3 28 4 43  
3/4 4 85 6 55  
1 6 56 8 86  
1 1/2 7 54 10 59  
2 10 55 14 25

### IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

### SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60, fittings, 60 and 5 p.c.

### RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

### KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

### HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall radiators—37 and 15 p.c.  
Specials—25 p.c.

### OLD MATERIAL.

Dealers' buying prices: Montreal Toronto

Heavy copper and wire, 0 11 1/4 0 11 1/4  
Light copper & bottoms 0 10 1/4 0 09 3/4  
Heavy red brass 0 10 1/2 0 10 1/4  
Heavy yellow brass 0 08 1/4 0 08 1/4  
Light brass 0 06 1/2 0 06 1/2  
Tea lead 0 02 1/2 0 02 1/2  
Heavy lead 0 02 1/2 0 04  
Scrap zinc unions, 65 0 03 0 03  
No. 1 wrought iron 9 00 10 00  
Machinery cast scrap, No. 1 14 00 14 50  
Stove plate 12 50 13 00  
Malleable 10 00 9 00  
Miscellaneous steel 6 00 6 00  
Old rubbers 0 08 1/2 0 08 1/2

### LEAD.

Montreal Toronto  
Domestic (Trail), pig, 110 lbs. 5 00 5 00  
Imported pig, per 100 lbs. 5 00 5 00  
Bar pig, per 100 lbs. 5 25 5 50  
Sheets, 2 1/2 lb. sq. ft. 6 75 6 75  
Sheets, 3 lb. sq. ft. 6 75 6 75  
Sheets, 3 1/2 lb. sq. ft. 6 62 1/2 6 60  
Sheets, 4 to 6 lb. sq. ft. 6 50 6 50  
Out sheets 1/4 per lb. extra.  
Out sheets to size, 1/4 per lb. extra.

### LEAD PIPE.

Lead pipe, 7/8 c, 15 per cent. off.  
Lead waste pipe, 9c; 15 per cent. off.  
Traps and bends, 40 per cent.

### SOLDER.

Montreal Toronto  
Bar, half-and-half, guarant'd 0 30 1/2 0 28 1/2  
Wiping SHEET ZINC. 0 28 1/2 0 28 1/2

### 5-CWT. CASES

Part cases 8 25 8 00  
Part cases 8 50 8 50

### SPELTER.

Foreign, per 100 lb. 7 00 7 20  
TIN AND TINPLATES.  
Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. \$54 00 54 00  
Reddipped Charcoal Plates—Tinned

### M L S, Famous (equal Bradley)

Per box  
I C, 14x20 base 7 00  
I X, 14x20 base 8 25  
I X X, 14x20 base 9 50  
Raven and Murex Grades—  
I C, 14x20 base 5 00  
I X, 14x20 base 6 00  
I X X, 14x20 base 7 00  
I X X X, 14x20 base 8 00  
"Dominion Crown Best"—Double.  
COATED, TISSUED.  
I C, 14x20 base 7 00 7 00  
I X, 14x20 base 8 25 8 25  
I X X, 14x20 base 9 50 9 50  
"Always the Best" Standard Quality.  
I C, 14x20 base 4 65  
I X, 14x20 base 5 65  
I X X, 14x20 base 6 65

### BRIGHT COKES.

Bessemer Steel.  
I C, 14x20 base 4 50  
20x28, double box 9 00

### CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I C, 20x28, 112 sheets.. 8 25  
I X, Terne Tin 9 75

### CHARCOAL TIN BOILER PLATES.

Cookley Grade—  
XX, 14x56, 50 sheet box.. 7 50  
XX, 14x60, 50 sheet box.. 7 50  
XX, 14x65, 50 sheet box.. 7 50  
TINNED SHEETS.  
72x30 up to 24 gauge, case lots 8 50  
72x30 up to 26 gauge, case lots 8 95  
Less than case 25c 100 lbs. extra.

### WIRE.

Annealed Cut Hay Baling Wire.  
No. 10, \$3.80; No. 11, \$3.90; No. 13 and 13 1/4, \$4.10; No. 14, \$4.25; No. 15, \$4.40; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

### CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

### COILED SPRING WIRE.

High Carbon, No. 9, \$2.40 in cars.

### FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.50; No. 23, \$7.55; No. 24, \$8; No. 25, \$8.50; No. 26, \$9; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/4-lb. hanks, 35c; in 1/8-lb. hanks, 50c; packed in cases or cases, 15c; bagging or napping, 10c.  
HAY WIRE IN COILS.  
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

### GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs. —Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.  
2-in. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

### SMOOTH STEEL WIRE.

No. 9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.  
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 5c, charcoal (extra quality) \$1.25, packed in cases or cases 15c, bagging and napping 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks 50c, in 1/4-lb. hanks 75c, in 1/8-lb. hanks \$1.  
Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

### WIRE CLOTH.

Galvanized barb 2 42 1/2  
Galvanized, plain twist 2 56  
Car lots and less.  
F.O.B., Montreal.

### WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, 1/2 inch, \$15.10. Per 100 feet f.o.b. Toronto.

### WROUGHT STAPLES.

Galvanized 2 85  
Plain 2 65

### PAINTS, OILS AND GLASS.

BARN PAINT.  
In barrels, 5-gal. tins 0 80 0 80  
In barrels, 5-gal. tins 0 80 0 80  
BEESEWAX.  
Per lb. 0 40

### CHEMICALS.

In casks per lb.  
Sulphate of copper (bluestone) 0 97  
Litharge, ground 0 07  
" faked 0 07 1/2  
Green coppers (green vitrol) 0 01  
Sugar of Lead 0 09

### COLORS.

Venician red, 1-lb. tins pure 0 13  
Chrome yellow, pure 0 18  
Golden ochre, pure 0 13  
French ochre, pure 0 13  
Chrome green, pure 0 10  
French permanent green, pure 0 15  
Signwriters' black, pure 0 19  
Marine black, 25 lb. tins 0 05 1/2

### ENAMELS.

Per gallon in quart tins.  
M. L. Floorglaze (Imperial V. & C. Co. 1 80  
Cee Pee Co. enamel 4 50  
Sterling Enamels 3 20  
Anchor Floorlustr 1 80

### Glue.

Per lb.  
French medal 0 10  
German common sheet 0 10  
German prima 0 15  
White pigafot 0 15  
Brantford medal 0 10  
" golden medal 0 11  
" brown sheet 0 10  
" Golden sheet 0 13  
" Gelatine 0 22  
" white gelatine 0 20  
" white glue 0 13  
" 100 flake 0 11  
Perfection amber ground, No. 1230 0 13  
Ground glues at same prices.  
Brantford all-round glue, 1/4-lb. pack ages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount.

### XXL

OL 0 12  
O 0 11

### In bbls., about 500 lbs., per lb.

In Arsenic kegs, 250 lbs., per lb. 0 19 1/2  
In 5 & 100 lb. drums, per lb. 0 20 1/2  
In 25 lb. drums, per lb. 0 23 1/2  
In 1 lb. pkts., 100 lb. in cs., lb. 0 23 1/2  
In 1 lb. pkts., 50 lb. in cs., lb. 0 23 1/2  
In 1/2 lb. pkts., 100 lb. in cs., lb. 0 23 1/2  
In 1 lb. tins, per lb. 0 23 1/2

### PARIS WHITE.

In bbls. 0 90  
Orange Mineral, casks 0 06 1/2  
" 100-lb. kegs.. 0 06 1/2

### PREPARED PAINTS.

Per gallon in qt. tins  
Sherwin-Williams paints, base.. 2 00  
Canada Paint Co.'s pure 1 75 2 00  
Globe house paint (Winslow) 1 80  
"New Era" house paint (Winslow) 1 85  
Benj. Moore Co.'s "Egyptian" Brand 1 50  
Moore's pure linseed oil H.O. 1 65  
Brandram-Henderson's "English" 2 00  
Ramsey's paints, pure 1 00  
Ramsey's paints, Thistle 1 00  
Martin-Senour, 100 p.c. pure 2 00  
Senour's floor paints 1 80  
Sterling Pure 1 60  
Maple Leaf Paint (Imp. V. & C. Co.)  
Jamieson's Crown and Anchor brand 1 80  
High Standard 2 00

### PLASTER OF PARIS.

Per barrel 2 10

### PINE TAR.

Half-pint tins, per dozen 0 80

### PURTY.

Standard Montreal Toronto  
Bulk in casks 2 30 2 50  
Bulk, 100 lb. drums.. 2 50 2 70  
Bladders, in bbls. 2 30 3 00  
Pure Putty, 70c hd advance.

### RED DRY LEAD.

Genuine, 560 lb. casks, per cwt. 6 00 6 00  
Genuine, 100 lb. kegs, per cwt. 6 25 6 25  
No. 1 casks, per 100 lbs. 5 75 5 75  
No. 1 kegs, per 100 lbs. 6 00 6 00

### SHINGLE STAINS.

In 5-gallon buckets 0 75

### TURPENTINE AND OILS.

Montreal Toronto  
Can. Prime white petroleum gal. 0 15  
U.S. Water white " 0 17 1/2  
U.S. Pratt's astral " 0 21 1/2 0 17 1/2  
Castor oil, per lb., in bbls. 0 08 1/2 0 09  
Motor gasoline, single bbls. 0 27 1/2 0 28  
Benzine, per gal., single bbls. 0 27 1/2 0 28  
Pure turpentine, single bbls. 0 60 0 60  
Linseed Oil " Raw 0 60  
" boiled 0 63 0 63  
Rosin, "G" grade, bbl. lots, 7 25 8 00

### VARNISHES.

Per gal. cans.  
Carriage, No. 1 1 50  
Pale durable body 3 00  
" hard rubbing 3 00  
Finest elastic gearing 3 00  
Elastic Oak 1 80  
Furniture, polishing 2 80  
Furniture, extra 1 80  
" No. 1 0 80  
Light oil finish 1 25  
Gold size Japan 2 00  
Turps, brown japan 1 00  
No. 1 brown japan 1 10  
Backing black japan 1 25  
No. 1 black japan 0 85  
Benzine black japan 0 75



## CO-OPERATION THAT COUNTS

is not used in connection with the "MINERVA" PAINT proposition as a mere phrase. It's real, that's why "MINERVA" PAINT and paint specialties have become so popular from Coast to Coast, in so short a time. Our Agents' interests are ours in the full sense of the word. Another link in the "Minerva" Paint co-operative chain is the establishment of distributing arrangements with

**The J. H. ASHDOWN HARDWARE CO., Limited, Calgary**  
for Southern Alberta.

Remember that the "MINERVA" paint line was the first complete line of paints marketed in Canada in cans containing

Full Imperial Measure

**PINCHIN, JOHNSON & CO.**  
(CANADA), LIMITED.

Toronto

Winnipeg

Vancouver

Established in England 1834

T-20

## DO YOU HANDLE PAINTS OILS?

Every dealer can increase his profits in this line if he gives attention to the methods of handling. Years ago our forefathers went to market with ox teams. Now they go in automobiles. What would you think of a man who used oxen for transportation in this day? Well, it's about as consistent as it is to handle paints and oils with funnels, measures, barrels and tin cans and expect to get full profits.

Why not step out of this old eighteenth century method and adopt the clean, profit-paying

## BOWSER PAINT OIL SYSTEM

Hundreds of your progressive, enterprising business associates and competitors are using them to increase trade and profit. They will do the same for you.

If we could stack up the dollars you have lost under the old method—if we could show this waste in dollars and cents, it would require no argument to sell you a Bowser System. You would be astounded at the enormity of your own loss. Why will business men continue to sustain this loss when a Bowser System will not only stop it, but will pay its own cost with the saving it effects?

We want to explain in detail how and why this system is so vital to your paint department. Ask for our FREE Book No. 15. It will give you some pointers and the request will not obligate you in any way. Write to-day. Say, "Send me Book No. 15."

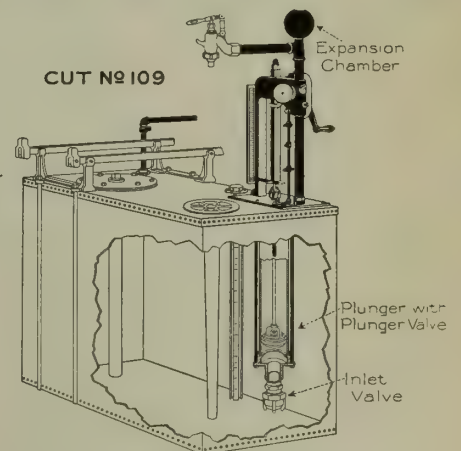


Illustration shows briefly interior construction. Note particularly how the fill, gauge and return tubes are below suction outlet, thus sealing them always in oil.

**S. F. Bowser & Co., Inc., 66-68 Frazer Ave., Toronto, Ont., Canada**

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales offices in all centres and representatives everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc. Established 1885.



# HARDWARE AND METAL

Crystal Damar	1.50
No. 1	1.25
Pure asphaltum	1.00
Oilcloth	1.50
Lightning	0.85
Elastite varnish	2.25
Copaline varnish	2.25
Granitine floor finish	2.25
Jamieson's floor enamel	1.75
Sherwin-Williams kopal varnish	2.50
Canada Paint Co.'s sun varnish	1.25
"Kyanite" interior finish	1.40
"Plint-Lac" coach	1.00
B.H. Ltd. "Gold Medal" cases	2.50
Dependence Lt. H. Oil Finish	1.50
Everlastic Floor	2.50
Flattine floor finish	3.00
Elastica exterior finish	4.25
Stovepipe varnish, 1/4 pt., gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.65
No. 1 orange shellac varnish, bbls	1.40

## WINDOW GLASS.

Size United	Double
Inches.	Star Diamond.
Under 26	4.25
26 to 40	4.50
41 to 50	4.75
51 to 60	5.00
61 to 70	5.25
71 to 80	5.50
81 to 90	5.75
91 to 100	6.00
101 to 110	6.25
111 to 120	6.50
121 to 130	6.75
131 to 140	7.00
141 to 150	7.25
151 to 160	7.50
161 to 170	7.75
171 to 180	8.00
181 to 190	8.25
191 to 200	8.50

Size United	Double
Inches.	Star Diamond.
Under 26	4.25
26 to 40	4.50
41 to 50	4.75
51 to 60	5.00
61 to 70	5.25
71 to 80	5.50
81 to 90	5.75
91 to 100	6.00
101 to 110	6.25
111 to 120	6.50
121 to 130	6.75
131 to 140	7.00
141 to 150	7.25
151 to 160	7.50
161 to 170	7.75
171 to 180	8.00
181 to 190	8.25
191 to 200	8.50

## WHITE LEAD GROUND IN OIL.

Ton Lots.	Per 100 lbs.
"Anchor," pure	8.25
Brandram's B.B. Genuine	9.25
C.P.C. decorators, pure	8.25
Crown and Anchor, pure	8.25
Elephant, Genuine	8.50
Essex, Genuine (Windsor)	8.00
Island City Decorators'	8.25
pure	8.25
Lily Pure	8.25
Moore's Pure White Lead	8.25
Monarch (Windsor)	8.50
Munro's Select Flake White	8.50
Purity C.O. Co's, Ltd.	7.70
Ramsay's Pure Lead	8.25
Ramsay's Exterior	7.80
Sterling Pure	8.25
Tiger Pure	8.25
"James Genuine"	8.25

## WESTERN SCHEDULE.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb. kegs, 35¢ per 100 lbs. lower. Delivery F.O.B. Toronto or Hamilton; London, 50¢ per 100 lbs. extra.
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## WHITE ZINC (DRY).

Extra Red Seal, V.M.	0.07%
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## WHITE ZINC IN OIL.

Pure, in 25-lb. tins	0.10
No. 1	0.07
No. 2	0.05%

## WHITING.

Plain, in bbls.	0.70
Gilders bolted in heavy bar	1.00

## HARDWARE.

AMMUNITION.

"Deminion" Rim Fire Cartridges and  
O.B. caps, 50, 2½ p.c.; "22 cartridge

## AXLES AND HATCHETS.

Single bit, per doz.	6.75
Double bit	10.00
Reach Axes	6.75
Broad Axes	22.75
Hunters' Axes	6.00
"Boggs" Axes	6.75
Lathing hatchets	4.70
Shingle hatchets	1.45
Olaf hatchets	1.70
Barrell hatchets	5.50

## ANVILS.

Buckworth, per lb.	0.10%
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and O.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5 p.c.; "E.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 4 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.
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## "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

## Shot, standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40¢; buck and seal, 50¢; no. 28 ball, \$1.20 per 100 lbs. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	70
Rockford auger	50 and 10

Gilmour's car	47 1/2
Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
BARN & PARLOR DOOR HANGERS	
Richards Wilcox No. 021 B.D. Trolley, pr.	0.80
Richards Wilcox No. 117 P.D. Hanger, full set	2.75
Stearns wood track	Special
Zenith	9.00
Atlas, steel covered	5.25
Perfect, No. 1	8.50
Perfect, No. 1 1/2	9.50
Perfect, No. 2	10.00
New Millo, flexible	6.00
Double strap hangers, dozen sets	6.50
Standard jointed hangers, dozen sets	6.45
Steel King hangers, doz. sets	6.40
Storm King and safety hangers	6.25
Storm King rail	4.25
Crown	4.85
Crescent	6.50
Sovereign	7.25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-1/2 in. (100 ft.)	3.25
Steel track, 1 1/4 in.	1.75

## BELTING.

Extra, 40 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 5 in., 60 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 85¢; cut laces, 95¢.	

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
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## BOLTS AND NUTS.

Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 1/2 and smaller, 55 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$1 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 3-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes, 4¢ per lb. off	
Nuts, Hexagon, all sizes, 4 1/4¢ per lb. off	
Stove rods, per lb., 5¢ to 6¢.	
Stove Bolts, 80, 7 1/2 per cent.	

## BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.	0.85
O.K. Paper, No. 1, per roll.	0.85
O.K. Paper, No. 2, per roll.	0.70
Plain Fibre, No. 1, p. 400 ft. roll	0.60
Plain Fibre, No. 2, p. 400 ft. roll	0.35
Tarred Fibre, No. 1, 400 ft. roll	0.62
Tarred Fibre, No. 2, 400 ft. roll	0.43
Tarred Fibre, No. 3, 400 ft. roll	0.42
Dry Cyclone, 15 lbs.	0.80
Plain Surprise, per roll	0.42
Resin sized Fibre, per roll.	0.42
Asbestos Building Paper, p. cwt.	3.25
Heavy Straw, plain and tarred, per ton	36.00
Carpet felt, per cwt.	1.80
Tarred wool roofing felt, cwt.	2.00
Pitch, Boston or Sydney, 100 lbs.	0.85
Pitch, Scotch, per 100 lbs.	0.85
Heavy fibre, 35 ft. x 50 ft.	2.60
per 100 lbs.	3.00
2 Ply Ready Roofing, per sq.	0.75
3 Ply Ready Roofing, per sq.	0.85
2 Ply Ready Roofing, per roll.	1.15
3 Ply complete, per roll.	1.35
Liquid Roofing Cement, bbls, per gallon	0.17
Liquid tins cement, 55	0.19
Grude coal tar, per bbl.	4.80
Refined coal tar, per bbl.	5.00
Shingle Varnish, per bbl.	5.00
Caps, per lb.	0.05
Rails, per lb.	0.05
Mop Cotton, per lb.	0.17

## BUTTS.

Plated, bower barf & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 50 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 75 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1.55
White Brand English	2.00
"Lafarge" cement, in wood	3.40
Fire brick, Scotch, per 1,000	23.00
"English	17.00
"American, low	28.00
"high	27.50
Fire clay (Scotch), net ton	5.50
Fire clay (American) net ton	5.00
CHALK AND FLOUR.	
Carpenters' Colored, per gross	6.55
lead pencils, p. gr.	2.40

## CHISELS.

Cold chisels, 5 x 6 in., doz.	2.50
Bevel edge, 1 inch, doz.	2.80

## CHAIN.

Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.90; 5/8, \$3.60; 3/4, \$3.45; 1, \$3.40.
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## CHAINS.

Stall fixtures, 35; trace chain 45; jack chain, 100; jackchain, brass, 50; ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
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## CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent. f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 50 per cent. Clamps.
--

## Malleable swivel head, 4 in. .... 2.50

## adjustable, 4 in. .... 7.00

## Carpenters, 3 feet .... 3.00

## CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3.45
3 " " "	4.20
4 " " "	5.53
5 " " "	7.40
6 " " "	9.25

## COTTER PINS.

Cotter pins, 90 p.c. Montreal.
COPPER AND NICKLE WARE.
Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

## DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Canadian.
Door Sets.
Door pulls, 60 per cent.

## DOOR HANGERS (PARLOR).

Single sets, each (Easy brand)	1.00
Double sets, each	3.25
Unbreakable, rail 100 feet	5.00

## DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

## DRAW KNIVES.

Carpenters 6 inch, doz.	5.25
Folding handles, 8 inch, doz.	1.00

## DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

## ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 60 per cent.

## EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3.02
10 " " "	3.31
12 " " "	3.85
15 " " "	5.53

## ADD extra 10c per 100 ft. O.G. Round Bead trough.

## FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Cheese factory cans, 35 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 7 1/2 and 5.
Plain, 7 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.
Common, cork-lined, 35 per cent.

## FILES AND RASPS.

Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65%
Delta Files	60%
Nicholson	60%
Jowett's (English) Hett	57 1/2
Spears & Jackson (English list)	35

## FORGES.

Blacksmiths portable, 135 lbs.	0.85
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## GALVANIZED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized wash tubs, 45 per cent.

## GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100	1.25
Smaller sizes extra.	

## HAMMERS.

Tack, iron, doz.	0.35
Ladies claw, handled, doz.	0.85
Adze eye nail hammer, 10 oz., doz.	1.00
" hickory handle, 1 lb., doz.	6.25
" straight claw, 1 lb., doz.	7.00
Farmers hammers, 10 oz., doz.	5.00
Tinners setting, 1/4 lb., doz.	4.50
Nicholson's, 1/4 lb., doz.	3.20
Sledge, Canadian, 5 lbs. and over.	0.95
Sledge, Masons, 5 lbs. and over.	0.95
Sledge, Napping, up to 2 lbs.	0.90

## HARVEST TOOLS.

50 per cent.
Samson, 47 1/2 per cent.
Sidewalk and stable scrapers, net \$2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

## HALTERS (SNAP AND RING).

Jute Rope, 1/4-inch, per gross	6.00
" 3/4-inch, per gross	10.00
" 1-inch, per gross	13.50
Leather, 1-inch, per doz.	4.00
Leather, 1 1/4-inch, per doz.	5.20
Web	2.45

## SISAL HALTERS (SNAP & RING).

1/4-in., \$3.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 5/8-in., \$15.00.
--

## HIDES.

Trimmed hides, green	0.12
Trimmed, green and partly cured	0.12 1/2
Used 2 lbs. tare.	
Horsehides, with mane and tail, up to	3.75
Sheep skins, up to	1.80
Horsehair, 35 to 38c lb.	

## HINGES.

Blind, discount, 50 per cent.
-------------------------------

## HEAVY TEE AND STRAP HINGES.



**"Ready" Roofing and  
"Black Diamond" Tarred Felt**



**"Cyclone" and "Joliette"  
Building Papers**

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.

They can be easily laid by an inexperienced hand.

Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.

We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

**ALEX. McARTHUR & CO., Ltd.,** 82 MCGILL STREET,  
MONTREAL

F. J. COX, Winnipeg,

Western Agent

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

**HEINISCH TAILOR SHEARS**

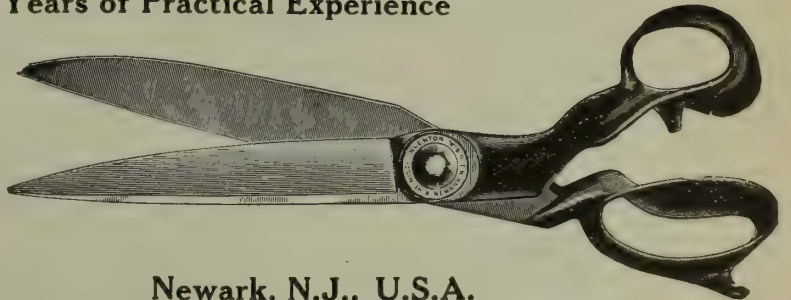
*Are Reliable  
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinish's Sons Co.,

Newark, N.J., U.S.A.

**RIVETS - NAILS - WIRE**

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**

TORONTO WAREHOUSE, THE ONTARIO METAL PRODUCTS CO. 102 Front St. E.

Agents for Alberta: Tees and Perse of Alberta Ltd., Calgary.



# HARDWARE AND METAL

## LUMBERMEN'S SUPPLIES.

ant books, dozen, from	12 00
Axes, dozen, from	6 60
Axe handles, dozen from	0 80 3 75
Cross cut saws, per foot	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

Tinmiths' 2 1/2 x 5/8 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Wire door mats, standard, 16x24, doz.	9 00
Tandem metal polish paste	6 00
Axoline brass cleaner 100 in pkgs	6 50
Mattlocks, 6 lb., 18 inch, \$6 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cent. per lb.	

Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00

Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coppers' nails, 53 1-3 per cent.	
Pressed spikes, 5/8 diameter, per 100 lbs.	\$3.00 base

Plumbers'...per 100 lbs.	3 25
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singalee" and "Alask," Nevada silver flatware, 42 per cent.	

Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle patts, 30 and 5 p.c.	

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	

Russia snap	per gross 30 00
Indian snap	per gross 25 00
Razors	per doz.
Boker's	7 50 11 00
Boker's King Cutter	13 20 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00

Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 1lb.	

Jute, 7-16 and upwards, 10 1/2 c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/4
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 12 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-1/2 twine...	0 28
"4-1/2 twine...	0 30
Mattress twine, per lb.	0 45
Staging	0 35

Sisal rope	0 12
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Russia Deep Sea line, 7-16 and larger, 1lb.	

## SASH CORD.

No. 3, per lb.	0 30
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	

Canadian discount, 40 per cent.	
Screen Doors and Windows. Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 40
Beaver window screens, 14x18, open 2 1/4 inches	1 00
Perfection window screens, 14x15, open 2 1/4 inches	1 80
Model window screens, 14x22, open 3 1/4 inches	2 25

Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne - Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richellen, 50.	

Wood F.H., bright and steel...85 10	
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10 5
" R.H., bronze	65 10 5
Drive screws	65 10 5
Set, case hardened	60 50 and 35
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	18 80

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 78.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	

No. 140, 65 and 10 per cent.	
SKATES AND HOCKEY STICKS.	
Starr skates, 35 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$5.25.	
Pucks, net, \$1.50.	

Shovels	60 55 and 2 1/2 45
Draining tools	60 60
Scoops	50 and 5 45 and 5
Hollow backs and sand shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.	

Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/4, doz. net	\$2 85

Harness, 25 per cent.	
Base, per lb., 28 cents.	
Plain, 72 1/2 and 15.	
Retinned, 72 1/2 and 5.	
Tinners' trimmings, 72 1/2 and 5.	

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

Dennis Wire & Iron Co., 33 1-3 p.c.	
Lithographed, 60 and 10.	
5 and 6 inch, per 100 lengths	7 32
7 inch, per 100 lengths	8 18
Netable, 40 per cent.	
and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimble, Empire, 70 per cent.	

No. 20 Beaver Die Stock.	18 75
Washita Oil, No. 1, 6 in., Dozen	3 50 4 00 5 10
No. 2, 6 in., 7 in., 8 in., 2 1/2 3 10 3 50	
Hindustan	per lb. 0 06 0 10
" slip	0 18 0 20
" Axe	0 15
Deer Creek	0 25
Deerlich	0 15
Lily White, 6 in. in.	6 00 6 60 7 60
8 in., doz.	1 50
Arkansas	0 10
Water-of-Ayr	per gross 3 80 5 00
Scythe	

Carpet tacks, blued, 80 and 1 1/4 p.c.; tinned, 85; (in keg), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 80; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75	
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and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes gump, blued, tinned and japanned, 32 1/2; No. 3 tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tying buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
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Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, line, No. 634, 66 ft., 0 94	
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 1 35	
" Steel, No. 1840, 50 ft.,	1 10

Disston's, 10 per cent.	
Tin case and dairy, 75 to 75 and 10 p. c.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
TRAPS (STEEL GAME).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
TRAPS (RAT AND MOUSE). Doz.	
Out "O" Sight Mouse Traps	1 20
" " Rat Traps	0 45
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Choker	0 80

Per pound	0 13 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	82 50
Dowsell	101 25
New Century, Style A	180 00
Ideal Power	73 25
Daisy	72 00
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 80
Winner, C. Cor, No. 2 & 3.	85 00

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	61 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	64 00
Sunlight, 11E	61 75
20 per cent.	44 50

Naval, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " " neekyokes, 36 in.	1 05
" " " doubletrees, 44 in.	0 95

Second growth ash fork, hoe, rake and shovel handles, 45 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neekyokes, oval and whiffles, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	

WROUGHT IRON WASHERS.	
Canadian, 40 per cent.	

WHEELBARROWS.	
Naval, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " " neekyokes, 36 in.	1 05
" " " doubletrees, 44 in.	0 95

Second growth ash fork, hoe, rake and shovel handles, 45 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neekyokes, oval and whiffles, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	

WROUGHT IRON WASHERS.	
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## WHEELBARROWS.

Naval, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " " neekyokes, 36 in.	1 05
" " " doubletrees, 44 in.	0



# Moore's Paints and Varnishes

**"The Proven Best By Comparative Tests"**

If you want to get re-orders this is the line that you should handle.

Our products are the result of long experience and the embodiment of the highest quality materials.

They allow the dealer good clean profits and are the assurance of quick turnover. Write for color cards and prices.

**BENJAMIN MOORE & CO., Limited, West Toronto,**

NEW YORK  
CHICAGO  
CLEVELAND

**CARRIAGE  
SPRINGS & AXLES**

**ANCHOR  
BRAND**



**THE GUELPH SPRING & AXLE CO. LIMITED**  
GUELPH, ONT.



**The INFALLIBLE GLAZIER'S DIAMOND**

Just the Tool for Inexperienced Glass Cutters

Made by

**A. SHAW & SON, - London, Eng.**

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

**NICKEL**

The Canadian Copper Co.

**NICKEL FOR  
NICKEL STEEL**

**The International  
Nickel Company**

WRITE US FOR  
PARTICULARS AND PRICES

General Offices

**43 EXCHANGE PLACE**  
NEW YORK CITY

**A Canful of Profit  
And Satisfaction**



**The Paint That Will Bring You  
A Larger Trade.**

This paint has great weather resisting qualities and no superior as a surface coverer.

It is the favorite of Western people and is paying Western dealers a splendid profit.

We have an agency proposition that is well worth your investigation. Write to-day.

**G. F. STEPHENS & CO. LIMITED**

BRANCH AT CALGARY, ALTA.



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

## BUSINESS CHANCES

**WANTED—HARDWARE IN LIVE TOWN** in Ontario. State amount of stock and give particulars. Box 795, Hardware and Metal, Toronto. (20)

**FOR SALE—A FIRST-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**FOR SALE—STOVE AND TINSMITHING** business, also store in the best farming locality in Western Ontario, on main line of G. T. Railway. Splendid opportunity. Box 794, Hardware & Metal, Toronto. (20)

**FOR SALE—HARDWARE AND PLUMBING** Business in busy part of Toronto. Splendid locality. Good jobbing trade. Stock and fittings amount to about \$3,000. Apply Box 798, Hardware and Metal, Toronto. (20)

**FOR SALE—WELL ESTABLISHED BUSINESS** in Western Ontario City, large turnover, low expense, good city and farm trade, central location, near market, reason for selling illness, exceptional opportunity. Box 800, Hardware and Metal, Toronto.

**HARDWARE AND FURNITURE FOR SALE**—single or together. Business last year \$50,000. On main line of C.P.R., Southern Saskatchewan. Stock about \$8,000, buildings

**FOR SALE—TINSMITHING AND PLUMBING** business. Long established in a thriving town centrally located. Good showroom and work shop. Address J. J. Cain, Alliston, Ont. (21)

## SITUATIONS WANTED

**HARDWARE MAN 38--15 YEAR'S EXPERIENCE**, desires position, good salesman and hustler. Strictly temperate. Box 797, Hardware and Metal, Toronto. (21)

## SITUATIONS VACANT

**WANTED—A GOOD EXPERIENCED TINSMITH** with Hardware experience. Must be of clean habits. Apply The Acheson Hoskins Co., Oyen, Alta. (20)

**WANTED—HARDWARE SALESMAN** and window dresser. State experience, references and salary. McPherson Bros., Medicine Hat, Alta. (21)

**TINSMITH WANTED AT ONCE**—FOR general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL EXPERIENCE** in plumbing and steamfitting trades. Must have good education and address. Splendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

## WANTED

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## REPRESENTATIVES WANTED

**WANTED — RESPONSIBLE FIRMS** throughout Canada to handle the Jenne Concrete Pit Acetylene Generators. Right terms to responsible people. Jenne & Vandyke, Grimsby, Ont. (20)

**MANUFACTURER OF FULL LINE HOUSE-**house specialties wants local representatives in all important cities to handle line on commission. Department stores, hardware dealers, instalment houses, premium concerns are all big users. State experience, lines handled and territory covered. We want none but those who can "make good." For such our proposition is an excellent one. Box 804, Hardware & Metal, Toronto. (25)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS**—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

**THE NATIONAL CASH REGISTER COMPANY** guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada. **WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY** installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

**HINTS FOR PAINTERS, DECORATORS.** and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 60 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

## TECHNICAL BOOKS

**SALESMANSHIP, DEPARTMENT AND SYSTEM**, by William A. Corbrien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

When writing advertisers, kindly mention having seen the ad. in this paper.

## Interested ?

In Buying a Business  
In Selling a Business  
In Engaging a Clerk  
In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches  
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,  
1c. per word subsequent insertion,  
5c. extra per insertion for box number if desired.

**Hardware and Metal**

MONTREAL TORONTO WINNIPEG

Somewhere in Canada a hardware house is looking for a young man to fit in. I want their address. Twenty-seven, 7 years' hardware experience, latterly as head clerk. Teetotaler, trustworthy, and not afraid of work. At present with hardware store handling large volume of country trade. Free June fifteenth. Excelsior, Box 802, Hardware & Metal, Toronto. (20)

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."



# Jamieson's Paints

Have been making steadily increasing profits for our agents for over half a century. The reason is in every can we ship,—concentrated goodness and uniform quality.

Write us about the agency in YOUR district.

## R. C. Jamieson & Co., Limited

Montreal

ESTABLISHED  
1858

Vancouver

16 

## MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

**F. E. MYERS & BRO.**  
ASHLAND, OHIO  
J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

**NOVASCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

### FERRONA PIG IRON

and SIEMENS-MARTIN  
OPEN HEARTH STEEL

### You can't Aff FORD to be without the

No live dealer is without it. The demand is increasing every day.

Write for Catalog and Circulars.

FORD AUGER BIT COMPANY, - Holyoke, Mass.



## NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

**STANDARD PAINT & VARNISH CO., LIMITED**  
WINDSOR - - ONTARIO





Now is the time to push  
the sale of

**Ramsay's Paints**

**The Right Paint**

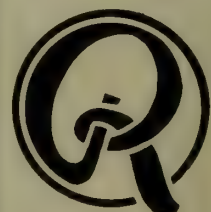
to

**Paint Right**

Let us send you our agency proposition

**A. Ramsay & Son,  
MONTREAL**

Paint makers since 1842



120



**OUR MAPLE LEAF  
DECORATIVE AID  
DEPARTMENT**

co-operates with the  
consumer to get the  
best results. Directs them to the MAPLE  
LEAF AGENT for their paint and varnish  
requirements.

## STRAIGHT PAINT TALK

### How Maple Leaf Paints and Varnishes Stand With The Consumer

On September 23rd, 1910, a prominent hardware merchant in Ontario wrote us:—"Our customers have given us every encouragement to continue your M. L. Agency."

Please note "Our customers" and "encouragement."

On November 21st, 1912, he wrote again:—"We consider M. L. Paints the best on the market, OUR PROOF being satisfied customers."

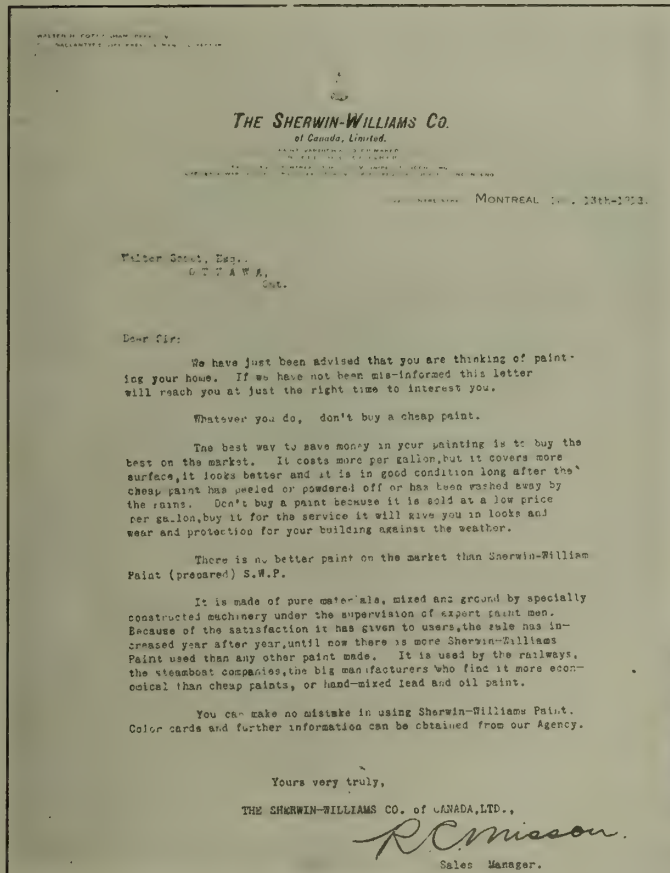
"OUR PROOF"—"SATISFIED CUSTOMERS" says the M. L. AGENT.

OUR PROOF; OUR AGENTS' evidence that MAPLE LEAF PAINTS AND VARNISHES are producing profitable satisfied customers who are encouraging them by their increased demands for these reliable brands.

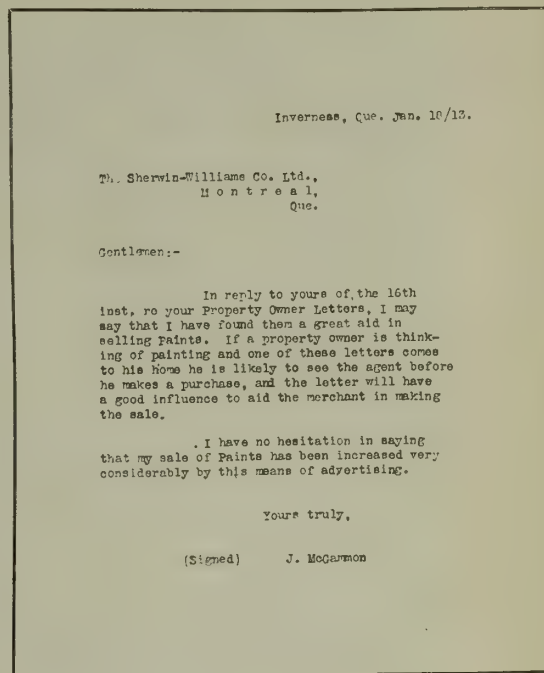
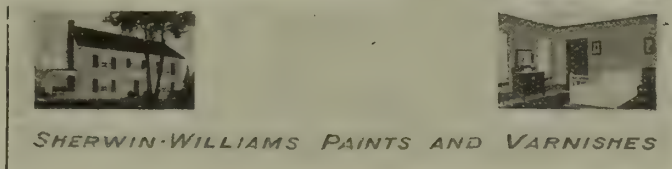
Let us prove our proposition by evidence not hearsay or  
promises. Drop us a line and it will be done.

THE  
**IMPERIAL VARNISH & COLOR CO.**  
LIMITED  
WINNIPEG TORONTO VANCOUVER  
CANADA

# Read these two letters which plainly show Cause and Effect



The above is a facsimile of a letter sent to a prospective customer of an S-W agent by the Promoting Dept. of the S-W Co.



Sherwin-Williams Agents are backed up by aggressive advertising and promoting, which brings business to them.

S-W Promoting does effective work, as the above letter will show, and it costs S-W Agents — not a cent—to co-operate with their Promoting Department in going after business and getting it. Ask for our book "How to Make Money in the Paint and Varnish Business." It is sent free of cost or obligation.

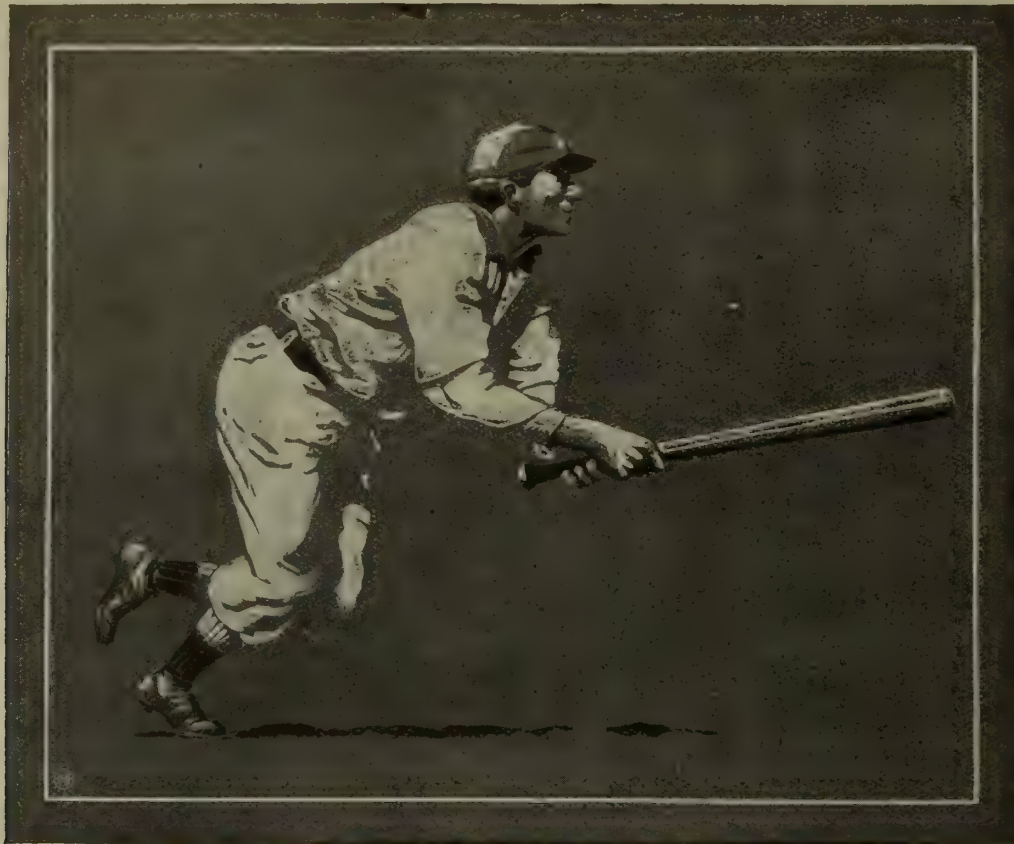


# SHERWIN-WILLIAMS PAINTS & VARNISHES A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.







## Play Ball!

Keep a clear *head*, a watchful *eye*, and steady *nerves*.

*That's* the gospel of the game—that and *team work*—*follow it* and the pennant's *yours*.

It's the gospel of your business, *too*.

Do *you* follow it?

What is team work but co-operation?

Are you *getting* it? *We* work *with* you—not *at* you. We can't begin to do justice to our 1913 proposition to the trade in print. It's the biggest, best and *most profitable* for *you*. Write us about it *to-day*.

The *Glidden* Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels,  
Endurance (Mission) Wood Stains, Waterproof Flat Wall  
Finishes and Cement Coatings.



# WEALTH in the walls -

The paint dealer who realizes on this opportunity, just doubles his field of operation. The dealer who literally takes possession of his customers' walls, sees a picture of a bag of money every way he turns.

## NEU-TONE

assists the interior decorator to produce effects he never could get before — it is attractive, durable and sanitary. Can be washed without injury. It defies time and simply smiles when the sun says FADE.

There are hundreds of walls in your town, Mr. Dealer, waiting to turn wealth your way.

NEU-TONE will open up a lot of new business for you. Write for our offer to live dealers — DO IT TODAY.

*The Martin-Senour Co.*

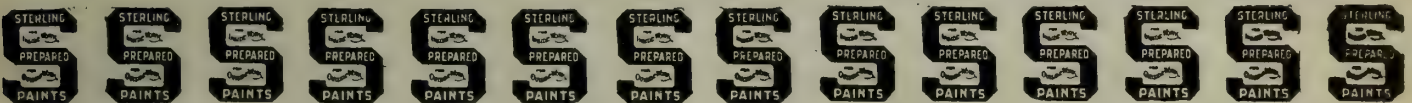
MONTREAL

CHICAGO

LIMITED

WINNIPEG

LINCOLN



## Your Store

will draw a much larger paint trade if you handle **Sterling Prepared Paints**.

After years of experimenting and testing under adverse atmospheric conditions, we have placed **Sterling Prepared Paints** on the market, inferior to none, and superior to most. Every can of **Sterling Prepared Paints** is backed by our guarantee of long, economical service.

Get in touch with us at once—ask for color cards and prices.



**Canadian Oil Companies, Limited, - Toronto**

HALIFAX  
CALGARY

ST. JOHN  
EDMONTON

MONTREAL  
HAMILTON

QUEBEC  
LONDON

WINNIPEG  
OTTAWA







Good  
Profits  
Assured

Best Construction  
Easiest Running  
Fastest Cutting

These are Three of  
the Reasons why You  
should Boost

## El Starr Grinders

The Adjustable Cut Gears take up wear and lost motion. Consequently they will last twice as long as any other make.

These Grinders are dustless and noiseless, and have small pinions of Hardened Steel. They have convenient Adjustable Rests, Guides, etc.—anyone can operate them successfully. All parts are interchangeable. The Grinding Wheels are the best made. We have fifteen different sizes and styles for all purposes.

Our selling proposition will double your sales—ask us about it.

### El Starr Mfg. Company

656-658 Third Street, MILWAUKEE, WIS.

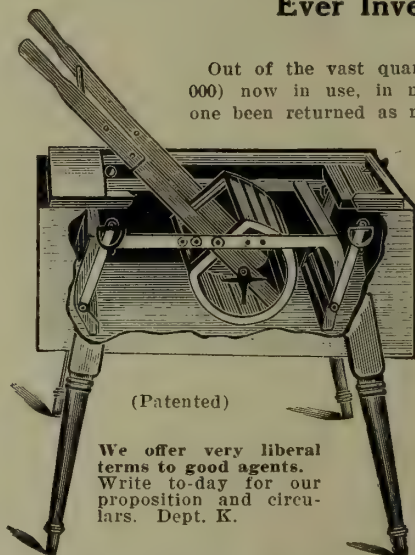
Canadian Representative:

T. MORTIMER, Empire Bldg., Toronto, Can.

## Knoll Double-Acting Washing Machine

The Greatest Labor-Saving Machine  
Ever Invented

Out of the vast quantity (over 100,000) now in use, in no instance has one been returned as not giving satisfaction.

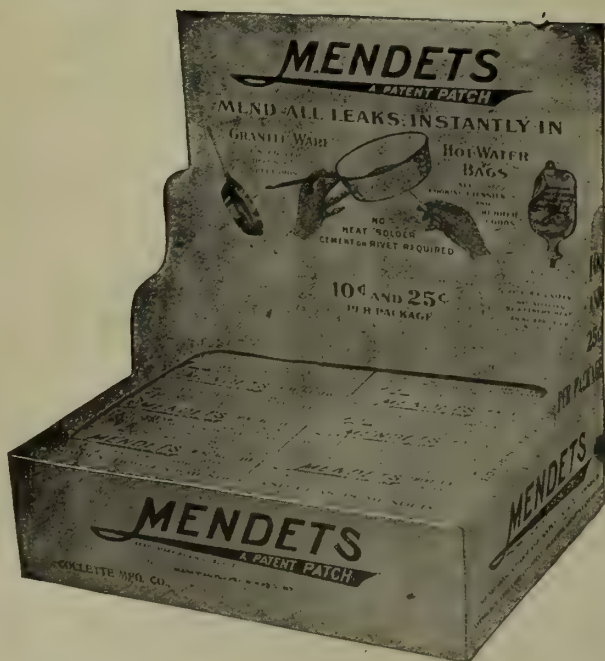


(Patented)

We offer very liberal  
terms to good agents.  
Write to-day for our  
proposition and circulars.  
Dept. K.

Absolutely  
no wear or  
tear on the  
clothes, no  
hand rubbing  
required, as  
it does the  
work perfectly,  
without  
injury to the  
very finest  
fabrics.

Schultz Bros. Co., Limited  
Brantford, :: :: Canada



Over 5,000,000 Mendets in use.

Order from your jobber or  
write direct.

COLLETTE MANUFACTURING CO.

Collingwood, Ont.



It Can Be Readily Seen  
By Your Customers

## That "KEYSTONE" Flexible Steel Door Mats

Are The Most Economical Kind To Buy

These mats cost no more than the ordinary mat and they will last a life-time.

They are exceptionally well made from ribbon steel. There are continuous crimps and no short pieces. "Keystone" mats will not rust.

Stock a few at once and test their selling qualities—we know that you will find them absolutely satisfactory in every respect.

Ask your jobber—if he can't supply you, write us.

### Kuhne-Anderton Mfg. Co.

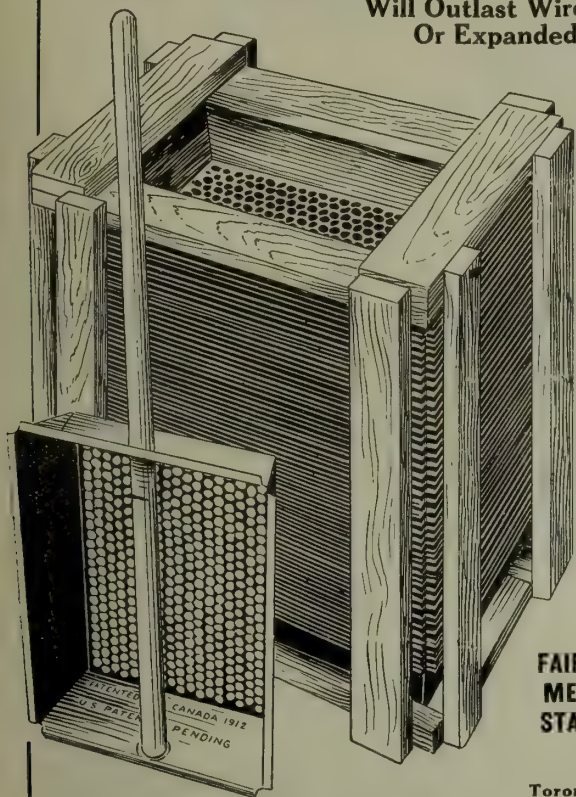
SOLE MANUFACTURERS

PORT HOPE, ONTARIO, CANADA



## Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh  
Or Expanded Metal



All  
Metal.  
One  
Piece.  
See  
your  
Jobber.  
Good  
Profit.

FAIRGRIEVE  
METAL &  
STAMPING  
CO.

Toronto, Ont.

## One Way To Make Your Paint Depart- ment More Profitable

We know from experi-  
ence that Prepared  
Bronze Paints deterior-  
ate much sooner than  
those made by mixing

## Reflex Bronze Liquid

WITH BRONZE POWDER

It is to your advant-  
age to sell this combina-  
tion, because it gives  
customers perfect satis-  
faction and longer ser-  
vice.

Any novice can easily  
mix Reflex Bronze  
Liquid with bronze pow-  
der and mix it correctly.

While this liquid  
mixes readily with any  
make of good bronze  
powder, we can supply  
the powder if you de-  
sire.

Send us a trial order.  
We will refund your  
customers' money if  
this combination is not  
exactly as we claim.

The  
Ault & Wiborg Co.  
OF CANADA, LIMITED  
TORONTO

WINNIPEG

MONTREAL

# DOUGALL

## LINGERWETT

DISSOLVES VARNISH INSTANTLY

Apply a good coating. Remove with a  
cloth or soft brush. No scraping or wash-  
ing. The surface is ready to refinish.

Booklet free. A Card will do.

The Dougall Varnish Company, Limited  
MONTREAL

Associated with Murphy Varnish Co., U.S.A.

# VARNISH



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

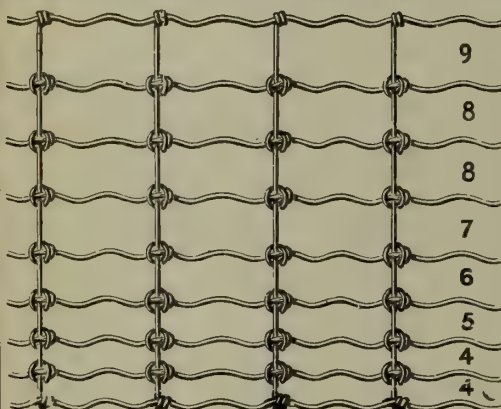
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable  
Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough  
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and  
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like  
this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

Owen Sound, Ontario

## MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such  
thorough satisfaction that more "Favourites" are sold annually in Canada  
than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver  
aluminum hoops, exceptionally large roller bearings, easy running and  
durable. The illustration shows the convenience of the combined hand  
and foot drive, and the lightness and strength of the angle iron frame.  
Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's "Favourite."

DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.



## "OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL  
OUTWEAR  
ANYWARE

A New Assortment of  
"OAKVILLE" PURE ALUMINUM WARE  
is at your disposal this month. Don't  
let your stock run low. Write us to-day.

Western Distributors:  
Moncrieff & Endress,  
Ltd., Scott Bldg.,  
Winnipeg, Man.

**THE WARE MFG. CO. LIMITED** **OAKVILLE, ONT.**





## Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

### The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business-like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.  
Dayton, Ohio, U. S. A.



There's A Good Profit  
in Handling the

## Humpty Dumpty Folding EGG CRATE

These crates are well made and very strong.

Stock a few—put them in a prominent place and you will effect many sales.



Write us for catalog of our Wood-  
en Ware, Brooms,  
Brushes, Wrap-  
ping Paper, Pap-  
er Bags, Cordage  
and Twines.

**Walter Woods & Co.**  
HAMILTON and WINNIPEG

You can keep your Accounts  
Posted Up-to-the-Minute at all  
Times, with Least Possible  
Labor by Using the

## "McCASKEY" Account System



Double Register with Electric Recorder  
and Cash Till

With only one handwriting you keep a complete record of every business transaction and give your customer an itemized bill with the amount of previous purchases brought forward.

Carrying the total account to each charge has a good effect upon collections—the customers always knows exactly how much they owe you and will "pay up" much quicker.

Besides saving a lot of handwriting and night work, this system eliminates much of the liability to error and disputed accounts.

You can settle accounts with customers in one-fourth the time it takes to run up the old book accounts.

We will be pleased to get you in touch with users of this system, so that you will be convinced of its great value.

Write to-day.

**Dominion Register Co., Limited**  
96 Ontario Street, Toronto, Canada  
(Trafford Park, Manchester, Eng.)



# PINK'S LUMBERING TOOLS



The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

Send for Catalogue and Price List.

We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers of **Lumber Tools**  
PEMBROKE, ONT.

## Wire and Sheet Metal Goods

That Pay Good Profits

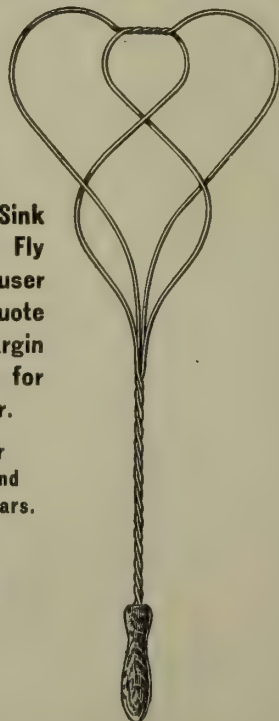
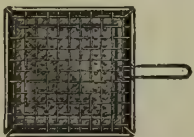
A Splendid Quality For Your  
[Notion Counter]

We manufacture

Potato Mashers, Electric Egg Beaters, Toasters, Flue Stops, Sink Strainers, Carpet Beaters, Fly Killers, Vegetable Sifters, Trouser Hangers, etc., on which we quote prices that have a splendid margin

for profit for the dealer.

Write for Catalog and full particulars.



**Andrews Wire Works of Canada, Ltd.**  
Watford, Ont. - - - Rockford, Ill.



**To  
The  
Hardware  
Trade**

Look over your stock and send your orders in NOW for

**"Maple Leaf" Belting  
and Belt Dressing**

so as to insure delivery within a reasonable time.

Manufactured only by the

**Dominion Belting Co., Limited**  
HAMILTON - CANADA

## Every Home Needs An EELY OIL MOP

(Made in Canada)

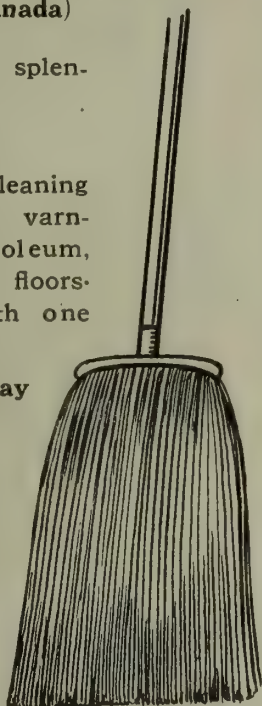
therefore you will find it a splendid seller.

It is a **Great Labor Saver.**

For dustless dusting, dry cleaning and polishing hardwood, varnished, waxed, painted, linoleum, oil cloth, tiled or concrete floors. Cleans and polishes with one operation.

**Stock a few now. They pay a good profit.**

**KINGSVILLE  
SPECIALTY  
MFG. CO.  
KINGSVILLE, ONT.**



Why buy the "Near" Brand when the "Best" is  
Procurable?

## The L. Martin Co.

Old Standard, Eagle  
Pyramid and Globe

## GERMANTOWN LAMP BLACK

**IS THE BEST AND HAS BEEN  
FOR OVER SIXTY YEARS.**

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

**THINK IT OVER  
FOUR FACTORIES**

PHILADELPHIA  
JOHNSONBURG

CINCINNATI  
LONDON, ENG.

MAIN OFFICE—81 FULTON ST., NEW YORK

## More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

**The R. McDougall Co., Limited  
GALT, CANADA**

## CASTOR OIL

**"HOMCO" BRAND**

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

For all medicinal or lubricating purposes.

Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**

Limited

MONTREAL - TORONTO - WINNIPEG





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

By The Introduction Of Expensive Machinery  
We Are Able To Make The Very Highest Quality

## GARBAGE CANS



These cans have no hoops or wooden strips to protect them on the outside and cause them to rust out and be unsanitary.

The BEADS make them very strong and rigid and there is no place for dirt to lodge in and make unsanitary conditions. Will not rust.

While we cater to a class of trade wanting first-class, strong garbage cans we can supply any kind.

We make a specialty of garbage can made of 18 gauge Galvanized Steel. Material that will stand severest usage.

Send trial order—the profit will appeal to you.



**The Steel Trough & Machine Co.**

Limited

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## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



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PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

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**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO



**Every Hardware Dealer Who Does Plumbing Work  
Should Get Full Details Regarding Our  
BATHS, LAVATORIES, BRASS GOODS,  
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SOIL PIPE, SLOAN VALVES  
Etc.**

**They Produce Substantial Profits**

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Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

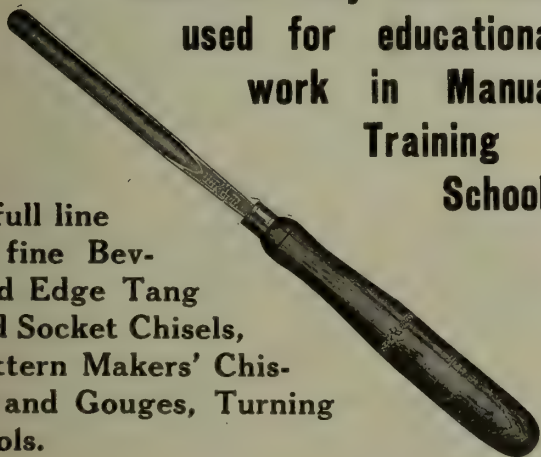
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Supplies,  
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**Tools Stamped with the Buck's Head  
Admitted duty free when  
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The most complete assortment  
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**BRASS KNOCKERS**

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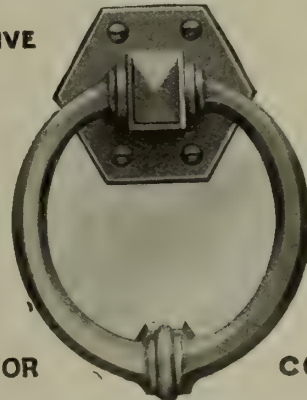
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Good Mechanics  
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## Star Hack Saw Blades

knowing that a Star blade, 14 teeth to the inch, will give good service on all classes of work except thinnest tubing. For 1-16 in. tubing or less, use Star Blades with 24 teeth to the inch. It is the most reliable, all-around hack saw known, and has 25 years' successful service back of it. This is the saw that sells on merit. Ask us for details.

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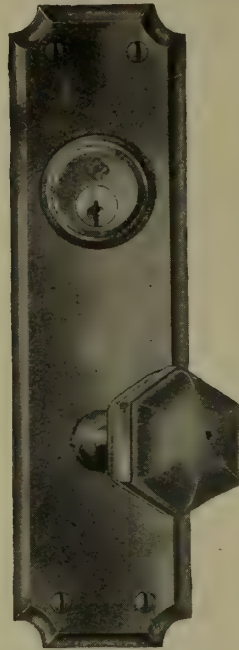
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Ensure Absolute Satisfaction  
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An  
Artistic  
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for  
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No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

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## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
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This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

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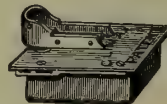
3 in.....	4/3
4 ".....	6/-
5 ".....	8/6



### 5754 BRASS

3 in.....	6/9
4 ".....	10/-
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per pair.

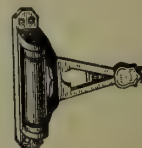


### 2401

With 2 in.  
Shoe,  
18/- each.

### 5355 IRON

4 in.....	23/6
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### 5350 BRASS

4 in.....	40/-
5 ".....	53/-
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### 2800

With 2 in.  
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26/- each

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND  
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**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

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## Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

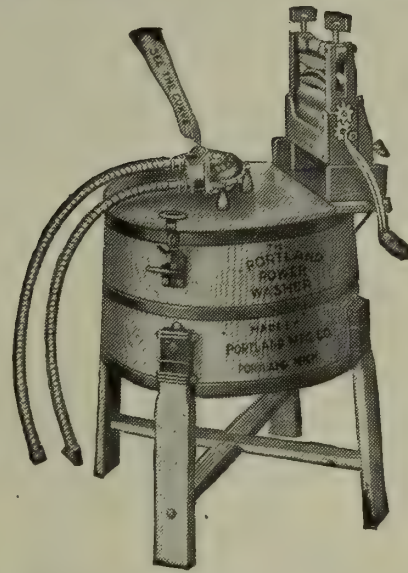
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Get our circulars and discounts at once.

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ST. THOMAS -:- ONT.

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Only 20 lbs. Pressure Required

## The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

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## "THERMO" The Washer

Easy to Sell

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Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

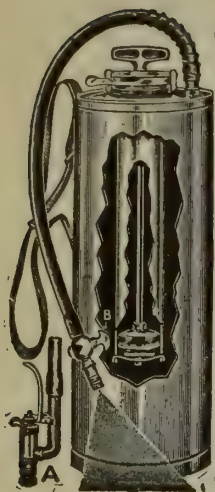
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The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

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## Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

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By seeing that this exact mark is on each blade.



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The Cheapside Brass Foundry

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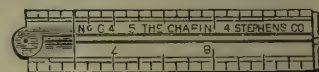
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Stair Rods and Eyes,  
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SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

## MODERN WIRE MACHINERY

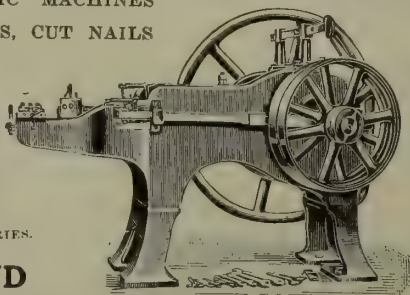
COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES

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HINGES, NAILS,  
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STAPLES, WIRE  
NAILS, QUADRANGULAR MESH WIRE  
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STRAIGHTENING and  
CUTTING MACHINES,  
ETC.

SEND YOUR ENQUIRIES.

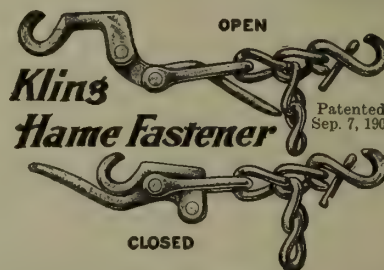
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Sole manufacturers of the Klingsnap and Kling Hame Fastener  
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*We beg to announce to the Heating Trade  
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*will in future conduct business as the*

**PEASE WESTERN FOUNDRY**  
Limited Winnipeg

**The PEASE FOUNDRY CO., LIMITED**

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## BEAR BRAND LAMP BLACKS

The Bear Brand is

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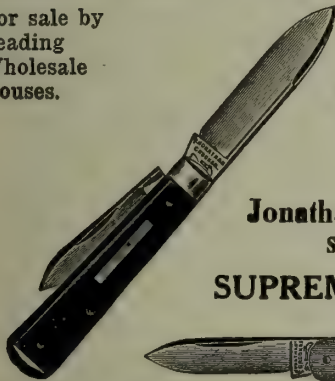
We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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Leading  
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Houses.



Corporate Mark



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**Jonathan Crookes & Son**  
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for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.  
Get our prices.

## NUTS

We can ship immediately from stock, Square and Hexagon  
Sizes for bolts up to 1 1-2 inches thick.

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**T. F. BERMINGHAM'S**

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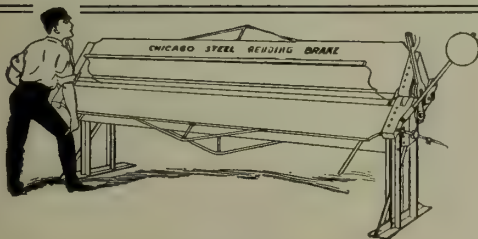
## For Your Cutlery Department

The lines made by G. Perkinson at 113  
Broad Lane, Sheffield, Eng., will be found  
to give every satisfaction. Our Table and  
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you should see samples.

Shell Bolsters a specialty. For prices and  
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**Godfrey S. Pelton & Son**

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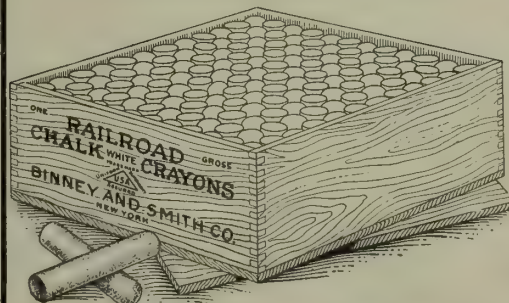
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This Brake is the result of years of experience and a  
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Workers.

Any information concerning the work turned out by these  
machines, their adaptability, etc., will gladly be given on  
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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
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Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
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### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

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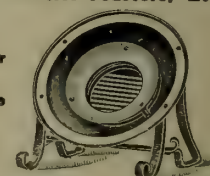
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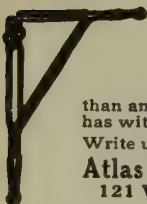
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Star Brand Cotton Rope  
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Linen, Metallic  
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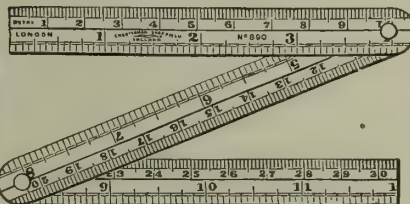
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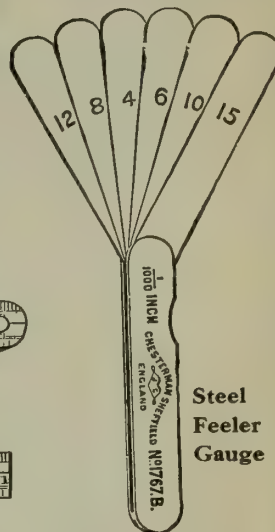


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Steel Rules, Gauges, etc.

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The original and only  
Genuine Preparation  
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Manufacturers of

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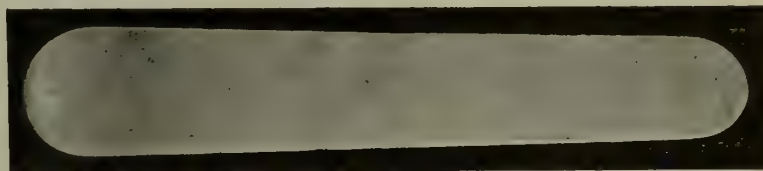
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Shear and Hand stand out in high relief, being cut  
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## Camp and Lawn Furnishings Ironing and Bake Boards Lawn Swings and Ladders of the Highest Quality

We exercise the greatest care in the selection of materials and in  
the manufacture of our goods so as to assure universal satisfaction.  
The quality and attractiveness of our lines, will bring you many  
buyers and splendid profits.

Write for illustrated catalog.

The Stratford Mfg. Co., Ltd., STRATFORD,  
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Manufacturers of Ladders, Lawn Swings and Seats, Bake, Ironing and Sleeve  
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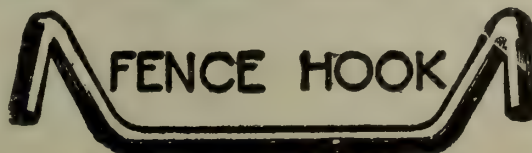
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
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## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
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## High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware



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This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dw. and 2 dw. quality.

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Polished Plate Glass  
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No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
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Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
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Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

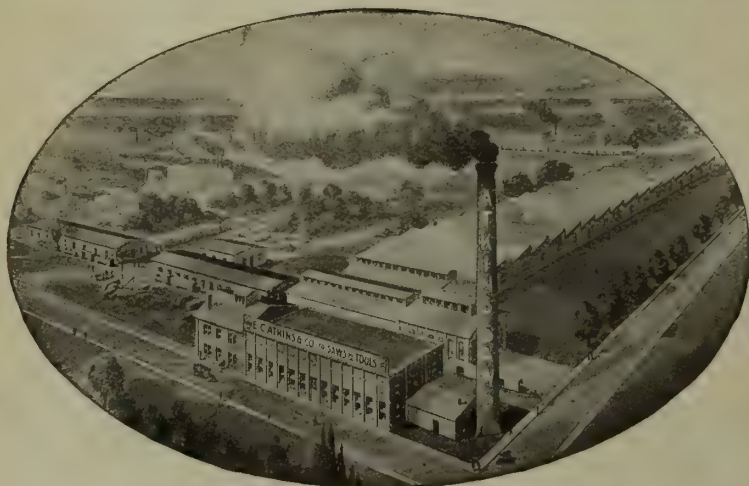
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**MOOSE JAW, SASKATCHEWAN**

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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## E. C. ATKINS & CO.

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

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## High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

**London Rolling Mill Co.,**  
Limited  
LONDON - ONTARIO

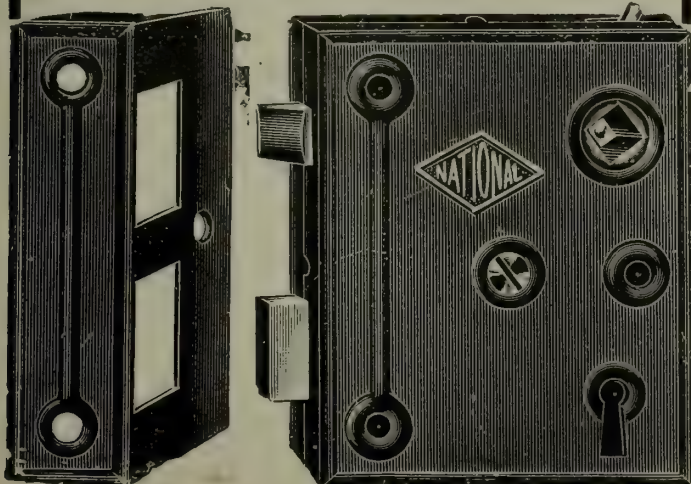
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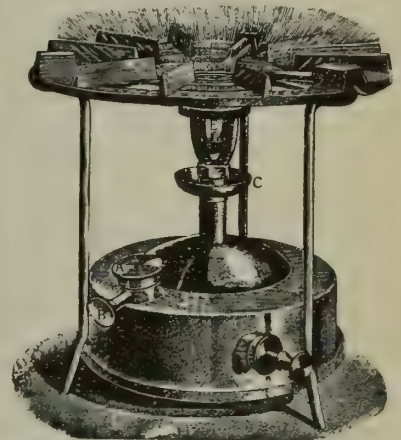
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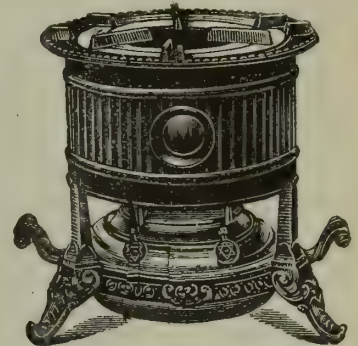
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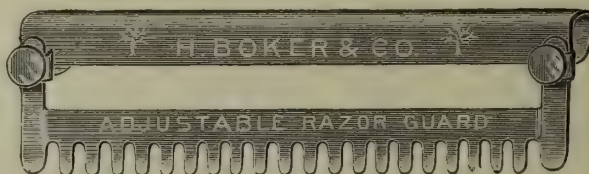


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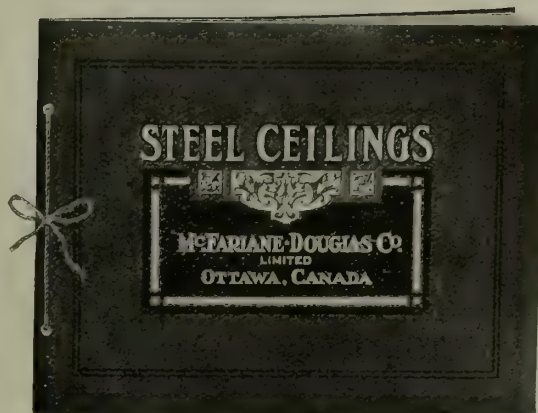
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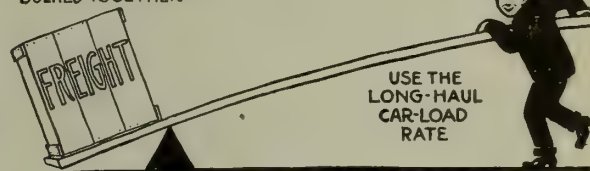
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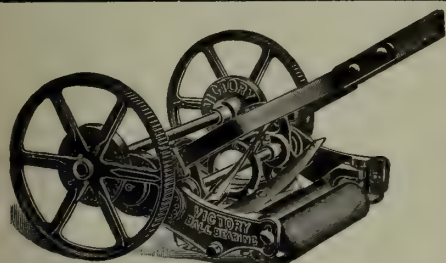


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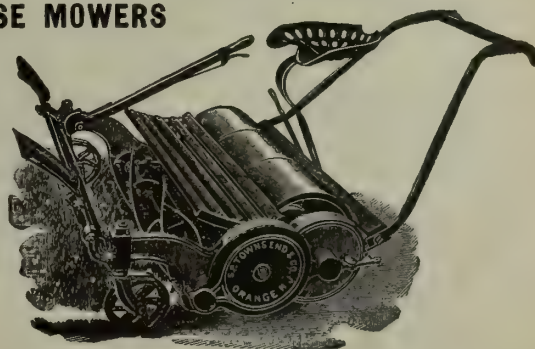
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McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.  
Fasteners, Storm Sash & Screen.  
Cowan & Britton, Limited, Gananoque.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Dixson, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.
- Fire Arrows and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Canada Foundry Co., Ltd., Toronto.  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
Archibald Kenrick & Sons, Winnipeg  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Foot Warmers.**  
Chicago Flexible Shaft Co., Chicago.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto
- Saskatchewan Glass & Supply Co.,**  
Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Consolidated Plate Glass Co., Toronto**
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sbaratt & Newth, London, Eng.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.
- Gouges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Jas. Smart Mfg. Co., Brockville.  
Stover Mfg. Co., Freeport, Ill.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.  
Hangers, Storm Sash and Screen.  
Cowan & Britton, Limited, Gananoque.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Harvest Tools.  
H. S. Howland Sons & Co., Toronto.  
Hay Unloading Tools.  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Archibald Kenrick & Sons, Winnipeg.  
Man.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Steel Co. of Canada, Ltd., Hamilton.  
Stover Mfg. Co., Freeport, Ill.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Ice Cream Freezers.**  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.



- Lampblack.**  
The L. Martin Co., New York.  
Wilkes Martin Wilkes Co., New York
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
Banwell Hoxie Wire Fence Co., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia, Pa.  
E. F. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Settees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.  
Locks, Knobs, Escutcheons, etc.  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos. & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
Gibb, Alexander, Montreal.  
H. E. Johnson, Toronto.  
McIntosh, H. F. & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.  
Leslie, A. O. & Co., Montreal.  
Lysaght, John, Bristol, Eng.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**  
Deforest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oskey, John & Sons, London, Eng.
- Metal Store Fronts.**  
Canada Foundry Co., Ltd., Toronto.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oilers.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Roofing.**  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Tanks.**  
Bowser, S. F. & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram-Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Douglass Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin Johnson Co., Toronto.  
Pratt & Lambert, Inc., Bridgeburg, A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Douglass Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B. Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. O. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B. Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorcen Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor Honers.**  
Carborundum Co., Niagara Falls, N.Y.
- Registers.**  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.
- Rollers, Water Weight.**  
Dunham Co., Berea, O.
- Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
- McArthur, Alex. & Co., Montreal.**  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.
- United Roofing & Mfg. Co., Philadelphia, Pa.**  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg, Man.
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Archibald Kenrick & Sons, Winnipeg.  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C. & Co., Hamilton.  
Diston, Henry & Sons, Philadelphia.  
Simmonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.  
School Desks.  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
Acme Shear Co., Bridgeport, Conn.  
R. Heinisch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
J. Wils & Sons Co., Newark, N.J.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Staves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright Co., Ltd., Hamilton.**
- Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.
- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.
- The Can. H. W. Johns-Manville Co., Ltd., Toronto.**
- International Varnish Co., Toronto.**
- Stains, Wood.**  
Berry Bros., Walkerville.
- International Varnish Co., Toronto.**
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Alexander Gibb, Montreal.  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright Co., Ltd., Hamilton.**
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
MacLean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.
- Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Douglass Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.
- Ventilators.**  
Brantford Oven & Rack Co., Brantford.
- Metallic Roofing Co., Toronto.**  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Vises.**  
Henderson & Richardson, Montreal.
- Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowsell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Sons, St. Mary's, Ont.  
London Foundry Co., London.
- Waffle Irons.**  
Stover Mfg. Co., Freeport, Ill.
- Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.
- Wagon Jacks.**  
Richard Wilcox Can. Co., London, Ont.
- Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S. & Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdw. Co., St. Louis, Mo.
- Windmills.**  
Dominion Well Supply Co., Cargill.
- Windshields.**  
Kinsinger Bruce & Co., Niagara Falls.
- Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- B. Greening Wire Co., Ltd., Hamilton.**
- Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton.
- Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton.
- Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**  
P. L. Robertson Co., Milton.
- Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
- Canada Wire & Iron Goods Mfg. Co., Hamilton.**
- B. Greening Wire Co., Ltd., Hamilton.**
- Kuhne-Anderton Co., Port Hope.**
- Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**  
J. E. Beauchamp & Co., Montreal.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**  
Ed Brand, 473 Moss Lane, Manchester, Eng.
- Wire Products.**  
Andrew Wire Works, Watford, Ont.
- Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.
- Wire Stretchers.**  
Richard Wilcox Can. Co., London, Ont.
- Wood Finishes.**  
Berry Bros., Walkerville.
- Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdw. & Tool Co., Springfield, Mass.





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3 BLACK BEAR

2 CARIBOO

4 GRIZZLIES

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2 GOATS

ALL IN 27 SHOTS

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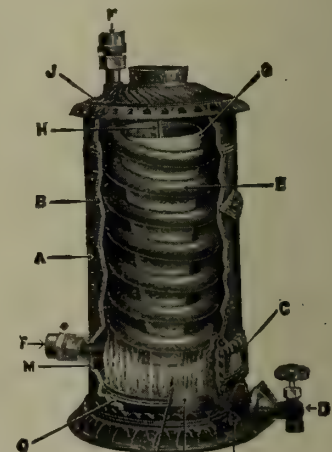
**High Grade  
LAVATORIES, BATHS, SINKS,  
WATER HEATERS, LAUNDRY TUBS, Etc.**



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Cushion Compression Work

The secret of the low cost of operation of this Water Heater is in the superior mode of construction. The burners are regulated for producing the intense heat characteristic of the gas fire with perfect combustion obtaining. Every foot of gas gives its equivalent is heat energy. The copper coil permits free circulation, provides quick heat absorption, and insures perfectly pure, clear water. Write us for full particulars on any line in which interested. We carry a complete line of guaranteed Engineers' Supplies.

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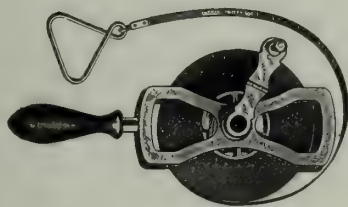
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The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

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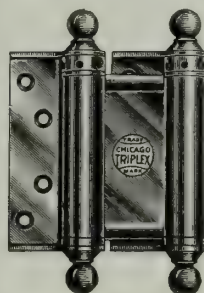
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### Chicago "Triplex" Spring Butts

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Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

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## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



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There's a good sale for them.

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The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.

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## Bathroom Fixtures



### SELECTED MIRRORS

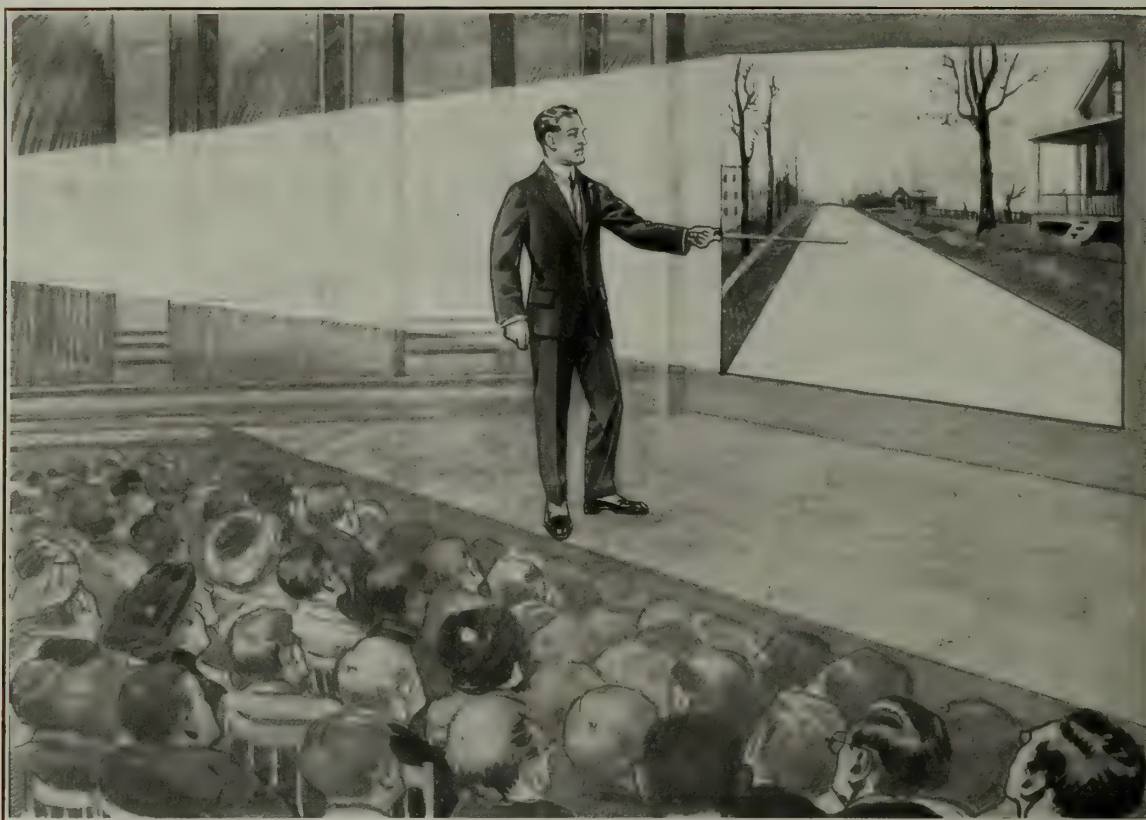
Mounted in NICKEL FRAMES

40 pages of attractive designs in our new Catalogue

Made and guaranteed by

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada





## Making Cement Sales Greater

**Y**OU know how our advertising has increased the use of concrete on the farm—by telling farmers all over Canada **how** and **why** to use

## Canada Cement

At this time of year, when the cement-buying season is at its height, you should remember that our illustrated Lantern Slide lectures on the "Use of Concrete" have proven very powerful in stimulating local demand.

These lectures are given free by members of our Information Bureau staff, before Farmers' Institutes, Grange Conventions, at Agricultural Colleges, and similar Associations.

If there is to be any public assembly in your locality, at which you think one of these lectures—either on "Practical Uses of Cement," or on "Concrete Roads" would be desirable, write at once to



Information Department

**Canada Cement Company Limited**  
**Montreal**





CANADA'S ONLY WEEKLY HARDWARE PAPER

# HARDWARE<sup>AND</sup> METAL

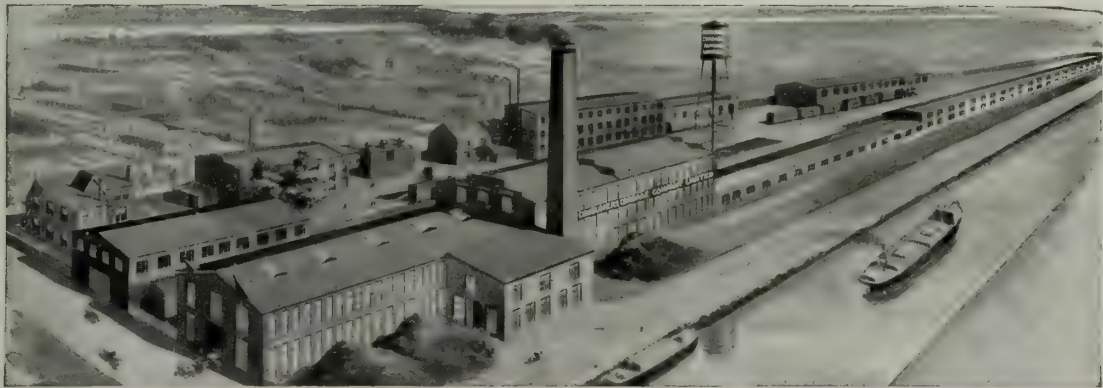
Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
May 24, 1913

No. 21



MONTREAL MILL OPERATED SINCE 1825

MANILA, SISAL, ITALIAN, RUSSIA, JUTE  
CORDAGE AND TWINES

OF EVERY DESCRIPTION.

BINDER TWINE

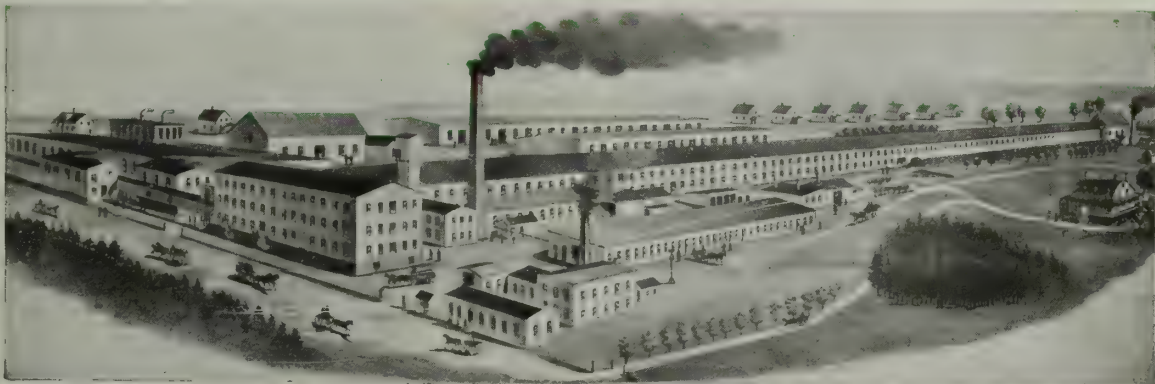
**CONSUMERS CORDAGE COMPANY LIMITED**

HEAD OFFICE  
MONTREAL.

MILLS:—MONTREAL AND DARTMOUTH.

BRANCHES:—ST. JOHN, N.B. AND TORONTO.

AGENCIES:—F. H. ANDREWS & SON, QUEBEC, MacGOWAN & CO., VANCOUVER,  
TEES & PERSSE, WINNIPEG, REGINA, SASKATOON, MOOSE JAW, CALGARY, EDMONTON.



DARTMOUTH MILL OPERATED SINCE 1866





## The Demand Never Fails For The Gillette Safety Razor

For nearly ten years Canadian dealers have been doing a steadily increasing business in Gillette Razors and Blades.

This continued growth has been due to the decided superiority both of the razor itself and of the advertising.

The principle of the Gillette is right — a wafer-thin blade, hardened evenly through and through—gripped rigid in the adjustable holder—the latter feature patented and *exclusive to the Gillette*.

Gillette Blades, hardened by electricity and honed with

diamond-dust, carry the smoothest, keenest edges ever produced.

Gillette advertising is vigorous, attractive, business-like and *persistent*. It is not a spasmodic splurge for the purpose of stocking up dealers, but *an all-the-year-round selling force* sending customers to your store.

You can stock the Gillette with well-placed confidence that it will sell well, and win you staunch friends and more business.

**The Gillette Safety Razor Company of Canada, Limited**  
Office and Factory: The New Gillette Building, Montreal



## Belleville Design

Made in  
**Wrought Brass  
Bronze and  
Steel**

in complete  
sets

**The Belleville Hardware  
& Lock Mfg. Co., Limited**

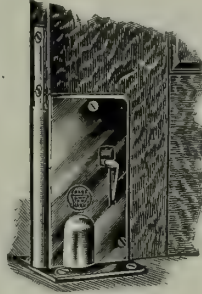
BELLEVILLE, CAN.

# CHICAGO

SPRING BUTTS

## TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



### CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK

Have You Placed Your  
Order For

## GEM and BLIZZARD FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

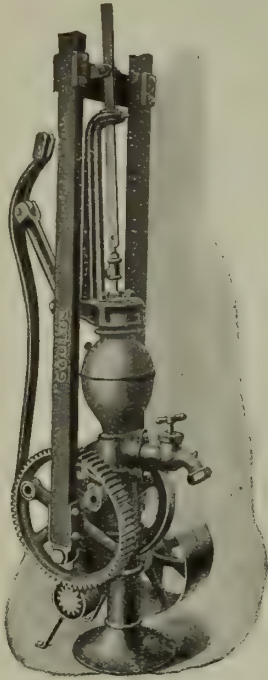
Your Jobber Has Them

**NORTH BROS. MFG. CO.**

PHILADELPHIA, PA.







1560

Goulds Jack Connected  
to a Goulds "Star"  
Force Pump.

## The Goulds Fig. 1560 Jack Adapts Any Windmill Pump For Gasolene Engine Drive

All that is necessary is to clamp the jack to the pump stand-  
ard near the base, disconnect the lever of the pump and bolt  
the pitman to the windwill rod.

The pump can then be operated by hand, windwill or  
power as desired, by simply changing one bolt and adjust-  
ing either the pitman or lever on the pump rod.

Ask for further data and prices.

**The Canadian Fairbanks-Morse Co.**  
**LIMITED**

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA

## THE S.M.P. Novelty Refrigerators and Galvanized Ice Boxes. Oak Grained



Just the article needed for  
Summer Residences or Camps.

### Novelty Refrigerators

No.	2	3	4
Inches	19x13 $\frac{1}{4}$ x13 $\frac{1}{4}$	23x17x16	27 $\frac{1}{2}$ x19x19

### Ice Boxes

	Small	Large
Inches	20 $\frac{3}{4}$ x14 $\frac{1}{4}$ x14	28 $\frac{3}{4}$ x16 $\frac{1}{4}$ x16 $\frac{1}{4}$

Prices on Application.



## THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Limited

**Kemp Manufacturing Co.**

Montreal

TORONTO

Winnipeg

# "CRESCENT"

## Base Ball Goods

### Rank High

They are made in the latest approved Patterns. Made of the Best Materials and the Workmanship and Finish are such as found only on Base Ball Goods of the **Highest Grade.**

There is every indication for a banner year in the sale of Base Ball Goods and our past success is assurance that the "Crescent" Line



## Will Be In Big Demand This Season

They Offer the **Very Best** Base Ball Values for the Prices of their respective Grades—In Patterns, Materials and Finish.

The "Crescent" Official League Balls and Professional Bats and Gloves are **the Best Goods that can be made at any price.**

The Amateurs' and Boys' Lines are made with much care to give the Best Possible Service, and None Better for the Money will be or can be offered. **They are sure to please.**

**Put in the Line of "CRESCENT" Base Ball Goods and make this your most prosperous Sporting Goods Season.**

We carry extensive lines of Hammocks, Tennis Goods, Croquet Sets, Lawn and Camp Furniture, Roller Skates and Fishing Tackle. In fact we have a line of **Sporting Goods** which will be profitable for you to investigate.

# LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER



# ENTERPRISE

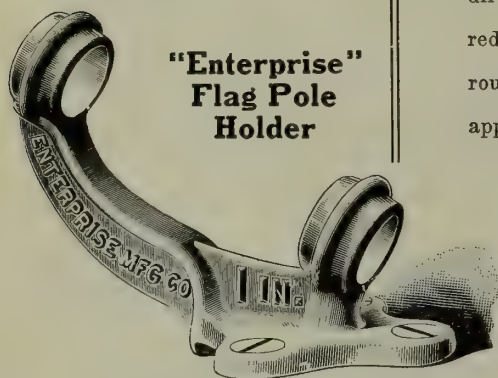
## QUICK SELLERS

These are goods for which every dealer will have calls.

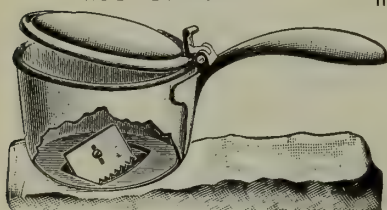
"Enterprise" Products are a splendid line to handle. They are made of high quality material and attractively finished.



**"Enterprise" Lawn  
Sprinkler**



**"Enterprise"  
Flag Pole  
Holder**



**"Enterprise"  
Ice Shredder**

### The "Enterprise" Lawn Sprinkler

is furnished with a cord or rope, so that the Sprinkler may be easily moved, when running, without going near it.

The water passes through a Strainer before it enters the small perforations, which are thereby prevented from filling up with dirt, etc.

The weight of the revolving parts is supported by the water. This reduces wear to a minimum.

All parts of the Machine are made sufficiently strong for ordinary rough usage, and are interchangeable.

The Machine is tinned and nickel-plated and is of very handsome appearance.

The Sprinklers are finished and boxed complete in our factory, and require no skill to take them apart or put them together.

### The "Enterprise" Flag Pole Holder

**Strong    Durable    Attractive  
Cheapest and Best Holder Made**

### The "Enterprise" Ice Shredder

**For Shaving Ice—Coarse or Fine**

It is not necessary to take the ice out of the refrigerator; the cup can be filled from the side, top or end of cake of ice without disturbing the ice; the shredder is simply drawn upon a piece of ice.

Now is the time to place your order for these articles. We guarantee the best of satisfaction. Write us to-day.

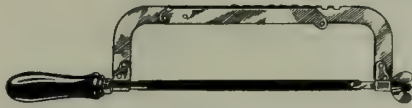
**THE  
ENTERPRISE MANUFACTURING CO. OF PA.  
PHILADELPHIA**

29 Murray St., New York City

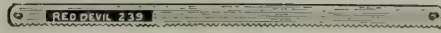
530 Golden Gate Ave., San Francisco, Cal.

176 N. Dearborn St., Chicago, Ill.

# PRICES AND QUALITY—RIGHT



No. 092. Hack Saw Frame.



Red Devil Hack Saw Blades, hard or flexible, same price.



No. 1213. Screw Driver, good quality.



German Pliers of all kinds.

Sharp  
Fast  
Certain  
Clean  
Bore

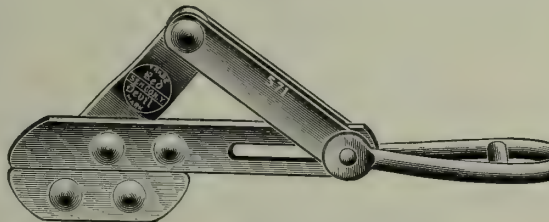


Red Devil Electrician's Bit.

Will bore  
through  
any  
kind  
of wood



No. 842.  
Red Devil  
Diagonal.



Buffalo Grips—all sizes.



No. 253.  
Climbers.  
We have straps,  
pads and belts  
also.



Havens Clamp—Red Devil Quality.



No. 417.  
Splicing Clamp.

## SMITH HARDWARE CO., LIMITED

### MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

## HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

## WROUGHT IRON

Agricultural Pipe  
Bedstead Tubing  
Conduit and  
Signal Pipe

# PIPE

Steam and Gas Pipe  
Fencing Pipe  
Railing Pipe

**Black and Galvanized      Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **CLEAN SURFACE** free from blisters and other irregularities.

**UNIFORMITY** is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of **EVEN** and **PERFECT** Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

---

## LEAD PIPE

MADE OF THE BEST PIG LEAD

**Soil or Waste,      Composition Gas Pipe,      Fountain or Aqueduct**

---

—SALES OFFICES—

Hamilton  
Vancouver, B.C.

Montreal  
Victoria, B.C.

Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.



Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

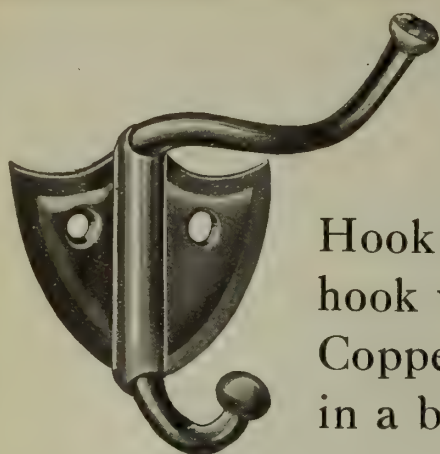
We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

**Allan Hills Edge Tool Co.**  
LIMITED

GALT, ONTARIO, CANADA



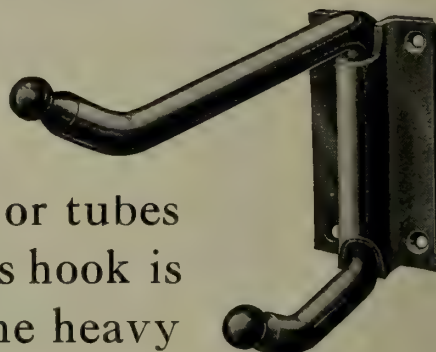


No. 23H.

## Here Are Two New Ones

No. 23H is our new Coat and Hat Hook which not only looks well but is a rigid hook which does not loosen. Finished in Old Copper or Dull Brass and packed one dozen in a box with screws.

For the motorist who wants a good strong garage hook for hanging tires or tubes on, our No. 333 is just the thing. This hook is made in 10 and 12 inch lengths, and the heavy Black Enamelled finish makes it rust proof.



No. 333.

**Canada Steel Goods Co., Ltd., Hamilton, Ont.**



## The "BAYARD" Selfloading Pistol

9 m/m Bore. (.38 cal.)

The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are

unsurpassed. A bullet from the Bayard Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

ADOPTED BY THE SPANISH ARMY

Write for our free descriptive Booklet

**McGILL CUTLERY CO., REG'D**

P.O. BOX 580

**Montreal, Canada**

## Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

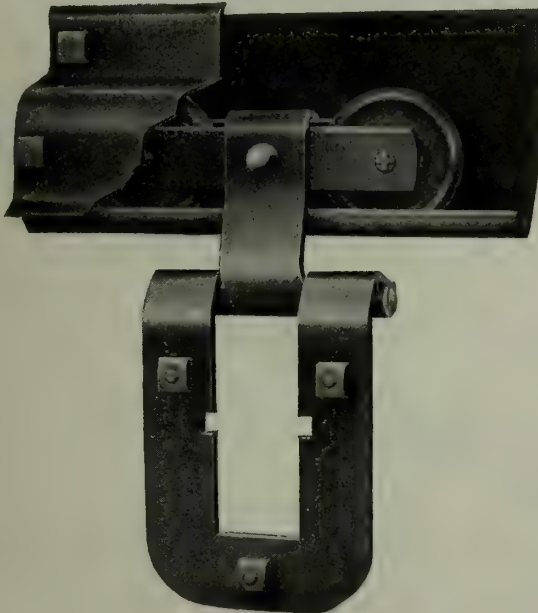
¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

"We Initiate—Never Imitate"

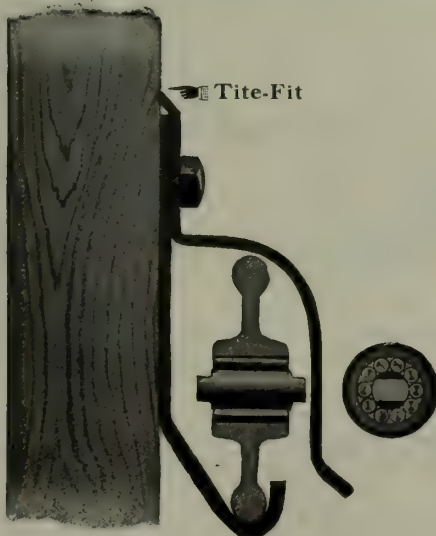
# Stormproof Hanger and Rail



No. 77 Flexible



Stormproof Rail



Tite-Fit

---

## Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

## Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

## "Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting. Write to-day.

---

## National Mfg. Company

STERLING, ILL.

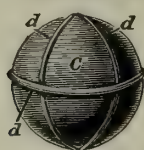


# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



**Eley "Grand Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



.38 Automatic



.32 Automatic



Eley .22 Long Rifle "E" Brand



*Sold by all Jobbers throughout the Dominion.*

Blue Label .25 Automatic



**Wholesale only:**  
**ELEY BROS.**  
**(Canada) Limited**  
**North Transcona, Man.**

**TO THE TRADE:**

## Bargains in Binder Twine

About	6 tons of	500 ft. Sisal,	-	-	9c. per pound
"	60 "	" 600 ft. Pure Manilla,	10c.	"	"
"	13 "	" 650 ft. "	11½c.	"	"

DELIVERED IN ONTARIO IN TON LOTS OR OVER.

**WRITE FOR SAMPLES.**

**W. B. DALTON & SONS, Limited**  
**KINGSTON, ONTARIO**

# GLUE

## IN PACKAGES

THAT MEANS

## BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

## H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5 $\frac{1}{4}$  to 6 $\frac{1}{2}$  lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

**Harrington Richardson Arms Co.,**

**715 Park Avenue,  
Worcester, Mass.**





# ADMIRAL C. J. MacCONNELL

(DECEASED)

UNITED STATES NAVY

231 Clermont Ave., Brooklyn, N. Y., April 3rd, 1899.

My Dear Sirs:—I freely state to you that I have always used the "Magnolia Metal" in preference to any other compound, as I was firmly convinced of its superiority after the conclusions of the long experiments made in the New York Navy Yard under my own supervision.

I went into this trial fairly, unbiased; in fact, if there was any preference in my mind, it favored the "Parson's White Metal," as I had heard a great deal about it, but the "Magnolia Metal" was quite new to me.

The results were a surprise to myself, and the report shows it to be superior in every way. During the last time nine years or more, I have served on board the U. S. war vessels "Mohican," "Olympia," and "Charleston" in the Pacific, the "Lancaster" in South Atlantic, the flagship "New York" in the North Atlantic Squadron, of which I was the Fleet Engineer. I found "Magnolia Metal" in the store-rooms of these ships and used it on all occasions when a journal needed re-babbitting or filling with an anti-friction metal; it always worked successfully for me.

I used it more largely about the machinery of the "Charleston," and was always able to set up bearings and main journals finer than with ordinary babbitts or other metals. The engines of this ship on the voyage from Yokohama to San Francisco worked like clocks, perfectly smooth and finely adjusted, not a hot bearing. I have never had any trouble with the "Magnolia Metal," owing perhaps to the fact that I obtained the genuine brand and was careful in its use. It should not be too hot in melting, and constantly stirred while pouring, with a pine stick, which keeps the mechanical mixture of plumbago in it thoroughly diffused in the mass.

For quick-moving engines, such as Dynamo and Electric Motors or Torpedo Boat Engines, I consider it invaluable.

Very truly yours,

C. J. MACCONNELL, Chief Engineer U. S. N., Retired.

Magnolia Metal Co.

had charge of the tests of Magnolia Metal at the New York Navy Yard in 1887. Twelve years after these tests, he wrote the letter shown hereon, giving the results of his personal and practical experience with Magnolia on board the war vessels of the United States Navy of which he was the Fleet Engineer. It will be observed that he had a high regard for Magnolia. The tests referred to are fully set forth in the Annual Report of the Secretary of the Navy for the year 1888, covering fourteen pages.



## SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages over 2,000 subjects. Price 40c, post paid—We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or by

## MAGNOLIA METAL CO.

OFFICE AND FACTORY:

225 St. Ambroise St. - MONTREAL

# STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

**THE**

# MORRIS & BAILEY STEEL CO.

## PITTSBURG, PA.

Manufacturers of

# COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

BUR-NOR

# A Famous Quartette

Combining

## Strength, Quality and Finish

Insuring

### 50% More Service

Than can be secured  
from a Wooden  
Handled Hatchet.



**Unbeatable—Unbreakable**  
**Ask Your Jobber**

The dealer who is alive to the best possible values in hatchets and who gives his customers the most for their money is stocking and selling the Bur-Nor. The reinforced handle will pull over 300 pounds. Will not shrink or work loose. No loose heads. Blades are high carbon steel, tempered in oil to take a keen and enduring edge. The hatchets shown are four of the ten styles that we make. Ask your jobber. If he cannot supply you, write for catalogue and prices, and we will ship direct.

## Burgess-Norton Mfg. Co.

GENEVA, ILL.  
U.S.A.

BUR-NOR

BUR-NOR



New Line

# UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

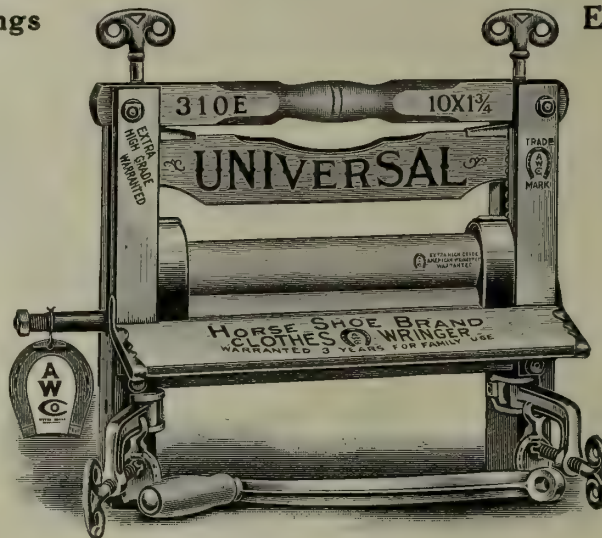
==  
Packed 3 and 6 in  
a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

==  
Same style made in  
Folding Bench.



Send for Catalog (F)

**THE AMERICAN WRINGER COMPANY**  
NEW YORK, - U.S.A.

Dealers and Jobbers should place orders which will keep their stocks complete to supply the great demand for Simonds Crescent Ground Cross-Cut Saws. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.



# SIMONDS

CANADA

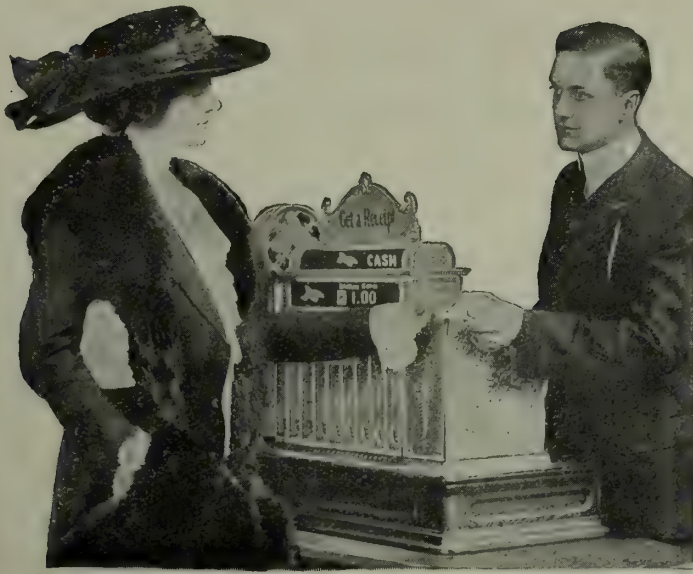
## SAW CO., Limited

Montreal

St. John

Vancouver

# The Merchant Gets His Money

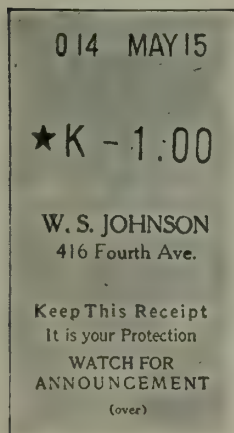


## When the Customer Gets a Receipt.

The "Get a Receipt" plan compels the giving of a correctly printed receipt to the customer, which means that there are corresponding and unchangeable records inside the register for the grocer and the clerk.

The customer's printed receipt, the clerk's receipt on the sales-strip, and the merchant's receipt on the adding wheels, are all made by the same operation of the register and therefore must be the same.

The Customer's Receipt



This receipt, which goes to the customer, is printed by the register.

The Merchant's Receipt

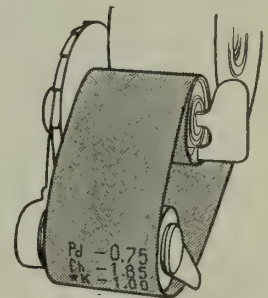


These are the adding wheels which must show the same record as the receipt. They are the merchant's receipt for a correct unchangeable record.

National Cash Registers range in price from \$30 to \$900.

Write for complete information about the "Get a Receipt" plan.

The Clerk's Receipt



The sales-strip, which must show the same record as the customer's receipt and the adding wheels, is the clerk's receipt for having handled the transaction correctly.

## The National Cash Register Company

285 Yonge Street, Toronto

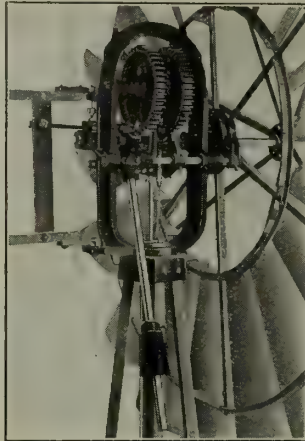
Canadian Factory, Toronto



## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.





1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## Nicholson-made SOLID HANDLE MOWER FILES

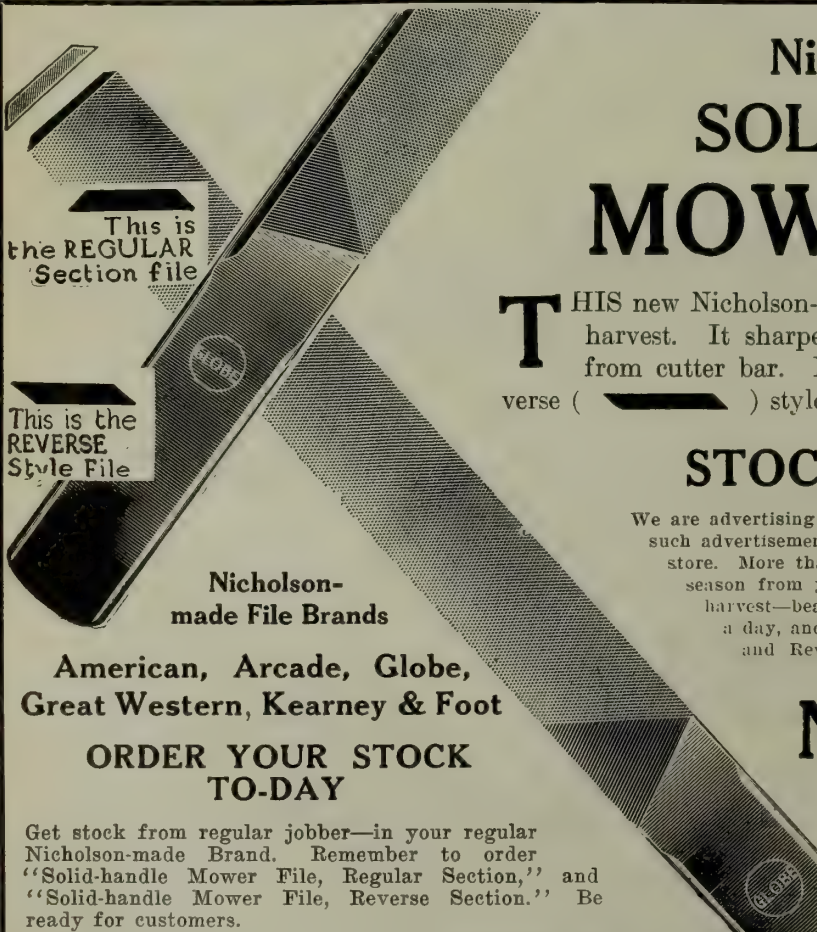
**T**HIS new Nicholson-made File saves farmer's time at haying and harvest. It sharpens knife sections without taking the knife from cutter bar. It is made in regular (  ) or reverse (  ) style.

### STOCK THEM, WHY?

We are advertising them to farmers in Montreal Star; over 1,000,000 such advertisements will be printed. We direct these men to your store. More than that, we suggest that they buy 3 such files a season from you. This solid handle mower file saves time at harvest—beats other knife-sharpening methods by an hour a day, and gets you continuous business. Note the Regular and Reverse Sections—remember, you need both kinds.

**NICHOLSON**  
File Company

Port Hope, - Canada



**Nicholson-  
made File Brands**

**American, Arcade, Globe,  
Great Western, Kearney & Foot**

**ORDER YOUR STOCK  
TO-DAY**

Get stock from regular jobber—in your regular Nicholson-made Brand. Remember to order "Solid-handle Mower File, Regular Section," and "Solid-handle Mower File, Reverse Section." Be ready for customers.

# Who's going to furnish the Lighting Glassware for the New Homes to be built in Your Town this summer—You?

Thousands of homes will require complete outfits of lighting glassware within the next few months. Many of them are in your own town. **If your stock offers better selection, better values and better quality than your competitor's, that business will come to you.**

## Delica White, Lily Tint and Ecru Tint Illuminating Glassware

will give you what you need. Here, beauty and efficiency are splendidly united. They are perfect in color, and totally free from speck or spot. By their use, strong light may be secured without a glare. In design they are highly artistic and original.

They are unquestionably the "Big Three" in lighting glassware, and you ought to have them—all of them. With them you can defeat any competition. The price is reasonable—quite within reach of everybody.

We have just issued a fine new catalogue illustrating this group. Write for a copy and get in line for this summer's business. A post card will bring it.

**The Pittsburgh Lamp, Brass & Glass Co.  
of Canada, Limited**

119 Wortley Road,  
London, Ontario



R. E. Davis,  
Representative





## Stanley Tools

**T**HE "BAILEY" WOOD PLANE has the same adjustment of cutter as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on every cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES, "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

*Address all communications to:*



**Stanley Rule & Level Co.**  
NEW BRITAIN, CONN. U.S.A.





The Hardwareman

*who is not  
handling our*

## "Metallic" Ceilings and Walls

*is not making as much  
money as he might.*

**How about you?**

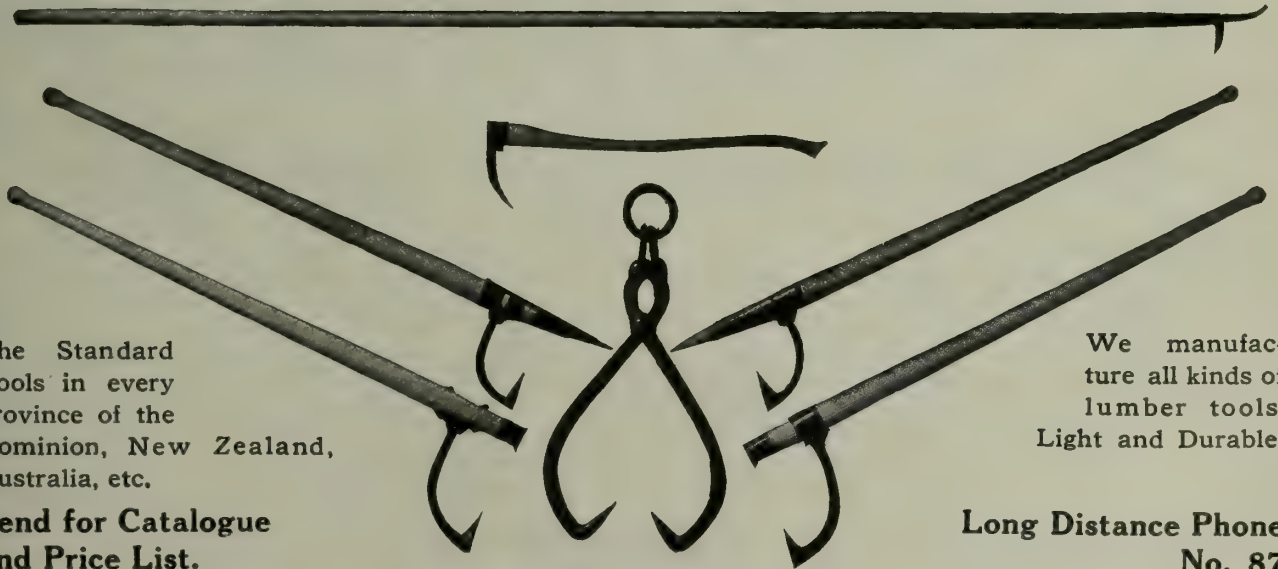
WRITE US FOR CATALOGUE AND PRICE-LIST.



*There is nothing to touch "Metallic"  
for Kitchen Ceilings and Walls.*

**THE METALLIC ROOFING CO. OF CANADA, Limited**  
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

## PINK'S LUMBERING TOOLS



The Standard  
Tools in every  
province of the  
Dominion, New Zealand,  
Australia, etc.

Send for Catalogue  
and Price List.

We manufac-  
ture all kinds of  
lumber tools.  
Light and Durable.

Long Distance Phone  
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers of **Lumber Tools**  
PEMBROKE, ONT.



# NO PAINT *Ever* Needed on this Roofing



The need of coating or gravel on a roofing is positive proof of its weakness—positive proof that the materials in the roofing would dry out, rot, rust, decay or otherwise deteriorate without such protection—positive proof that the roofing itself can't last long unless protected with a mineral.

Instead of a perishable animal or vegetable material only temporarily protected with a thin layer of mineral, such as paint, slag or gravel, J-M Asbestos Roofing is one solid mass of minerals. Not a particle of perishable material in it.

J-M Asbestos Roofing consists of layer-on-layer of pure Asbestos Felt securely cemented together with genuine Trinidad Lake Asphalt. Asbestos is a rock or stone, and, of course, stone needs no coating to make it last. And the Asphalt Cement between these stone layers is the same material that has withstood the severe duties of street paving for forty years. So J-M Asbestos Roofing is an all-mineral roofing.

## J-M ASBESTOS ROOFING

is the only ready roofing that never requires a single cent's worth of coating or other protection. Its first cost is the only cost. Other ready roofings are a continual trouble and expense—for the coating and gravel wash and blow off and have to be renewed every few years.

Because of this mineral or stone construction, J-M Asbestos Roofing is also rust-proof, rot-proof, and acid-proof. And fire that will melt iron won't ignite this roofing.

Write nearest Branch for our illustrated Catalog No. 303, and a copy of "The J-M Roofing Salesman." Also ask for full particulars of our proposition to hardware dealers.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Manufacturers of Asbestos  
and Magnesia Products

TORONTO

MONTREAL

Trade  
**ASBESTOS**  
Mark

Asbestos Roofings, Packings,  
Electrical Supplies, Etc.

WINNIPEG

VANCOUVER

1364

# GREENING

## New Process Steel Wire Trace Chains

Tie Out Chains

Halter Chains

Dog Chains

Cattle Chains

The most satisfactory chain to handle.

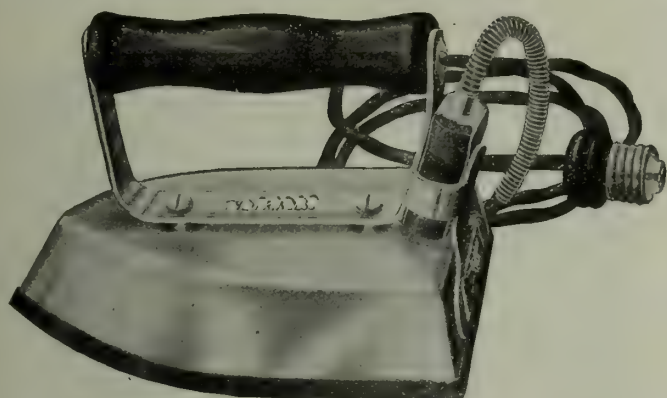
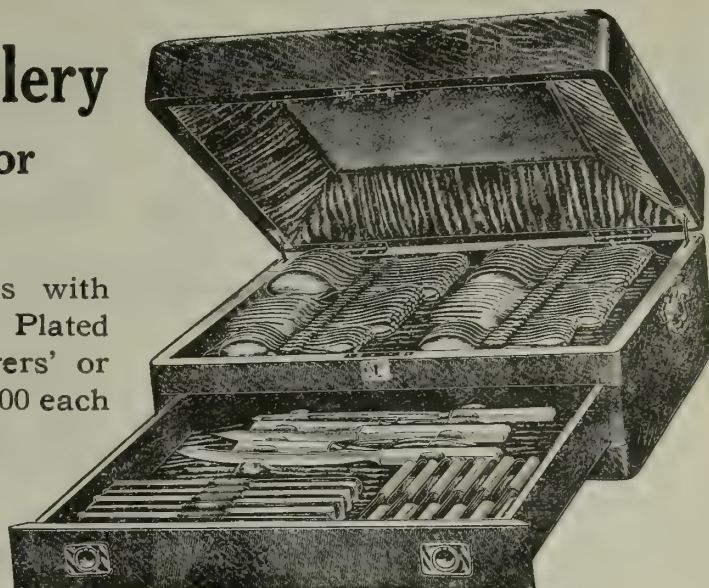
Manufactured by

The B. Greening Wire Co., Limited  
Hamilton, Ont. Montreal, Que.

## Our Cabinets of Cutlery make acceptable gifts for June Weddings

We can fill these beautiful Oak Cases with "Community Silver," Wallace's Joan Plated Ware or Reliance Plate, with Rodgers' or Wostenholm's Cutlery at prices from \$50.00 each net upwards.

Another fine gift is our Pearl Handle Knives and Forks in an Oak Case. We have a large variety of these.



## The COLBORNE Fully Guaranteed ELECTRIC IRON

while sold at the lowest price, is one of best and neatest on the market. The new flat element places the heat just where needed to get best results at lowest cost.

## ELECTRIC TOASTERS



For fine, brown toast, evenly done, not too dry. Every one sold is an advertisement, beautifully finished and packed.

## TEA-BALL POTS



With these pots the leaves can be lifted out of the liquid into the cover.

Fine Nickel or Aluminum finish.

## PERCOLATORS



For Good Coffee the pump in the Percolator must be right. Ours is the Universal, with the best pump yet devised, three, six and nine cup sizes.

# Caverhill, Learmont & Co.

## MONTREAL





# We Do Most of the Work But You Get All the Commissions

We Want Live Dealers to Act  
as Agents for the

## "PRESTON" METAL GARAGE

Preston Agents sell from catalog. This catalog is neat, compact and very attractive, and contains illustrations that will be pleasing to the automobile owner's eye.

The dealer's part of the proposition consists of getting after automobile owners and acquainting them with the advantages of our garages.

When he thinks he has a party interested he writes us, giving name and address of the latter.

Upon receipt of his letter we co-operate and help to close the sale.

We pay a large commission to the dealer in every sale that we effect through his co-operation.



Solid Steel Frame Work of Preston Metal Garage.



Our catalog, "The Modern Garage," points out the advantages of a "Preston" Metal Garage.

Nearly every automobile owner in your town is a good prospect for our garage.

Write us to-day.

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog,  
"Modern Garage," also agency  
proposition.  
.....  
Sign name here.



## MOWING MACHINE OILERS

COPPER PLATED AND LACQUERED

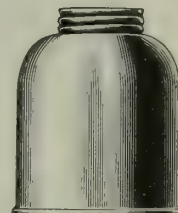
No. 705.  
Wide Mouth Oilers.  
Can be filled without a funnel.  
Most convenient oiler for the  
field or farm.



All Sizes—  
All Length Spouts

You will be asked for  
these every day at this  
time of the year.

Keep a stock on hand  
and retain your custom.  
All orders shipped the  
same day as received.



**E. T. Wright Co., Ltd., Hamilton, Canada**

## CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation,  
and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

### OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4  
in., is thoroughly inspected and tested to  
600 lbs. pressure, and every length is  
branded with our trade mark.

### Also NIPPLES

Black and Galvanized  
All Sizes.



**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,**

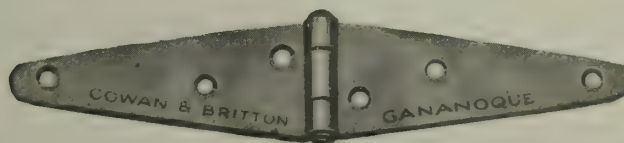
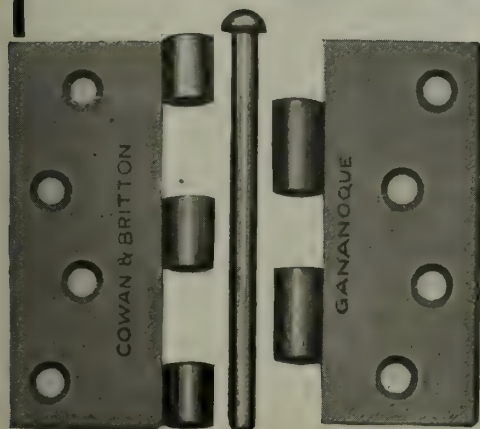
Works :  
Lachine Canal

## High Grade Builders' Hardware

including

### Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly  
acquainted with the quality of our goods.  
Let us send a few on trial. If not satisfied with them we will make  
it right with you. Write for prices and particulars.



**COWAN & BRITTON, LIMITED,**

**GANANOQUE,  
ONT.**



# Just Out

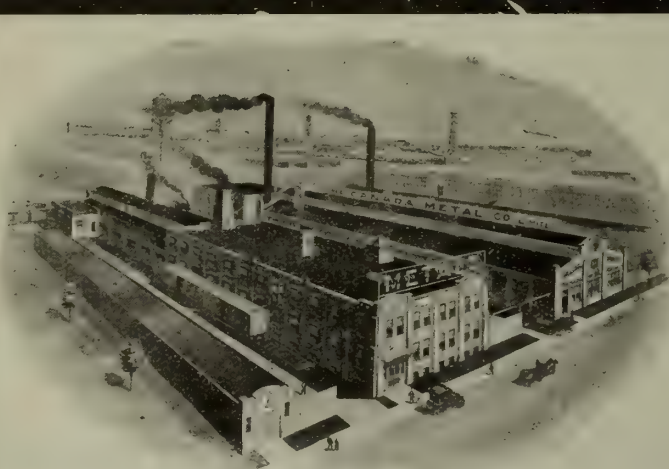
Catalogue Number Nine

A Helpful Guide to the proper selection of "QUICK SELLERS." It illustrates "THE BEST KNOWN" and "THE BEST THERE IS"

Power and Hand Washing Machines  
Power and Hand Clothes Wringers  
Mangles, Lawn Dryers, Churns, Etc.

A most profitable half hour can be spent looking over a copy. A post card brings one.

**Cummer-Dowswell Limited, Hamilton, Ont.**



Service and Reputation  
FOR  
HIGHEST QUALITY

have made us the largest  
EXCLUSIVE METAL DEALERS  
in the  
DOMINION OF CANADA

We carry in stock **ALL INGOT METALS**

*Write for prices. You will find them interesting*

WE MANUFACTURE: Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

**The CANADA METAL CO., Limited**

Head Office and Factory: TORONTO

Branch Factories: MONTREAL, WINNIPEG

# DISSTON CHROMOL HACK SAW BLADES

Made of DISSTON CHROMOL Steel, a special high-grade material peculiarly suited for metal-cutting blades.

The teeth are milled in, making them clean and sharp, giving greatest possible strength.

Hardened through-out under the DISSTON special process.

Taking the  
**CHROMOL  
HACK SAW,**  
day in and day out, we guarantee it will do more satisfactory work than any other HACK SAW on the market.

We manufacture a complete line of HACK SAW BLADES, for various classes of work, and HACK SAW FRAMES, both solid back and extension, with reversible stretchers.

## HENRY DISSTON & SONS

Incorporated

KEYSTONE, SAW, TOOL, STEEL & FILE WORKS  
PHILADELPHIA, U.S.A.



ESTABLISHED  
1840





# The “Certain-teed” Label



FRONT

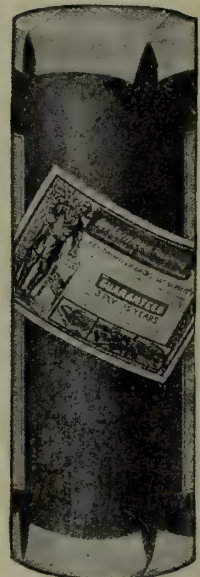
Of Quality is Stuck on the Back  
of Every Roll of

## CASCO RUBBER ROOFING

Your Customers are looking for this Label,  
because they're reading about it—It's  
Advertised Everywhere.

If you will let them know that you handle the kind of roofing that  
has this Certain-teed label on, you'll be surprised to see how easy  
it is to sell them and get a good profit, for they have confidence  
in it.

Just send to us for the 32-page book of Certain-teed Selling Helps  
and Advertising Ideas. It's free, so send for your copy now.  
We stock large quantities of Casco Roofing and can make  
immediate shipments.



BACK

**The Canadian Supply & Contracting Company, Limited**  
Formerly CANADIAN SUPPLY CO. TORONTO, ONTARIO

Are you in a hurry? If so, send us your orders for  
Eavetrough, Conductor Pipe, Elbows, Skylights, Ventilators, Valleys, Ridge Roll and  
**CORRUGATED IRON**

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**



**Wood Mantels, Coal, Gas or Electric Grates  
Tiles and Tile Work in all Its Branches**

**BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place**

**Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES**

*Our Motto—"QUALITY"*

**THE BARTON NETTING CO., LIMITED**

38 Ouellette Avenue

WINDSOR, ONT.

# The use of Certain-teed Roofing is keeping pace with Canada's marvelous building growth

## Certain-teed Roofing

(Quality Cert-ified—  
Durability Guaran-teed)

## Rolls and Shingles

**Guaranteed 15 Years—Lasts Longer**

Certain-teed has made good by actual test on the roof

When Ready Roofing was first put on the market years ago, most dealers, builders and architects preferred to wait and see it tested on the roof—in a word, the public demanded that it must prove its value by years of actual wear on the roof before they would accept it.

Certain-teed Roofing has won out on its own merits—its use on all kinds of buildings in almost every country in the world is growing by leaps and bounds—it settled all arguments by giving absolute satisfaction in all climates under the most trying conditions.

The durability of this modern, easy-to-lay Certain-teed roll and Certain-teed shingle roofing is remarkable.

This modern easy-to-lay roofing costs less—lasts longest

Certain-teed Roll Roofing is the most economical covering for cottages, farm buildings of all kinds, factories and garages.

Certain-teed Shingles are recommended where artistic effect is desirable—for residences, bungalows, and cottages. They come in slate gray color, also red and green.

Certain-teed Specification Roof—the modern method of constructing a built-up roof on large flat surfaces.

Certain-teed Roofing costs less than metal, tin, slate or wood shingles—it is inexpensive to lay, guaranteed to wear 15 years and will outlast the guarantee.

**Any live dealer can build up a profitable Certain-teed Roofing business**



General Roofing  
The World's Largest  
Manufacturer of  
Roofings and  
Building Papers

Certain-teed Roofing is advertised extensively in Canadian publications—the demand is increasing every day—all leading Canadian jobbers carry ample stocks.

You make a good profit on Certain-teed Roofing and you turn your money quickly—the price is low and quality high.

Wire, telephone or write your nearest

jobber for 10 to 50 squares of Certain-teed Roofing—he will send you a lot of Certain-teed Selling Helps, including *Free Display Signs*.

We will furnish free to each dealer handling Certain-teed Roofing a desk copy of our new book, "Modern Building Ideas and Plans"—the most complete book of its kind ever published and very useful to all building material dealers. The busy season is here—send your order now—your jobber can make immediate shipment.

## General Roofing Manufacturing Company

Winnipeg, Canada

E. St. Louis, Ill.  
Minneapolis

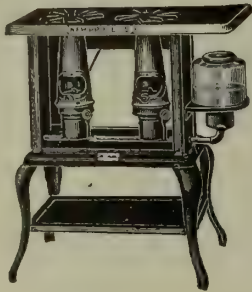
York, Pa.  
San Francisco

Marseilles, Ill.  
London, England

Memphis, Tenn.  
Hamburg, Germany



## New Process Blue Flame Wick Oil Stoves



Popular and successful owing to their superior excellence and suitability for the purpose intended.

These stoves are equipped with glass tanks which enable the operator to see the oil supply and refill immediately when necessary.

New Process Stoves only require about the same care and attention as given to an ordinary lamp and are guaranteed as to their efficiency.

## Standard Wickless Blue Flame Oil Stoves



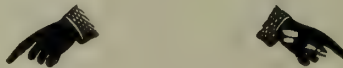
Simple and Easy to Operate—Produce a Smokeless Blue Flame of intense heat—Three sizes in stock.

We can also supply ovens—with or without glass fronts—for use with these stoves.

**THE THOS. DAVIDSON MFG. CO., LIMITED**  
MONTREAL                      WINNIPEG                      TORONTO



## "The Empire Line"



NOW is the time to place your orders for  
**"EMPIRE" FURNACES**  
and **REGISTERS**

Made by  
**CANADIAN HEATING & VENTILATING CO.**  
OWEN SOUND

MONTREAL

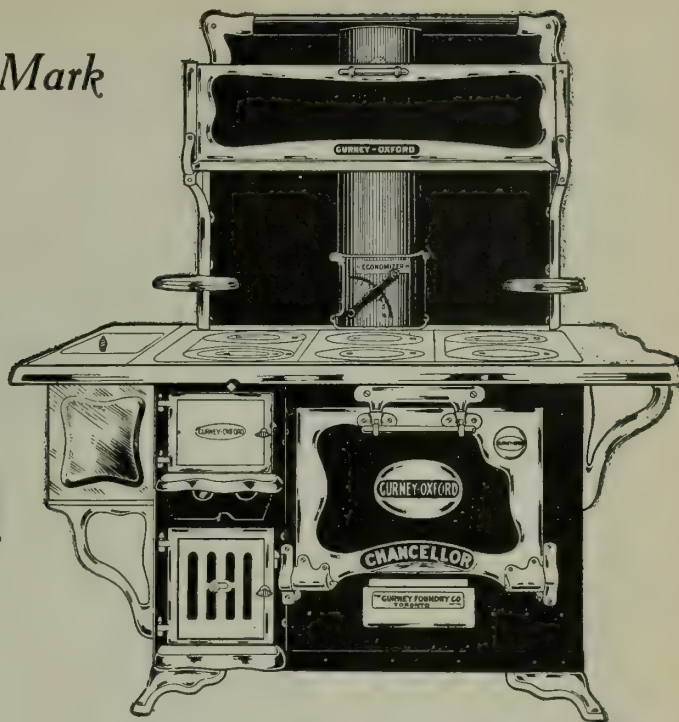
WINNIPEG

VANCOUVER



*Stove Quality Trade Mark*

# The Gurney-Oxford Range



## Successful Dealing

¶ The dealer who meets competition with a quality trade mark as his basis wins first consideration of a customer who comes to buy a range.

¶ You, Mr. Dealer,—give this oval trade mark a place in your store and we will impress it on the minds of people through national advertising.

¶ But we do more than that. We co-operate with your selling plans—supplying you with Economizer talks irresistible to every woman, with attractive window displays, with advertising cuts for your own personal use—in fact with even the services of our own trained salesmen to advise you, or close a big sale.

¶ The recognition of the merits of the Gurney-Oxford by nearly every woman throughout Canada means to every dealer—**selling along the line of least resistance—which also means—most handsome profits.**

***Write for dealer information  
regarding our generous policy***

**The Gurney Foundry Co., Limited**  
**Toronto, Canada**

**Montreal,**

**Hamilton,**

**Winnipeg,**

**Calgary,**

**Vancouver**



# HERCULES DRILLS



Investigation into the reason for so many broken and discarded drills is the first step toward a satisfactory solution to your drill problem.

If you will go deep into the subject, you'll find that Commercial Tests (every day working conditions) develops the greatest efficiency from the use of High Speed Drills.

The real high speed twist drills are "Hercules" with the "W. & B." Diamond Trade Mark.

Tools of Quality



Bear These Marks

"Hercules" High Speed Twist Drills come to you with all the strength of High Percentage Vanadium High Speed Steel in the finished drills.

They are made by the only twisted-while-hot process which leaves the grain of the steel undisturbed, and thus insures longer edge-holding qualities and greater resistance to strains of metals having different degrees of hardness.

Get them from your nearest jobber or send order direct.

Catalog No. 82-G upon request.

**The  
Whitman & Barnes  
Mfg. Co.**

ESTABLISHED 1854

OFFICE AND FACTORY,  
ST. CATHARINES, ONT.  
STOCKS CARRIED AT WINNIPEG  
AND MONTREAL.

# Galvanized REFRIGERATORS



These light, strong serviceable refrigerators are *sellers*. Made of heavy galvanized sheet iron with double walls. Provision chamber is roomy, and has removable sectional shelves so that when taken out a large dish can be accommodated.

Ice compartment is fitted with nickel-plated lever tap to draw off water.

Made in three sizes, packed one in a box. Write for catalogue giving complete range of refrigerators.

## M<sup>c</sup>Clary's

London,

St. John, Montreal, Toronto, Hamilton, Winnipeg,  
Calgary, Vancouver, Saskatoon, Edmonton.

# The Sunshine Furnace



There is more than one new building going up close to you this summer, and more than one heating system to be improved. Somebody is going to supply the furnaces. This is your opportunity. There's money in it.

If you handle "Sunshines" you are pretty certain of the order, because Sunshine furnaces, by their merit, have come to be recognized as **the** furnaces to instal. Builders, architects and householders in your neighborhood know this; let them know that you are ready to undertake their installations, the assistance of our heating department is at your service.

**Write to nearest agency at once.**

London  
St. John  
Montreal  
Winnipeg

Calgary

Vancouver

Saskatoon

Toronto  
Hamilton  
Edmonton

## McClary's



# A NEW SNIP NATIONAL POCKET SNIP No. 35

**SALEABLE TO EVERY MAN.**

Drop Forged, Light Weight, Convenient Size. List, \$1.00 each.

**SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.**

There will be more No. 35 Snips sold than any other Snip made.



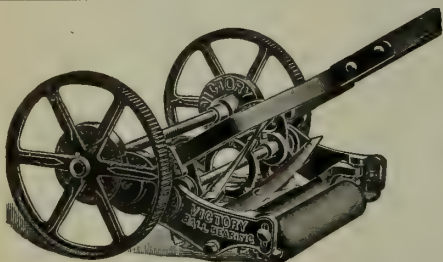
Length 7 in. Cut 2 in. Weight 8 oz.

**NATIONAL CUTLERY CO.,**  
MAKERS OF NATIONAL SHEARS AND SNIPS

MANUFACTURED BY

**PHILADELPHIA**

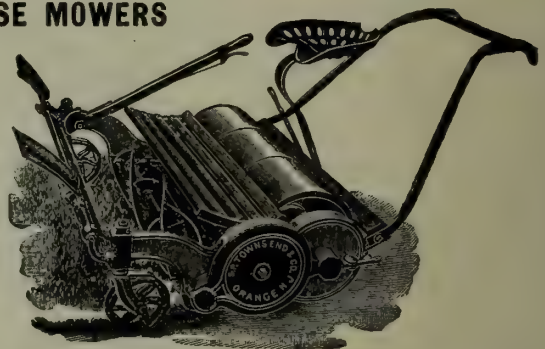
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## TOWNSEND MOWERS HAND MOWERS and HORSE MOWERS

All Our Hand Mowers  
Are Ball Bearing

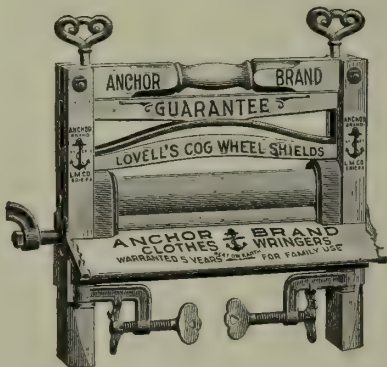
SENT ON THEIR MERITS



Write for Catalog

**S. P. Townsend & Co.**  
ORANGE, N. J.

## ANCHOR BRAND Wringers



Years ago some said that "the proof of the Wringer is in the Wringing." Nothing could sum up the "Anchor Brand" argument so well.

We conceive, manufacture, and offer our wringers on the sole basis of Satisfactory Wringing Service.

That's a commodity that sells regardless of price consideration, but you'll find that the "Anchor Brand" price will help and not hinder. Write for the book.

Write for the Lovell Catalogue No. 7.

**Lovell Mfg. Company**  
Erie, Pennsylvania, U. S. A.

## "THERMO" The Washer

Easy to Sell

**That makes the Washday Bright**

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



**THE LONDON FOUNDRY CO., LTD.,** LONDON CANADA  
F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto:  
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

# HARDWARE AND METAL

*Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, MAY 24, 1913.

No. 21

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address : Macpubco, 'Toronto'; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## HARDWARE AND METAL

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H. M. Reid, *Eastern manager*

Alex. Walls, *Advertising Representative*

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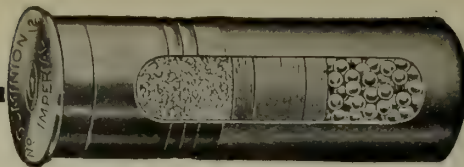
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High grade genuine Charcoal Plates  
Tissue Packed.

*Specify "DOMINION CROWN" on your next order.*

**A. C. LESLIE & CO., Limited**  
MONTREAL

# The Essential Points of Window Display Work.

A "stocky" turn of builders' hardware, arranged by C. H. Smith, with Ashdown Hardware Co., Calgary.

**The Qualities Which Go to Make Up Good Trims—The Two Divisions of Window Trims Defined—Special Features And Their Effect on the Sales Quality of a Display.**

*The writer of the accompanying article is head of the display department of one of Toronto's largest stores. He is a past president of the Canadian Window Trimmer's Association and acted as one of the judges in the last Christmas Window display contest of Hardware and Metal. No one occupies a higher place in the ranks of Canadian display men and his interesting review of some of the essential points of display work can be accepted as authoritative and comprehensive. Mr. Macdonald is an ardent believer in the importance of window display.—Editor.*

Written by H. C. Macdonald, display manager with Murray-Kay, Ltd., Toronto.

The importance of displaying merchandise for sale has always been recognized; but the practice of applying the principles of artistic skill and taste to this work is a comparatively modern innovation. The value of attractively displaying merchandise cannot be overestimated. It compares with all other forms of publicity in impressing the average individual, as the concrete in any line of exemplification compares with the abstract. All other forms of publicity require the exercise of the imagination in order to obtain a fair grasp of the subject under consideration; while the proper display of an article appeals directly to the desires, and at once creates a want. It suggests and emphasizes both the lack and the desirability of possession, and sets in motion the train of consideration that

leads directly up to the purchasing point. It is probably safe to say that, excepting the steady demand for the actual necessities, more merchandise is disposed of through the desire created by seeing it than through all other channels combined.

## Must Know the Goods.

In order to make a successful display, a thorough knowledge of the goods to be shown is necessary. The trimmer should be familiar with the details of the manufacture of the merchandise to be displayed, the conditions of purchase, and all the points that make the goods desirable so as to bring them out in the display with the greatest possible strength and emphasis, and thus be able to show the wares to the very best advantage.

The trimmer should be thoroughly posted on the various ways of arranging the goods in display, know all the standard unit foldings or formations, be familiar with style of display generally affected, and have a fair fund of originality; that is, be able to proceed from the established units and forms to the formation of others, new and novel and equally as good, or better.

## Suitable Backgrounds Essential.

The first thing to be considered in planning a display is the adoption of a suitable background or setting, which is to act as a foil to bring out and emphasize the article displayed in a striking and attention-compelling manner. Background should be of a design and color to harmonize with the merchandise to be set off. They may har-



monize either by blend or by contrast. Harmony by blend is perhaps the most pleasing, but harmony by contrast is always the most striking and by far the most emphatic and most certain of arresting attention. In harmony by blend the tones and general effect of the background and of the merchandise glide into an almost imperceptible union, but in such a manner as to enhance the beauty of the whole and thus attract the attention of the public by the force of the innate love of the beautiful that exists with more or less strength in all. In harmony by contrast there is sufficient dissimilarity to make each part stand out with enhanced strength and still avoid the least suggestion of a clash when properly managed so that the background does not have the effect of overpowering the goods, but adds materially to their strength and to the force of their appeal to public attention. This style of harmony is, probably, the safest and surest of satisfactory results.

#### Special Features.

Besides attention-compelling relationship between background and merchandise, it is also a common practice to resort to what may be designated, for want of a better title, as special features. These are, as a rule, original conceptions, introduced into displays usually for the sole purpose of arresting attention and exciting curiosity. Sometimes they may merely add to the general decorative effect and thus serve a good purpose. The special feature may or may not be related to the subject of the display; that is, it may be some feature suggested by or suggestive of the use or production of the goods displayed, or it may be something foreign or extraneous to the subject and used solely to excite curiosity and to hold the thought of observers while they are endeavoring to figure out what it has to do with the display anyway. The more incomprehensible a feature is the better it is under certain circumstances as a special feature. The trick is frequently resorted to both in trimming and in written advertising.

It is the same way, the trimmer uses some trophy or animal or other features in window display in merchandise merely for the effect of attracting attention and inducing the consideration of prospective customers.

#### Arrangement of Goods.

The style of the stock arrangement has much to do with the effectiveness of the display. A style of arrangement that suits one style of goods will be found entirely inappropriate for certain other classes.

There are two general styles of arrangement of merchandise in display that are generally recognized. They are the open or thin trim, and the compact or stocky trim. The former is as a rule preferred, and should always be followed when displaying high-class goods of marked individuality. The latter style is generally employed when showing the cheaper grades of merchandise when the main object is to emphasize the usual reason for special pricing. High-grade goods should never be shown in large quantities, especially in the beginning or at the height of the season. It is sometimes permissible, however, towards the end of the season. With special purchases, the desire is to forcibly indicate the cause of the low price and the fact that there is quite sufficient in lot to supply the demand likely to be produced by the concession in price. Low grade goods generally show better when shown stockily. Bulk has the tendency to increase the importance that more than likely they lack intrinsically. The glamor of a big imposing display seems to distract the attention from a too close inspection of qualities and individual merit.

#### General Effect.

Another feature that adds much to the effectiveness of display is the symmetry with which the articles that go to make up the whole are arranged. By this is meant the relations of the parts of the display to each other with regard to elevation perspective and mutual influence. Care must be taken not to bring the articles of display into juxtaposition so that they will clash or otherwise interfere with their separate or combined influence on the public. Nor can too bold or striking inequalities in spacing or elevation be tolerated without injury to the display as a whole even if it should not necessarily hurt the individual articles. In other words the general effect which is another important point in the make-up of a successful display—must always be kept in mind a good general effect is probably second only to a good special feature in attracting attention first to the display and then to the merchandise exploited.

Last, but by no means the least of the decorator's part in the make-up of a display, is workmanship. Nothing does more to spoil the effect and discredit an otherwise satisfactory display than a dowdy and slovenly handling of goods. The result increases in proportions to the grade of goods shown, having the effect of cheapening and detracting from the real worth and of course the better the goods are the more they suffer in proportion. In fact neat-

ness, cleverness, and good workmanship may be said to be the sum total of the qualities necessary to successful display decorations.

#### The Value of Show Cases.

The question of show cars and tickets while it goes into another field of work, is an important one to the trimmer, as he must be able to get out good talking points and convincing arguments on the subjects of his trims and besides he must have a knowledge of and good judgment as to the kinds and qualities of cards and tickets that should be used in particular displays. Some displays require merely a simple announcement of the presence of the goods in stock. Others require full description and still others require to be price-ticketed. High-grade goods usually speak for themselves and as a rule require few, if any, cards, and no price tickets. This rule reverses gradually as we go down through the various gradations of value. The foregoing points, rules and directions if properly observed, studied and followed will materially assist and benefit anyone in the execution of all classes of mercantile display decorations. They will make the work easier, more comprehensive, and better understood and the more closely they are followed the more they will tend to increase the returns obtained from display.



#### DEATH OF DANIEL SIMONDS.

Daniel Simonds, of Fitchburg, Mass., president of the Simonds Manufacturing Co., died at his summer home in Larchmount, Long Island, on Sunday-May 4. The deceased, who was 65 years of age, was taken ill last July. Two months ago he was moved to his summer home, where his death occurred. Mr. Simonds was born in Fitchburg, Mass., September 18, 1847. After leaving college, he went to work for his father in West Fitchburg making scythes and edge tools. In 1868 the Simonds Mfg. Co. was incorporated, and the plant moved from West Fitchburg to its present location.

The new firm took over the business organized by Abel Simonds, father of Daniel, and the latter entered the employ of the firm. He held various offices in the company from time to time as the company grew.

In the early eighties Mr. Simonds was made superintendent and vice-president of the company, and in 1888 he succeeded George F. Simonds as president. The deceased is survived by his wife and three sons.

# Retail Stores Need Individuality

**Simmons Bros., of Kingston, Are Attaining This Result By Painting Their Store Yellow, And Using That Color On All Their Business Forms—Delivery Wagon is Painted Yellow—Other Methods of Securing a Personality For the Store.**

There is a hardware firm in Kingston, Ontario, who are endeavoring to give their store an individuality. The firm in question, "Simmons Bros.' Yellow Hardware Store," have recently moved into new quarters and are endeavoring to extend a system which was started in their former store. Their former premises were much smaller than their present store and were located in a large business block, containing several stores and a hotel. All the store fronts and doors in this block were painted the same color, and it was hard to distinguish one place of business from another without making a close examination of the front of each store.

Mr. Simmons noticed that many of his customers had difficulty in finding his store, and he decided to have the store front painted in a color entirely different to any other in the locality. He decided that he would paint his store front yellow, a bright yellow that could easily be distinguished from all the other stores on the street. In places where trimming was necessary a carmine-red was used.

Simmons Bros. soon found out that the innovation was observed by their customers, and they heard many remarks regarding the outstanding appearance of their store front.

They decided to call their store the "Yellow Hardware Store," and proceeded to have all their office forms printed on yellow paper. They now have their bill heads, counter check books, receipts, etc., on yellow paper.

They also had their delivery wagon painted yellow and it is their intention to make yellow the predominant color in the interior of their new location.

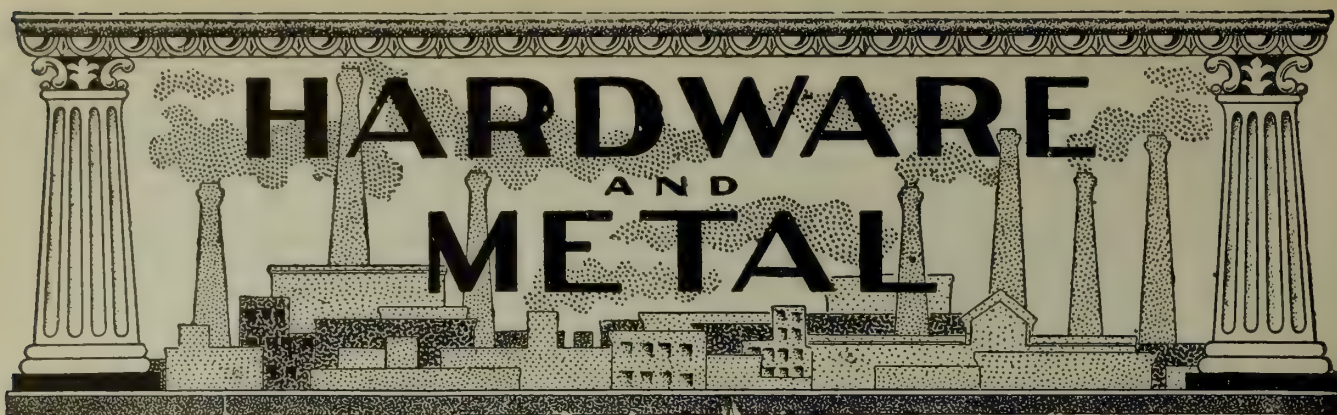
Hardware and Metal recently gave a complete description of a paint store in which blue was used and explained at some length the steps taken by the merchant to give his store a personality. That he succeeded was demonstrated by the fact that he built up a business which he purchased for \$200 to a business with a turnover of over \$100,000 a year in the course of seven years. This store was devoted entirely to the sale of paint and painting materials. The merchant stated that as he walked up and down the streets of his town, he noticed that the stores, many of which were old like his own, lacked anything that resembled personality, and there was nothing about them to attract attention. After painting the store front a deep blue, the merchant looked at the block of stores again and noticed that his store was no longer a mere link in a chain of dead level sameness, but stood out by itself in a beautiful color that could not be mistaken. The merchant then introduced blue in the interior painting of his store, and also had his stationery printed on blue paper.

A large number of firms are adopting distinctive colors, slogans, etc., for their stores. Have you ever noticed the store fronts of the large firms who conduct 5, 10 and 15c stores or other establishments where they have a chain of branch stores in various places? Almost without exception, these firms adopt a distinctive color, bright colors are chosen and used as standards which are readily recognized by the public. The same plan is followed out by many of the large restaurants in Canada and the United States.

What personality is to a man, individuality is to a store. Individuality can be introduced into the store window displays, store arrangement, delivery system, and especially the store advertising. In scanning the advertisements of the large firms in the cities, you will notice that their ads. have individuality and that they can be distinguished from the others by the manner in which they are set up, style of borders, etc. Courteous salesmen, prompt service, knowledge of goods, promptness of deliveries, arrangement of stock, cleanliness of store interior, etc., all are aids in giving a store individuality.

Many of the methods employed by the large and successful firms in large cities could be adopted by merchants in smaller places and used successfully in giving individuality to their store which will keep their place of business constantly in the minds of the buying public.





Vol. XXV. No. 21

Toronto, Canada, May 24, 1913

Two Dollars per Year

### HARNESSING HOBBIES.

IT'S AN OLD injunction to merchants and salesmen—"Know thy goods." The meaning generally taken from this is that the man who aspires to the retailing of goods must be intimately informed respecting the goods. The idea can be carried a little deeper, however. The merchant should not only know a great deal about the goods he has in stock, but he should also make a study of the market from which he draws his supplies and should acquire an understanding of kindred lines. He then becomes a thoroughly efficient buyer and puts himself in a position to cater most intelligently to the wants of his customers. Some merchants almost make hobbies of the lines on which they specialize, studying them exhaustively and even doing a certain amount of experimenting. Here is a case in point. A certain prosperous hardwareman spends his leisure hours amid pleasant rural surroundings, where he cultivates a beautiful garden and experiments with any novelty in the way of tools, implements, accessories, insecticides, and fertilizers that may be brought to his notice. The traveller who tries to sell this merchant something new in the horticultural line needs to have all his wits about him, as the retailer always insists upon having a sample to try before ordering for stock. If the novelty stands the test and he feels he can conscientiously recommend it, he gives an order and then pushes it vigorously. Thus it comes about that he has the best and most representative collection of appliances and preparations for the garden of any store in his district. He will talk gardening with anybody who is interested in the subject.

When hobbies can be harnessed to business, the results are always thoroughly gratifying. The interest taken in gardening tools in the case cited can be brought to bear, in a lesser degree perhaps, on all lines handled in the store.

More enlightened buying is one of the essential needs of retailing to-day.

### LOCAL ORGANIZATION.

ORGANIZATION within the trade is a source of great strength. When men following a similar calling and with interests which are identical, work in complete amity and with an appreciation of mutual interests, the results are beneficial all around. When dissensions are allowed to creep in, the only result can be losses for all and the creation of detrimental conditions.

The kind of organization which is most needed is that which consists of members of a trade in some one locality. A provincial body made up of members from all parts is needful and powerful, but it is through the medium of local organizations that the everyday problems of the

trade can be solved and the everyday evils eliminated. It is through lack of understanding between actual competitors that most of the evils arise.

At the convention of the Ontario Retail Hardware and Stove Dealers' Association in February, one of the strongest points made was the need for local bodies or, where such were impossible, the fostering of a spirit of co-operation among competing hardwaremen. It was laid upon each delegate at the convention as a personal duty that he should do the best he could toward this end in his own district during the coming year.

Is this pledge being carried out? Are the members industriously engaged in the work which would surely and inevitably result in the improvement of trade conditions? The answer, so far as many of the members are concerned, is in the affirmative. To those who have not yet undertaken their share of the work, this injunction is addressed.

### THE HOLIDAY QUESTION.

MERCHANTS will soon be facing the holiday problem again. It is well to deal with it early so that confusion later can be reduced to a minimum. A schedule should be drawn up, setting the date when each member of the staff, entitled to a holiday, is to secure same. It is then possible to so plan the work that the absence of any member on his holidays will interfere to the smallest extent with store routine.

In arranging the schedule, don't forget to put down a couple of weeks at least for that hard worked and frequently overlooked individual, the proprietor. Some merchants will work year in and year out without a holiday, chained to the premises by the belief that the business could not get along without them. This obsession is more or less common among members of the retail trades. But let a slave to the no-holiday rule break away once and he soon finds that the store can generally manage to get along without him for a few weeks; and, further, that the renewed vigor and enthusiasm which he brought back to the business after his holiday more than made up for any backwardness which had developed in his absence. Think it over.

### GETTING AT THE NET PROFIT.

Simmered down to rock bottom, the most important duty of the dealer is to keep in touch with his net yearly profit.

To do this he must know his yearly expenses and yearly volume of business. He must know on the one hand his



cost of rent, light, fuel, salaries of employes, horses, wagons and upkeep of same, insurance, advertising and sundry expenses, and on the other the gross amount of business done, gross percentage of profits and gross profits. By deducting total expenses from gross profits, the all important figure looms up.

The aim of every dealer is to have the net profits as large as possible. To do this, the greatest possible business must be done at the least expense. How can this result be brought about unless he knows his exact expenses, his cost, his exact sales and the value of the goods in stock at the beginning and end of the year? This is the information every dealer should be assured of at the end of every fiscal year of the business. To get this requires but four things—an expense book, a cost book, a sales book (or their equivalents) and an inventory.

If expenses are known; if invoice cost is known; if total sales are known, and if the quantity of goods in stock at beginning and end of the year are known, how easy it is to know the net profit. Every dealer's business instinct demands this knowledge and those who haven't got it are running counter to what their business instinct calls for.



#### POINTED EDITORIALS.

Know your stock and save time.

\* \* \*

There are spare moments—use them to study the stock.

\* \* \*

Sell seeds and raise profits, is good advice for the hardware dealer.

\* \* \*

Money may be tight but business is brisk. The one condition cannot cause serious trouble as long as the other obtains.

\* \* \*

Here's a good recipe for salesmanship: Equal parts of tact and aggressiveness, a little argument, and a dash of ginger. Mix well together and serve hot.

\* \* \*

Encourage the clerk to read the trade paper. The knowledge he gains and the interest it will evoke, will be profitable both to him as an employee and you as the employer.

\* \* \*

When all advertising has been elevated to the standard where all statements can be accepted as absolute facts, the results from advertising will be multiplied several times over.

\* \* \*

Too many mistake volubility for good salesmanship. Between talkativeness and taciturnity there is a happy medium, to attain which is to reach a stage where greatest success is assured.

\* \* \*

The crops have so far managed to escape the frosts and it looks as though the danger had passed. This is good news as a bountiful crop will be the most potent factor in the easing of the financial stringency.

\* \* \*

Immediately producing an article when it is asked for leaves a good impression on the customer.

Knowing the stock does not simply mean ability to produce a certain article without hunting for it, but the good salesman will know all the important points about that article.

## Buying in the Home Town

IF the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes, as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

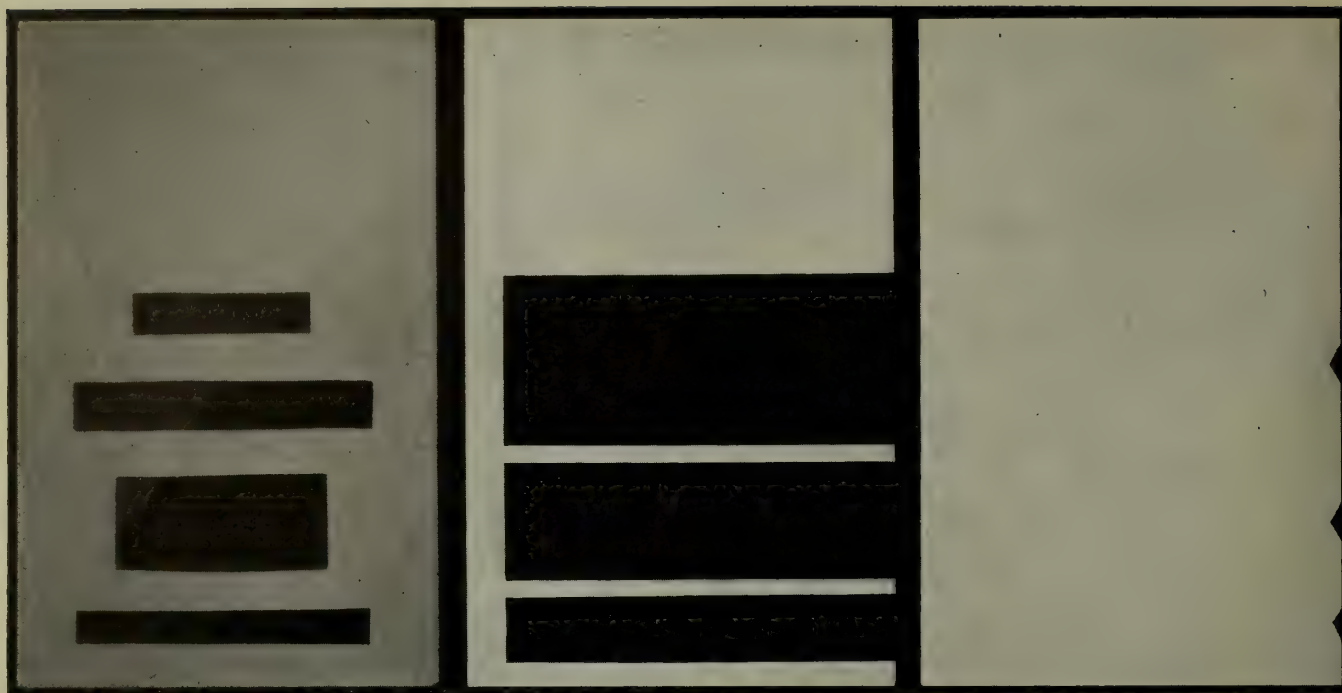
There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or a hoe, what a panic there would be if there were no retail stores to go to! The retail merchant is, unquestionably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

The business activity of a town or village is the best evidence of its importance. Prosperous business means a prosperous place, surrounded by prosperous farmers, and establishes a standard of values that give a conscious feeling of importance and satisfaction to every surrounding. In such a place the retired farmer, or citizen of whatever class, would prefer "to husband out life's taper at the close, and keep the flame from wasting by repose," instead of leaving, as they do, a wretched looking town or village for the turmoil of a large city.

The town or village where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes; keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick; helps the needy or looks after the poor? Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.





**Design No. 1** is the grey front-piece of the "Slide Card" cut out ready for the lettering. It can be made with any style openings to suit the requirements or the taste of the designer. Any shade of front can be used.

**Design No. 2** shows the centre or divider section of the "Slide Card." The black parts represent the spaces which allow the slides to be inserted. If this section is made of 10-ply board use 8-ply for the slide to allow freedom of removal.

**Design No. 3.**—The white back piece of the "Slide Card" which when assembled with the two former sections makes a quickly changed card sign. The notches at the right side allow the easy removal of the slides.

## A Solution of the Price Card Problem

*Providing new price and showcards for each change of window trim is a distracting proposition to the average hardwareman. Unless the staff includes an experienced cardwriter, it is doubly difficult to get cards which will be suitable and attractive. In any case, the preparation of entirely new cards consumes much valuable time and proves expensive. The suggestion outlined in the accompanying article is a promising solution of the problem.—Editor.*

The greatly increasing popularity of ticketing of goods has brought the trade to a point where some method is necessary other than the making of new cards each time a price changes.

### An Attractive Card.

The idea involved in this card suggestion is one of attractiveness, usefulness, ever readiness—a change of price when the price changes, not a day or half a day or even an hour late. It greatly reduces the cost of cardwriting and gives the merchant an attractive sign which is useful at any season of the year.

When a display of a certain line is made this attractive and well lettered sign is placed in the midst of the display, making it a central figure which could not be overlooked. The card reads, as shown on the accompanying illustration: "Tin milk pails, 65c; regular price, 85c." In a few days a new display is put in, and the same card can be used by taking the slides out and replacing them with others newly let-

tered, giving the price of the new line on display.

### As a Permanent Sign.

It can bear the name of the store, and form an important part of the daily store or window display, telling its little tale of new goods, or quoting its attractive prices, drawing people's attention to the daily specials, and bringing them from the street to share in the good things.

### Made of a Dark Color.

Being more or less permanent in nature, the "slide card" should be made of dark grey, brown or black card board, so that continued use will not soil the front and make it an eyesore, for this is one thing that should always be shunned in the retail business. Nothing attracts the best trade to a store like neatness and cleanliness. Finger marks and fly specks on price tickets tell a tale that does not speak well of the dealer or his wares.

### The Slide Changed When Soiled.

With the daily use of the slides, they in the course of time, being white, will of necessity need to be changed for fresh, clean ones, but as they are small the cost will be very little in comparison to the cost of cards that would be necessary if you did not use this combination set.

Any card writer who follows the directions contained herein will be able to make this card easily and even elaborate on it so that very handsome signs are the outcome. The writer has made some elaborate changeable card signs along this order which have attracted considerable attention.

### How the "Slide Card" is Made.

In the first place, decide on the style of card wanted. The tall panel card (14 in. x 22 in.) is the best shape adapted to the "slide card," as the slides are shorter, but hundreds of shapes and styles can be worked out nicely—the card-writer's own ability being his limit.



**Design No. 4** shows the slide card front with the three slides in their proper position. Notice that the first or top slide is devoted to the two top lines of letters. This is not necessary, but in most cases is desirable.

**Design No. 5**—The three slides fully lettered are here shown. They should be a trifle narrower than the black spaces shown in Design No. 2 so that they will work more freely.

**Design No. 6**—Shows the completed "Slide Card" fully lettered and with the slides inserted. Note.—The change of any one of the slides may be easily executed without the necessity of making in a new sign.  
(See description below.)

Layout the dark card somewhat as shown above in design No 1., leaving space between the lines of letters so that there will be enough centre piece (shown in No. 2) to allow the slides to be easily inserted without the edges showing in the open spaces.

Mark out the lettering spaces neatly and cut the openings as illustrated in design No 1 above with a sharp pointed knife. If facilities are available, the card-writer may bevel the edges of the openings and gild them or leave them white as desired. The straight cut edges are always preferable unless an expert matt cutter is handy who can do the bevelling right.

#### A Plain White Back.

When the front has been cut, lay it on a similar sized white card about eight or ten ply—the thicker the better, and mark out the spaces by running a pencil line around the inside of the openings. This will serve as a guide in applying the centre or divider section. (Shown in design No. 2.)

#### Centre or Divider Section.

Repeat the above operation in laying out the centre section. Then mark spaces between the sections with parallel lines at right angles with the side of the card leaving about  $\frac{1}{8}$ -inch or a little more space between the spaces

and the mark of the openings. Also mark lines joining these spaces on the left hand side of the card about  $\frac{1}{4}$ -inch nearer the edge of the card than the opening marks. Cut out the rectangular pieces which contain the opening marks, leaving only the pieces of card board above and below the lettering and the narrow dividing spaces. See illustration No 2.

#### WAS WORKED SUCCESSFULLY.

*This idea was successfully worked out in one of our Ontario cities some time ago, but it is the first time it has been given to the trade. Hardware and Metal sees a new era in the "slide card," for the aggressive hardwareman, and appreciates the generosity of Osborne E. Edwards in explaining his new model card in detail and giving it to the trade.*

*Any person desiring further information re the "Slide Card" will be given it cheerfully by writing to O. E. Edwards, c/o Hardware and Metal.*

#### The Slide for the Card.

Take the pieces that came out of the centre section and trim off about  $\frac{1}{8}$ -inch from one side just enough to allow them to be inserted easily as slides. These may be made in any quantity, but always absolutely true so that they will work readily and can be inserted without the necessity of trimming.

#### To Assemble the Parts.

The first thing to do in assembling the parts is to lay the centre section on the back of the cut out "V" notches on the right hand side of the back in the centre of the spaces behind where the slides will come (See design No. 3.). These are for the purpose of catching the slides with the point of a knife to draw cut. The next operation is to glue both sides of the centre section with a strong fish glue, and lay it on the back, inserting the slides temporarily to make sure that the spaces are divided evenly. Then lay on the front and put under pressure.

#### A Necessary Precaution.

Great care must be taken not to get too much glue on the centre section, for if you do it is liable to get in the slide section and cause trouble. Do not leave the slides inserted all the way, just insert them a little so that the opening will not be pressed down enough to

(Continue on page 45.)



# An Advertising Suggestion:

Proposed Lay-out  
for Summer Goods  
Advertisement



## PREVENT DISEASE

From entering your home through the open door or window

Flies are disease spreaders. It is therefore necessary to take every precaution to safeguard human life from the pest. Keep them on the outside; the danger lies in allowing them to invade the homes. The cost of equipping your home with fly barriers is very small compared with a few doctor bills. Our complete stock will help you in the campaign of disease prevention.

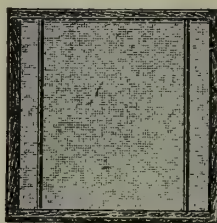


### Screen Doors

Made of thoroughly seasoned wood, well constructed and wired with high grade wire. We have six designs to choose from, every door is sent out complete with spring hinges, pull, hook and eye. We have doors at the following prices:

\$1.00, 1.25, 1.50, 1.75, 2.00, \$2.25.

Be sure and bring measurements of your doors.



### Window Screens

Adjustable screens, fitted with high quality wire, good substantial frames, made of wood that is well seasoned. We have them in various widths and

heights at prices ranging from

15c to 65c ea.

Be sure and measure width of windows.



### Screen Door Trimmings

Spring Hinges 15c, 25c, 35c pr.

Screen Door Springs

10c, 15c, 25c ea.

Screen Door Checks

15c, 25c, 75c ea.

Screen Door Pulls

5c, 10c, 15c ea.

Screen Door Braces

15c ea.

Hooks and Eyes, 3 in.

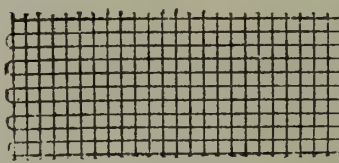
5c ea.

Barrel Bolts

10c, 15c. ea.

Screen Door Locks

35c ea.



### Screen Wire

for re-wiring doors or windows, we carry it in stock from 18 in.

to 40 in. in width, painted black or green, at prices ranging from 15c to 40c yard.

### Rustless Bronze Screen

Made of bronze wire that will not rust, carried in stock in 24 in., 30 in., 36 in. width at 10c per square foot.

## Life Prolonged

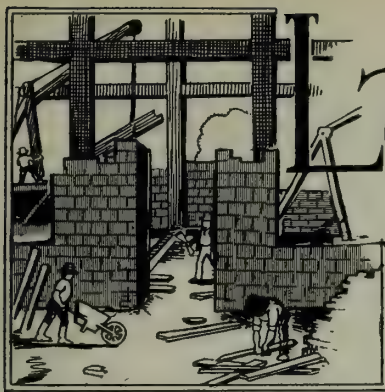
You can prolong the life of your screen doors and windows by coating them every year with our Preservo screen door and window enamel. Prevents the wire from rusting and improves its appearance. Put up in cans at 15c, 25c, 35c.

# Smith & Company, Hardware

220 Main Street



Phone 100



# Landing The Big Contract

The Story of How Wandle & Hanley Secured the Contract for Builders' Hardware in a New Hospital—Incidentally Showing How the Application of a Wise Principle Served to Swing the Contract.

*There's a moral in every story—if you care to search for it. In the series of stories now appearing in Hardware and Metal, the object is to point a practical moral, something which will be found valuable when applied to business. The moral in the present one is not hard to find. It pays to push quality goods, particularly in the matter of builders' hardware, where unfortunately the tendency is too often to go to the other extreme.—Editor.*

"Say it! Get it out of your system!" exclaimed Ed. Hanley, belligerently, as he stamped into the office and banged his hat up on its peg. "I know you're fairly boiling over because I am coming in at 11.15. Of course, I'm a drag on the business, and, of course, if it wasn't for you the place would have been closed up long ago. Anything else you care to add before I get to work?"

His partner, Sam Wandle, who had been ostentatiously holding his watch in his hand as Hanley came in, snapped it back in his pocket and swung around savagely.

"Yes!" he declared, "I won't tell you that you're a drunk, a loafer and a gambler, because I don't believe in calling a partner names; but that's what you are just the same. William Jennings Bryan talking about the trusts would be mild and forgiving compared to what I'd be if I ever got started on your shortcomings."

"I'm not a smug faced hypocrite myself, so my faults show up," said Hanley, leaning his heavy head on an arm which wobbled unsteadily. "You put on such a sanctimonious face that no one ever suspects you of doing anything worse than reading the sporting news on a Sunday morning, but one of these days I'm going to do a little gumshoeing around the records of your past and I'll bet I dig up something on you. You don't play poker but —"

"What time did you break up last night?" demanded Wandle brusquely.

"We began," replied Hanley, putting his head over the other hand, "at 8.15 at which time Edward J. Hanley, Esq., had the sum of \$37.15 in his possession. For some inexplicable reason we kept on playing until six twenty-five a.m., at which hour Edward J. Hanley hadn't a cent.

otherwise a centime, a mark, or a stiver, in his jeans. But," he added, with a return of animation, "I lost that money in the interests of Wandle and Hanley. I was waiting around to see the members of the board about the contract for the hardware in the new General Hospital, when I ran into that gang of travellers."

"Talking about that hospital," snapped Wandle, suddenly aroused to a pitch of fury, "reminds me to inform you that Cyrus R. Hamilton, the architect, arrived in town on the 8.19 this morning. Cyrus R. Hamilton has full power to let that contract, and when he arrives in town, of course you are sleeping off the effects of an all night debauch while I'm tied down in the store. I heard about his arrival, but as Roberts is off to-day, I couldn't get out. I couldn't leave Jinx Johnston alone in the store. It would be better to close the place than leave Jinx in charge. You selected him as a promising salesman, of course, but that's neither here nor there. The point is," concluded Wandle, banging the desk with his fist, "that at 8.26, Cyrus R. Hamilton drove past here with that plausible talking machine, John Jarvis. Mark my words, Jarvis & Co. will get the hospital contract alright."

"It won't be closed up at once," said Hanley, hope and penitence striving for mastery in his tone. "I'll get out and see Hamilton right away."

"Not much," said Sam Wandle, with emphasis. "I've kind of lost confidence in you Ed. Hanley. Besides a breath like a full blast from a glue factory isn't exactly helpful in landing contracts. I'm going to get out after this myself."

Hanley gave a scornful snort. "Good-bye, hospital contract, then," he said.

"You know you're not a salesman, Sam. Why you couldn't sell liquid refreshment to a bunch of race track touts stalled over Sunday in a dry town."

"I'm going to handle this just the same," retorted his partner.

"I thought you had an appointment to meet our banker at noon, to-day," queried Hanley, anxiously. "You know, Sam, we've got to get an extension of credit from him or we'll never keep our heads above water. If you chase out after this architect, I'll go over and fix things at the bank."

It was Sam Wandle's time to indulge in a scornful snort. "Keep out of that," he warned. "We'll be turned down sure, if you get into it. You couldn't negotiate a loan for the building of an eavetrough. No, sir, you stay right here until I come back. Just keep an eye on your brilliant selection and protegee, Jinx Johnston, and that'll be plenty for you."

Wandle jammed his straw hat on the top of his round and almost completely bald head, and hurried out of the store. Hanley went to the tap and helped himself to a cold drink and was just preparing to settle back comfortably in his swivel chair in the office when James L. Simonds, one of the best known travellers in that section, came in.

"Hello, Ed," hailed the commercial man cheerily. "You look seedy."

"If I only look seedy," said Hanley, with a politeness which was plainly prefunctory, "I'm looking a blame sight better than I feel."

"Out late, eh," said Simonds, "I imagined something of the kind when I came in this morning and found only Sam in the store. He was feeling amiable enough to bite chunks out of the desk. Wouldn't look at my stuff."



"What you got?" asked Hanley, indifferently. "I won't buy anything, though. Might as well tell you at the start."

"Quite an odd assortment of sure-fire sellers," said Simonds. "I have some new nickel-plated tea kettles with patent strainers, a new kind of mop—I'll explain it later—some horse blankets that —"

"What's the use," interrupted Hanley. "If you were selling blankets for elephants at 10 cents, I couldn't buy enough to provide leggings for a hummingbird. When a man bucks full against fours and straights against flushes from 8 p.m. until 6 a.m., he's not in a buying mood next morning."

"You need something to brace you up," said Simonds, quickly changing his tack. "Come on out with me and I'll get you something which will make you feel tip-top. Then you'll have dinner with me, and perhaps afterwards you'll look at some of my samples."

Hanley looked down to the front of the store where Jinx Johnston, leaning indolently against the doorpost, was gazing up the street with great fixity. Jinx was not a figure to inspire confidence.

"I shouldn't leave the store with one clerk," he said. "If it were anyone but Jinx, I wouldn't go but seeing it's Jinx, I'll leave him in charge just to spite Wandle."

He took his hat and followed Simonds out to the street. The latter led the way to the American House, one of the smaller hotels. "This Sunday School Convention in town has crowded up the hotels," he explained. "Couldn't get in at the Commercial or the Grand. As it was I had to share my room at the American with another man who came in on the same train."

As they were passing the Commercial they nearly collided with Sam Wandle, who came charging out of the front entrance in an aggressive hurry. He brought up suddenly, however, when he caught sight of his partner.

"I can't locate our man anywhere," he said. He got away from Jarvis early and hasn't been seen since. Every hardwareman in town is camping on his trail. Guess that's why he has made himself so scarce. He's going out on the 4.05. Pretty state of affairs, ain't it? Say, what in thunder, Hanley, are you doing here?"

Hanley merely waved his hand in his partner's face, which was red with exertion and indignation and walked off. After a visit to a drug store, where an obliging clerk mixed up something which lifted the fifty pounds weight from his head, Hanley felt much better and enjoyed a good dinner at the American. By the time he had a cigar between his

teeth, he volunteered to go and look at the goods which Simonds had in the sample room. The latter most readily acquiesced and was leading the way when a tall man with red side whiskers and an unmistakably professional air emerged from the dining-room and walked towards the stairs. He exchanged nods with Simonds.

"The man I'm rooming with," said the latter. "Chap named Hamilton—Cyrus R. Hamilton, an architect, I think. A queer old lad, but he looks pretty keen."

"Take me up to your room," said Hanley, excitedly. "That man has the say-so about the hardware which goes into the new hospital. I want to get to him right away."

"Is he the man Sam is hunting all over town for?" asked Simonds. "This is quite a coincidence then. I'll take you up and introduce you. I suppose if you get that contract, you'll have plenty to spend on the particular line of specialties that one James L. Simonds is selling."

"Don't know about that," said Hanley, guardedly. "We won't make much on this contract—if we get it, emphasizing the 'if.' We'll have to cut the price to the bone to land this."

Simonds took the other by the arm and hauled him over to a quiet corner where he shoved him into a chair and sat down in front of him.

"Ed. you are going at this thing on the wrong basis," he said, wagging a portentous forefinger. "If you go in and try to shave this job down to the closest figure possible, you'll be doing just what every other hardwareman in the city is doing. And the chances are that some of the others will shave a little closer than you. From what I hear, this hospital is being built on a splendid scale and they want everything right. Unless I have friend Hamilton sized up wrong, he is more likely to be interested in a quality talk than an economy price. See here, you convince him that the builders hardware you carry is the best line made and you'll get the contract at a price with a good margin in it."

After an argument, in the course of which Simonds masterfully punctured all the arguments that the other brought up, Hanley was taken up and introduced to the architect. The latter gave him fifteen minutes in which to present his case and Hanley, who was a good talker when he got started, talked the advantages of a good builders' hardware with an eloquence which amazed James L. Simonds and quite convinced the architect.

"I am sure that we would make a mistake in not putting in the best," said the latter. "We want this build-

ing to be complete from cellar to roof and the board are prepared to pay for the best of everything. Some of them have been talking about cutting down on the hardware bill, largely I believe because your competitors have been canvassing them and talking cut prices."

Hanley then took up and expounded the merits of the line he carried. He proposed a trip to the public library where this line had been used and the architect finally agreed. Half an hour's inspection resulted in satisfying Hamilton that he had found what he wanted to finish the new building.

"I like your line better than any I've seen," he told Hanley when they had returned to his room. "Just give me a price for the building and we may be able to come to terms."

Hanley had been carrying an estimate for the job about with him for the last few days. The figures had been worked out on the assumption that a cut price would be the main factor in swinging the contract. It would not cover the cost of putting in the best of hardware throughout the building unless Wandle and Hanley stood prepared to pocket a steep loss; which in their state of finances, was impossible. Using this figure as a basis, Hanley started to work up a rough estimate. Several times he felt an attack of "frigidis pedalis" and was inclined to go back to price cutting tactics, but better counsels finally prevailed and he named a price fully \$200 above the amount originally intended.

"It would be necessary to go into the figures carefully," he said, "but I think I could give you a definite tender for something around that amount. At that figure it would be a quality job throughout."

"That's what we want," said Hamilton. "I have one figure here which is \$250 less than yours, but just between you and me, Hanley, I know that the stuff put in could not at all be the best quality at that price. I think I can definitely promise that you will get the job."

A quarter of an hour later, Hanley burst into the store and slapped his partner heartily on the back. "I've got it, Sam!" he shouted, "I've got the contract!"

"Good work," said Wandle, pumping his partner's hand up and down enthusiastically. "That is a fine piece of salesmanship, Ed., and you must tell me all about it. I have some good news too. I've fixed up that extension business at the bank."

James L. Simonds called back at the store later in the afternoon.

"Ready to talk business, now?" he asked.



"Guess we can buy something, Jim," said Sam Wandle, radiating good humor. "With a partner like mine, who is a salesman from away back, we can sell anything here."

"Salesmanship is an essential part of the retail business, Jim," said Hanley, sententiously, "but its not everything. You've got to have someone to finance a business properly, or all the sales in the world won't keep you out of the sheriff's hands. Now, Sam, here is a wizard at finance. I tell you, John D. hasn't anything on Sam."



The following items are taken from the issue of Hardware and Metal of May 27, 1893:—

"Recent events in the United States indicate that trusts have their limits."

Editor's Note.—We fear that this was a snap verdict. Events ever since have demonstrated that trusts have no limits.

\* \* \*

"The present condition of the gas stove trade is not altogether satisfactory, owing to the uncertainty which exists as to who should sell them."

Editor's Note.—This uncertainty has long since been wiped out. The great bulk of gas stoves to-day are sold through the hardware and stove dealers, although the gas companies in some localities still make an effort to control sales. This unfair form of opposition is still altogether too prevalent, although conditions have vastly improved of late years.

\* \* \*

"There has been little or nothing doing on spot pig iron. Sales of odd cars are reported outside of Summerlee at equal to \$20.75, Toronto and Carron at equal to \$20.50."

\* \* \*

"There was a quarterly meeting of the cut nail branch of the iron trade in Montreal on Monday last for the discussion of regular business. The representatives present were: Messrs. D. McIntyre (Ontario Rolling Mills Co.), J. Graham (Graham Nail Works), G. Mecagy (Pillow Hersey & Co.), W. Abbott (Abbott & Co.), Jos. Peek (Peek, Benny Co.), and W. McMaster (Montreal Rolling Mills Co.)

## Catalogues and Booklets

### Cased Green Glassware.

The Pittsburgh Lamp, Brass and Glass Co., Pittsburgh, Pa., have issued two catalogues showing their lines of cased green glassware and the Delica white glassware. The catalogues are well gotten up, many of the illustrations being shown in colors and illustrating a large assortment of shades, balls, semi-indirect bowls, etc., for gas and electric lighting. Copies of the catalogue will be mailed on request. The Canadian branch of the company is at 113 Wortley Road, London, Ont.

### Window Transparents.

Soclean, Ltd., 444 King Street W., Toronto, Ont., have issued some very attractive window transparents for the use of merchants who handle their products. The transparent represents a can of Soclean sweeping compound. The transparents are adhesive on both sides, and can be put on a window inside or outside.

### Cummer-Dowswell Lines.

Cummer-Dowswell, Ltd., Hamilton, Ont., have issued their new catalogue No. 9. The new catalogue is handsomely gotten up and consists of 184 pages in which are illustrated and described their lines of home laundry apparatus including power and hand washing machines, power clothes wringers, hand clothes wringers, mangles, folding lawn dryers, folding wash benches, etc., and barrel churns. Colored illustrations are used on a high quality paper. The catalogue also shows repair parts for the various styles of machines. A telegraphic cypher code is also given. Copies of the new catalogue will be mailed on request.



### COMPANIES INCORPORATED.

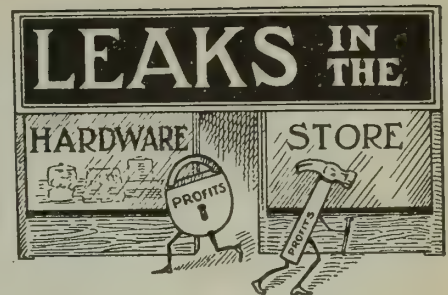
Orleans Cement Manufacturing Co., capital, \$50,000. Head office, parish of St. Jean, Ile d'Orleans, Que.

Mississaga Pulp and Paper Co., with a capital stock of \$2,500,000. Chief place of business, Toronto, Canada.

Richard Sheet Metal Specialties, Ltd., capital stock, \$50,000. Head office, Montreal, Que.

Dominion Glass Co., Ltd., capital stock, \$8,000,000. Chief place of business, Montreal, Que.

Excelsior Rubber and Supply Co., Ltd., Winnipeg, Man.; capital stock, \$5,000.



A hardware merchant recently received a large shipment of carriage bolts. He checked them up and found the quantity and the discount on the various sizes correct, and put them into stock. A short time later he was visited by a hardware merchant from another town, and during the course of conversation the latter asked him if he made it a point to check up all list prices on bolts, screws, etc. The first merchant stated that he did not make a practice of doing this, and that he took it for granted that the lists were correct. After the departure of his friend he started to look through some back invoices, and he discovered three instances where the list prices were too high. He immediately made a claim and received credit notes from the firms who had made the errors. This little instance goes to show that list prices should always be checked up, as price clerks are liable unintentionally to make an error in inserting the list prices. It often occurs that a list price lower than the correct list is inserted. In a case of this kind the firm should also be notified in order that they may correct the errors.



### A SOLUTION OF THE PRICE CARD PROBLEM.

(Continued from page 41.)

prevent free insertion of the slides. (See Design No. 4.) Let the card dry thoroughly, then trim the edges neatly with a straight-edge and sharp knife.

After the card is thoroughly dry letter the front with whatever wording you desire and mark out the lettering space on as many slides as you think necessary. These may be lettered for nearly a whole season ahead and kept in a closed box ready for instant use.

### Not Hard to Make.

Upon first reading over these directions one may think that the "slide card" is hard to make, but you should have little or no difficulty at all. Study out the various illustrations above, and when you get the idea you can carry it out very easily. It's worth a try anyway.





THE

# JUNIOR CLERK'S

P · A · G · E

## MAKING GUN BARRELS.

The following item taken from a newspaper man's note book regarding what he saw in a modern gun factory should prove interesting to hardware clerks:

"Perhaps one of the most interesting departments of the factory to an outsider is that devoted to the boring and rifling of gun barrels. How do they bore the hole so straight through a long rod? Is the question that many a sportsman no doubt has asked himself. Here one may find the answer. In the first place a special boring tool is used. The tool, which is the exact size of the hole desired, has a cutting edge on its tip. It is mounted on a long, hollow rod, and the tool itself is hollow, so that oil can be forced through it and applied to the point where the cutting is taking place.

"The bar of steel that is to be bored is mounted in a lathe and revolved rapidly, while the tool stands still. About 40 minutes are required to bore a barrel and somehow the hole is straight. It seems wonderful that it does not deviate from the centre. The barrels are not always straight, however. In another room a couple of men were seen straightening barrels. Holding each barrel to the light the workman peers through it and his trained eye instantly detects any bend. The barrel lies between powerful jaws and a hand wheel applies pressure here and there, where a touch is needed. These men are very expert and they correct these defects very swiftly.

"The spiral grooves inside the barrel called the rifling, are the work of a machine that resembles the boring machine. A long rod with a sharp cutter near its end passes through the barrel, which revolves at just the right speed to insure the desired number of turns of the spiral in the barrel's length. The workman applies a gauge to ascertain when the cutting has reached the correct depth. Gauges are used everywhere and

the product is constantly undergoing inspection. There are 245 inspection points and 517 gauges. A trigger is measured 31 times before it reaches the assembling department and other parts are as closely watched.

"The finished guns are subjected to many tests. First there is a trial of strength. A double charge is inserted and the gun pointed into a bank of sand. The charge is fired and, if the barrel is uninjured, its strength is assured. Then follow tests for action and speed and, if the gun be an auto-loader, the swift rattle of its discharges is surprising.

"Then come target tests, in which expert marksmen are employed. Rifle after rifle is laid in a rest and fired at a target upon the hillside and the results are noted through a telescope. Shotguns are discharged at paper targets in the shooting gallery. The shot holes are counted and, if less than 75 per cent. of the shot are found within a 30-inch circle, the gun is considered imperfect.

"We pass through room after room filled with a forest of flying belts. We walk through long aisles flanked by machines; it seems like a journey of miles until we come to the last stage, where the goods are packed ready for shipment to all parts of the world."

## SEND IN NAME.

Will the hardware clerk who sent in question from Calgary kindly send name and address and we will take the matter up by mail.

## SYSTEMIZE.

Merchants sometimes do remind us That it's well to systemize Lest departing leave behind us, Creditors sadder, but more wise.

## WHICH ARE YOU?

All humanity, says one writer, is divided into two classes, viz: Progressives and Standpatters. The standpatters have one eye shut; the Progressives have both eyes open. Which side do you belong to?

## SIX MISTAKES.

To look for perfection in our own actions.

Not to make allowances for the weakness of others.

To try and measure the enjoyment of others by our own.

To live as if the moment, the time, the day were unimportant.

To consider anything impossible that we cannot ourselves perform.

To attempt to set up our own standard of right and wrong and expect everybody to conform to it.

## REMARKS OF THE JUNIOR CLERK.

"Letting well enough alone" is standing still.

A hair on the head is worth two on the brush.

Some people count their chickens before the eggs are laid.

Some men do most of their worrying over the success of other men.

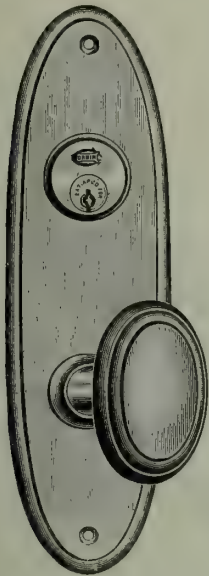
Business always comes quickest to the man who goes farthest to meet it.

Every time a man gets his monthly gas bill, he's glad he doesn't have to buy the stuff by the ton.

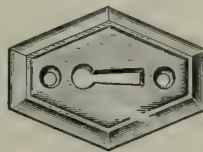
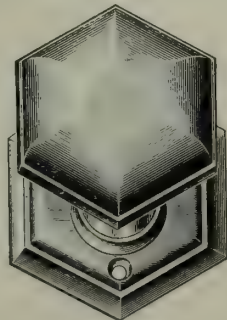
# New Hardware Goods

## NEW CORBIN DESIGN.

P. & F. Corbin division, the American Hardware Corporation, New Britain, Conn., are offering the trade two new designs in builders' hardware, here illustrated. The Pasadena design is made in wrought bronze in the Colonial



School, and is especially adapted for bungalows and more modest homes. The new design has the appearance of cast goods. The Brighton design is also made in the Colonial School, and of cast bronze material. The surfaces are flat, with bevel rounded on the edges. It is furnished in any of the regular Corbin finishes. The proportions and sizes are correct for practical use and fine effect. This design is especially

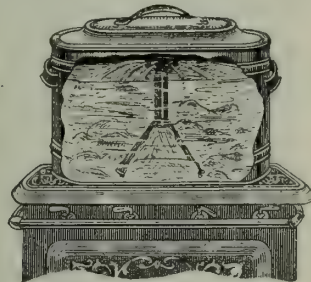


adapted for finer buildings. The Corbin Co. have issued some very attractive circulars illustrating and describing the new lines.

## ECONOMY WASHER.

The "Economy Washer" here illustrated is being offered to the trade by Metal Specialties Mfg. Co., 528 St.

Catharine Street West, Montreal, P.Q. This washer is for use in the home, and consists of a sheet metal cone or base, with a fountain or head with seven openings, for use in the wash boiler, together with a handle which can be attached to the base in place of the head, converting the washer into plunger for washing clothes, which cannot be boiled. For washing clothes, which can be boiled, the washer is placed in the boiler in the centre before the clothes are put in. When brought to a boil the water starts flowing from the fountain or head, and is distributed over the top of the clothes in seven solid streams at the rate, it is claimed, of several gallons per minute; then passes back to the bottom again through the clothes in

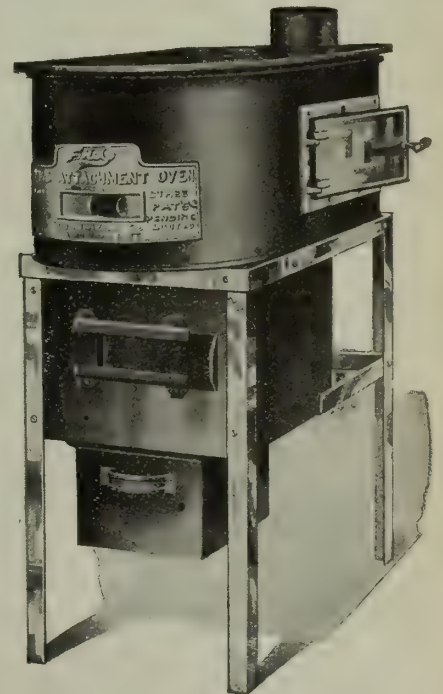


a steady current, carrying the dirt with it. It is claimed that ten or fifteen minutes' boiling after the water is flowing steadily is enough to wash even the most soiled article. The Economy Washer is made in two styles—solid sheet copper throughout, also a somewhat cheaper style made of sheet zinc with cast zinc head, but in all other respects similar to the copper.

## FIKE CO. STOVE ATTACHMENT OVEN.

The Fike Co. stove attachment oven, manufactured exclusively by the Fuel Economizer Co., Hamilton, Ont., is a combination steel and cast iron miniature cooking stove, 12 inches wide, 8 inches high and 23 inches long, with oven, 11 inches x 10½ inches x 4 inches.

It has two tinned coil wire handles, so that it may be easily lifted off or on the stove; can be placed on an ordinary stove or range, with removable top lids when you do not wish to make a fire in your large range. The top is large enough to hold several vessels, so that ironing and cooking may be done at one time. The oven is double lined, so as to retain heat, and it is claimed that 1c worth of fuel has been sufficient to cook a meal and bake biscuits. The stove attachment oven is particularly adapted for camping and summer cooking. The company also make a tripod base with flue, on which this can be used in place of a stove. The following claims are made for the Fike Co. stove attachment: It will keep water boiling, heat irons, make toast, and do the cooking for a small family at a cost of less than one



cent an hour for fuel. The fuel may be soft or hard coal, coke and charcoal, or small kindling. It is claimed that on actual test the attachment has kept water boiling for ten hours at a cost of less than 5c. It can be used on any flat top stove fitted with one or more removable lids.



The partnership of Percy Ross Little & Smith Little, known as the Pacific Sheet Metal Works, has been dissolved. The business will be carried on by the former.



# Progressive Hardware Retailing

Fur Farming Has Created Big Demand For Wire Fencing—Methods of Boosting the Sales of Brushes—A Contest to Push Bicycle Sales—Novel Methods of Display.

## FUR FARMING IN CANADA.

Fur farming is a new industry in Canada, but its development has been rapid. An investigation conducted in the latter half of 1912, revealed numerous instances where animals of various species were being bred in captivity for their fur. Foxes of two species and of all color varieties, skunk, mink, raccoon, fisher, beaver, and musk-rat were found upon fur farms. The marten and otter are likewise being domesticated for their fur. In one instance even the wild cat was retained in captivity for breeding purposes and it is authentically reported that the common black house-cat is being bred for its fur on pioneer Ontario farms. Up to the present time, the domestication of wild-fur bearing animals has been practiced most extensively, and also most successfully in the Maritime provinces, but the industry is developing rapidly in Ontario and Quebec, while isolated fur farms are to be found throughout the western provinces.

This new industry is opening a new field for the hardware merchant. It is of interest to note that the aggregate sales of one of the largest hardware firms supplying this wire in Prince Edward Island have amounted to over 250 miles of wire of an average width of four feet. In addition to the woven wire used in connection with this industry, there is a demand for galvanized sheet iron, sheathing paper, nails, hinges, locks, lacing wire, etc.

The great interest manifested in fur-farming is to be ascribed to the remarkable success attained in breeding silver and other color phases of the fox common to eastern Canada. The black and dark silver skins from foxes produced on Prince Edward Island ranches have rarely brought less than five hundred dollars each, and frequently bring over two thousand dollars at London auction sales. The pioneer fox breeders have acquired wealth in the business and their success has inspired their neighbors to engage in a similar line of work. Naturally the price of breeding stock responding to the increasing demand, has risen to many times the fur value, so that the ownership of even a pair of silver foxes is impossible to the average farmer. Corporations and

partnerships with a total capitalization of several millions have been established for farming the silver fox. In 1912 more than 1000 red and blue foxes were imported into the Maritime provinces. Mink, skunk, and raccoon are being experimented with. The high prices for furs prevailing during recent years explain why fur-farming has

## BOOSTING BRUSH SALES.

The writer was in a hardware store in Picton, Ont., a short time ago, and observed a lady customer buying a quart of floor paint. A farmer was also at the paint department purchasing a quart of carmine buggy paint. The two customers had made their purchases and



*Fox farming—An illustration which shows how the animals are fenced in.*

made such rapid progress in such a short time. This is particularly true of the black fox industry. The fur-value of a high-grade black fox ranges from about \$500 to about \$2,500, but the demand for breeders has been so great that the price has risen to \$25,000 a pair for breeding stock.

The accompanying illustration will give some idea of the construction of the fence. The smallest pens used by the best ranchers enclose an area of at least 900 square feet. One rancher has a highly valued pair in an enclosure of over 4,000 sq. feet. The usual size is a pen enclosed by one bale of wire which is 150 ft. long. Thus the area is 37 ft. x 37 ft., or 30 ft. x 42 ft., or 25 ft. x 50 ft. In some cases the last named dimensions are adopted and a cross fence used.

were leaving the store at the same time. The lady turned around suddenly and remarked that she should have purchased a brush to apply the paint. The farmer heard the remark and he also turned and came back to the paint department at the same time, saying to the clerk: "How do you expect me to put on this buggy paint without a brush?"

The thoughtfulness of the lady customer made two additional sales for the firm. This little incident goes to show that paint salesmen should always ask their paint customers whether they need brushes or not. It is not unusual for a hardware merchant to make more profit on a brush than he does on a can of paint.

There is a hardware merchant in Western Ontario who increased his paint brush sales over 100 per cent. in one sea-



son, by simply displaying them prominently in his paint department and having his clerks draw the attention of paint purchasers to the display.

A point that should not be overlooked by clerks is the fact that all customers are not looking for cheap brushes and that although the paint purchase at the time may be small, there are many customers who will buy a good brush in anticipation of future painting. An unsatisfactory brush is a poor advertisement for a hardware merchant because he is invariably blamed by the customer. It pays to sell high-grade brushes.



#### THANKING CUSTOMERS.

The Stafford Hardware Co., Belleville, Ont., place a yellow circular in every parcel that is sent out of the store. The circular is printed on yellow paper and measures 4 in. x 6 in. The words "Thank You" are printed in large type at the top of the circular, following in the reading matter; Thank you for your patronage to-day, and rest assured, we shall always do everything in our power to please you BUT if for any reason you are not pleased with your purchase, kindly let us know at once. Your money is yours until you are perfectly satisfied. We want you to consider this your store and to feel that you take no risk in trading here. Yours very truly, The Stafford Hardware Co."



#### BICYCLE GIVEN AWAY FREE.

Treadgold Cycle and Sporting Goods Co., Kingston, Ont., are offering a bicycle free to the customer guessing the nearest number of parts of a bicycle contained in a sealed glass jar, which is on display in the store window. The jar contains cones, hubs, ball bearings, etc. The contest is open until July 1. Each customer purchasing one dollar's worth of goods is entitled to a guess. Cards have been issued for customers purchasing under one dollar's worth of goods at a time. These cards are punched and initialed for each purchase, and when a total of one dollar is reached the customer is entitled to a guess. The manager, A. E. Treadgold, states that he is receiving a large number of guesses, and that by using bicycle parts instead of beans, peas, etc., commonly used in such contests, he is creating a large amount of talk about bicycles and the number of parts in a bicycle. If a customer buys a \$40 bicycle he is entitled to 40 guesses. The Treadgold Co. have recently started business in Kingston and are carrying a large stock of sporting goods, bicycles, etc. Mr. Treadgold was formerly a traveler for the Canada Cycle and Motor Toronto.

## New Methods of Displaying Goods

*One hardware firm have built a stand around a radiator which occupies a prominent spot in the centre of the store. This stand is used for the display of household lines such as nutmeg graters, toasters, egg beaters, tin cups and so on. Thus a double purpose is served. The appearance of the store is not hurt by the radiator and the goods are displayed to excellent advantage.*

*Another dealer has made a number of racks for holding poultry netting, axes and rakes out of odd lengths of lead pipe. These lengths had accumulated around the place and were of no value but they made a very convenient rack for the lines named which are usually hard to store.*

*A hardwareman, who makes special efforts to push sales in his paint department, has a length of wire netting suspended against the wall near the front of the store. In the netting, he places paint brushes. By placing them close together, the netting is hidden and the brushes show prominently.*

*In order to give customers an opportunity to handle and examine tools, a certain hardwareman has one open rack where a selection of saws, hammers, etc. are hung. Customers can take down any tool which may interest them and examine it for themselves. The rest of the tool stock is kept in the usual way under glass. The dealer in question claims that he gets splendid results from the opportunity thus given customers of personally testing goods.*

*An Eastern Ontario firm have overcome the difficulty usually experienced in keeping track of catalogues by having two rows of pigeon holes in the office. They are large enough to hold the average catalogue and are numbered from one up. An index book is kept, lettered as usual from A. to Z. Each catalogue as it comes in is put in a pigeon hole and the number entered in the index book opposite the firm's name. In this way any catalogue can be found by merely turning up the index book.*

*A hardwareman, who features sporting goods prominently, has a unique method of showing baseballs and tennis balls. A pine board, neatly planed and finished, is used for the purpose, holes being bored the same circumference of the balls, which are then set in. Cards are placed over each ball.*

*One of the leading hardware stores in a large Canadian city has a splendid method of storing nails. A bin is provided for each variety which closes back when not in use and then resembles a drawer. When opened, it works on a swivel, swinging outward. The great advantage of this arrangement is that there is no possibility of different sizes of nails becoming mixed up, except through gross carelessness. Only one bin is open at a time and this prevents mixing most effectively.*

*An effective method of showing rope is used by several Western hardware dealers. Coils of rope are placed in pyramids of various sizes on a table in a prominent part of the store, one pyramid of extra size being placed in the centre.*

*An ingenious dealer shows cutlery, silverware and similar lines in wall cases constructed after the principle of the sectional bookcase. Each shelf has a glass cover which shoves back. In this way, it is possible to get at any line of goods without difficulty and without disturbing the rest of the stock. The appearance of these cases is very attractive.*

*The revolving rack idea can be utilized in many ways. One of the best methods is to place screen doors on a central pivotal upright, so that they can be held in position as when in actual use and can be swung around. All sizes and varieties can be shown on the one rack.*



# Current News of Hardware Trade

## Death of Andrew McMahon.

The death is announced of Andrew McMahon, of T. McMahon & Sons, paints, glass and wall papers.

## Early Closing Items.

Forest, Ont.—The merchants of Forest will close on Friday afternoons during the months of June, July and August.

## New Hardware Store.

Wallaceburg, Ont.—The Shaw & Husband hardware company are erecting a new brick block on James St. for a thoroughly modern and up-to-date hardware store.

## Hardware Clerk Injured.

Blenheim, Ont.—Wm. Cameron, employed by J. W. Fleming & Sons, hardware, was severely burned while filling a gasoline heater used by tinsmiths. The gasoline exploded, setting fire to Cameron's clothes.

## Former Hardwareman Dies.

Chatham, Ont.—Nelson M. Moore, formerly engaged in the hardware business at Wiarton, passed away here on Friday, following a lengthy illness. He disposed of his Wiarton business four years ago, owing to failing health, and went West, but for two years past has been living retired here. He was a prominent Mason.

## Opening of League.

Toronto, Ont.—The opening game of the Mercantile Baseball League took place on Saturday, May 17 between teams from H. S. Howland Sons & Co., and W. R. Brock. The Howland team won the game, the score being 6-5. The game was keen and exciting throughout. Several of the officers of both firms were present to see the opening game, and the first ball was pitched by Peleg Howland, of H. S. Howland Sons & Co.

## On Annual Canadian Trip.

Montreal, May 20.—W. V. Mitchell, representative of Jas. Cartland Son, Limited, Brass Founders, Birmingham, England, is in Canada on his 5th annual trip, carrying a full range of samples of his firm's goods. To Hardware and Metal, Mr. Mitchell spoke of the great development going on in Canada each year. He also spoke of the warm welcome which he met here from the many customers of his firm on each recurring trip, and the words of appreciation which he received as to the enterprise displayed by his firm in keeping up with the march of keen competition.

## Personal Notes.

J. B. Learmont, of Caverhill-Learmont Co., Montreal, has purchased the early home of Gen. Wolfe in England.

A. D. Cautin, of the Lewis Bros. sales staff, has been confined to his home by illness, but will be on the road again next week.

Lloyd Werner has resigned as traveler for the W. H. Gillard Co., of Hamilton, and has taken a position as manager in the T. G. Scott hardware store.

The following hardware merchants were in Montreal on buying trips this week:—P. E. D'Anjou, Bic, P.Q.; Donat Baribeau, St. Genevieve, P.Q.

T. H. Jordan, vice-president of A. C. Leslie & Co., Limited, Montreal, has left for an extended trip to Europe. Mr. Jordan expects to be away for about three months, and will combine pleasure with business.

H. McClelland, of McClelland Bros., Birmingham, England, representing the Associated English Factories, selling all kinds of household utensils, tools and wire goods, has just returned from the West Coast. Mr. McClelland sails for England on the 29th of the month.

Edgar G. Harcourt, managing director of Harcourt's, Ltd., builders' hardware and brass founders, Birmingham, England, has arrived in Montreal this week after covering Canada for his firm. Mr. Harcourt leaves on the 29th for England.

## New Firms.

Quesnel, B.C.—J. W. Howison has opened a hardware store here.

Calgary, Alta.—The plant of the North-Western Iron Manufacturers, Ltd., is almost completed, and manufacturing will be commenced shortly.

Lindsay, Ont.—The National Mfg. Co., of Brockville and Ottawa, have opened a store on William Street with a large line of stores, tinware, etc. The new store is in charge of J. F. Kenyon.

Renfrew, Ont.—Work has been commenced on the new factory of the Renfrew Electric Mfg. Co., who will manufacture heaters, radiators, electric irons, toasters, and electrical specialties.

Oakville, Ont.—Negotiations are under way which may result in a paint factory locating in Oakville. The Langmuir Paint Company have been in conference with the town officials, and it is reported that there is every likelihood of arrangements being completed in a short time.

## Industrial Items.

Berlin, Ont.—The Dominion Tire Co., have decided to erect a power house addition to cost \$50,000, to be ready for operation in December.

Berlin, Ont.—Negotiations are under way for the sale of the Berlin Steam Heating Co.'s plant to the city, the company having made an offer to the civic light commission.

Tilbury, Ont.—On June 9 the rate-payers of Tilbury will vote on a proposal to loan \$10,000, and furnish a \$1,200 site to the Canadian Forging Co., which will erect a plant employing 50 men the first year and at least 100 men each year thereafter.

Brantford, Ont.—The Brantford Machine & Foundries Co. are being organized and will start work in about two weeks on the erection of a modern grey iron foundry. A foundry covering about 10,000 square feet and a machine shop of similar dimensions, both one storey, will be erected. About 100 hands will be employed.

Maple Creek, Sask.—Laurance hardware and furniture store has suffered loss by fire.

New Glasgow, N.S.—Thompson & Sutherland, hardware, and Bent & Co-hoon, hardware, suffered severe losses in the North Sydney fire.

Dorchester, Ont.—Albert Hodder, general store, has suffered a loss by fire.

Robertsonville, Que.—The Robertsonville Foundry Co. have suffered a fire loss.

## Obtained Charter.

Sherbrooke Flexible Steel Ladder Co., Sherbrooke, Que., have obtained charter.

Three Rivers, Que.—Gouin & Fils, wholesale and retail hardware, have registered.

## New Firm in North Battleford.

North Battleford, Sask.—Walter F. Sharp has started a tinsmith and furnace business. The new firm is located at the corner of George Street and Second Avenue.

## Business Changes.

Vancouver, B.C.—G. R. Baird has discontinued his hardware business.

Qu'Appelle, Sask.—D. Browne, hardware merchant, has been succeeded by T. W. Lewis.

Assiniboia, Sask.—Stevens & Breakey, hardware merchants, have been succeeded by Breakey & Kessler.



# Made-in-Canada Train on Second Tour

Large Crowds Visit It At Every Stop—Hardware Manufacturers exhibiting On the Train—The Complete Itinerary of Train Through the West With Dates.

The Made-in-Canada train has started out on its second tour of the West. Last year the idea was given its initial test and the educative advantages accruing were deemed to have fully warranted undertaking. Accordingly, it was decided to repeat the trip this year and the possibility of making the train an annual feature is being discussed.

The reception given the Made-in-Canada train has been very flattering so far. At every stop, large crowds have turned out and many thousands have passed through the train.

The hardware trade is well represented, many manufacturers of hardware and kindred lines having exhibits on the train. Among those showing are: Sherwin Williams Co., of Canada; Ross Rifle Co.; Clare Bros., Preston; Steel Co., of Canada; National Cash Register Co.; Dunlop Rubber Goods Co.; John Morrow Screw & Nut Co.; Imperial Oil Co.

Saturday, May 17—Sudbury, arrive 2 p.m., departure, 11 p.m.  
 Sunday, May 18—En route to Port Arthur. Monday, May 19—  
 Port Arthur, arrival 6 a.m., departure 11 p.m. Tuesday, May 20—  
 Fort William, arrival 11.15 a.m. E.T., departure 10.45 p.m. E.T.  
 Wednesday, May 21—Dryden, arrival 8.30 a.m., departure 10 a.m.;  
 Kenora, arrival 1.30 p.m., departure 3.30 p.m.; Winnipeg, arrival  
 8 p.m. Thursday, May 22—Winnipeg, all day. Friday, May 23  
 —Winnipeg, all day, until 5 p.m.; Carman, arrival 7.40 p.m., de-  
 parture 6.30 a.m. Saturday, May 24—Treherne, arrival  
 9 a.m., departure 11 a.m.; Holland, arrival 11.30 a.m., departure  
 2 p.m.; Cypress River, arrival 2.30 p.m., departure 4 p.m.; Glen-  
 borough, arrival 4.30 p.m., departure 6 p.m.; Souris, arrival 8.15  
 p.m., departure 11 p.m. Sunday, May 25—Brandon, 12.30 a.m.  
 Monday, May 26—Brandon, all day, departure 4.30 a.m. Tues-  
 day, May 27—Reston, arrival 8.30 a.m., departure 10.30  
 a.m.; Redvers, arrival 11.55 a.m., departure 1.30 p.m.; Manor,  
 arrival 2.20 p.m., departure 4.45 p.m.; Carlyle, arrival 5.15 p.m.,  
 departure 7.10 p.m.; Arcola, arrival 7.40 p.m., departure 7.25 a.m.  
 Wednesday, May 28—Stoughton, arrival 8.40 a.m.,  
 departure 11 a.m.; Fillmore, arrival 12.15 noon, departure 2 p.m.;  
 Osage, arrival 2.30 p.m., departure 4 p.m.; Francis, arrival 4.55  
 p.m., departure 6.11 p.m.; Regina, arrival 8.20 p.m. Thursday,  
 May 29—Regina, all day till 11 p.m. Friday, May 30—Moose  
 Jaw, arrival 1 a.m., departure 4 a.m. Saturday, May 31—  
 Swift Current, arrival 8.30 a.m., departure 12.30 noon; Gull  
 Lake, arrival 2.15 p.m., departure 5.15 p.m.; Maple Creek, arrival  
 7.15 p.m., departure 10 p.m. Sunday, June 1—Medicine Hat,  
 all day, departure 8.40 a.m. Monday, June 2—Red-  
 cliffe, arrival 9 a.m., departure 12 noon; Medicine Hat, arrival  
 12.20 p.m., departure 6 a.m. Tuesday, May 3—Bow  
 Island, arrival 8.30 a.m., departure 10.30 a.m.; Taber, arrival 12  
 noon, departure 2.30 p.m.; Lethbridge, arrival 4 p.m., departure  
 7.30 a.m. Wednesday, June 4—Sterling, arrival 8.45  
 a.m., departure 10.30 p.m.; Raymond, arrival 11 a.m., departure  
 2.30 p.m.; Magrath, arrival 3.10 p.m., departure 6 p.m.; Cardston,  
 arrival, 7.35 p.m., departure 10 p.m. Thursday, June 5—Macleod,  
 arrival 9 a.m., departure 12 noon; Granum, arrival 12.45 p.m.,  
 departure 2 p.m.; Claresholm, arrival 2.35 p.m., departure 4 p.m.;  
 Nanton, arrival 5.20 p.m., departure 6.40 p.m.; High River,  
 arrival 7.35 p.m., departure 8 a.m. Friday, June 6—  
 Aldersyde, arrival 8.30 a.m., departure 10 a.m.; Okotoks, arrival  
 10.20 a.m., departure 1.40 p.m.; Calgary, arrival 3 p.m. Saturday,  
 June 7—Calgary, all day. Sunday, June 8—Calgary, all day,  
 departure 7 a.m. Monday, June 9—Crossfield, arrival  
 8.30 a.m., departure 10.30 a.m.; Olds, arrival 11.50 a.m., depar-  
 ture, 2.30 p.m.; Innisfail, arrival 3.30 p.m., departure 6.20 p.m.;  
 Red Deer, arrival 7.20 p.m., departure 7.30 a.m. Tuesday, Tues-  
 day, June 10—Lacombe, arrival 8.30 a.m., departure 10.50 a.m.;  
 Ponoka, arrival 11.40 a.m., departure 2 p.m.; Wetaskiwin, arrival  
 3.10 p.m., departure 5.45 p.m.; Daysland, arrival 8.15 p.m., depar-  
 ture 8.15 a.m. Wednesday, June 11—Strome, arrival  
 9 a.m., departure 10.30 a.m.; Sedgewick, arrival 11.30 a.m., de-  
 parture 2.30 p.m.; Hardisty, arrival 3.25 p.m., departure 5.20  
 p.m.; Macklin, arrival 8.30 p.m., departure 6.30 a.m. Thursday,  
 Thursday, June 12—Luseland, arrival 8.05 a.m., departure 10.30

a.m.; Kerrobert, arrival 11.15 a.m., departure 3.30 p.m.; Plenty,  
 arrival 4.40 p.m., departure 6.30 p.m.; Rosetown, arrival 8.15 p.m.,  
 departure 7.30 a.m. Friday, June 13—Bounty, arrival 9 a.m.,  
 departure 11 a.m.; Conquest, arrival 11.20 a.m., departure 3.50  
 p.m.; Outlook, arrival 4.20 p.m., departure 7.45 a.m. Saturday,  
 Saturday, June 14—Hawarden, arrival 9 a.m., departure 10.30  
 a.m.; Elbow, arrival 11.30 a.m., departure 2 p.m.; Tugaskie,  
 arrival 3.15 p.m., departure 4.30 p.m.; Brownlee, arrival 5.20  
 p.m., departure 8 p.m.; Keeler, arrival 8.30 p.m., departure 10.30  
 p.m.; Sunday, June 15—Regina, all day, departure 7.40 a.m.  
 Monday, Monday, June 16—Lumsden, arrival 8.30 a.m., departure  
 10.30 a.m.; Craik, arrival 12.40 a.m., departure 3.20 p.m.; David-  
 son, arrival 4 p.m., departure 6.30 p.m.; Hanley, arrival 7.40  
 p.m., departure 7.45 a.m. Tuesday, Tuesday, June 17—Dundurn,  
 arrival 8.30 a.m., departure 10.30 a.m.; Saskatoon, arrival 11.30  
 a.m., departure 7 a.m. Wednesday, Wednesday, June 18—  
 Rosthern, arrival 8.40 a.m., departure 12.30 p.m.; Duck Lake,  
 arrival, 1 p.m., departure 2.30 p.m.; Prince Albert, arrival 4 p.m.,  
 departure 5.20 a.m. Thursday, Thursday, June 19—Langham,  
 arrival 9 a.m., departure 11.30 a.m.; Radisson, arrival 12.30 p.m.,  
 departure 3 p.m.; North Battleford, arrival 4.30 p.m., departure  
 7.30 a.m. Friday, June 20—Battleford, arrival 8.20 a.m.,  
 departure 11.30 a.m.; Lashburn, arrival 2.10 p.m., departure 3.40  
 p.m.; Lloydminster, arrival 4.30 p.m., departure 6.30 p.m.; Ver-  
 milion, arrival 8 p.m., departure 6.30 a.m. Saturday, Saturday,  
 June 21—Vegreville, arrival 8.40 a.m., departure 12 noon; Hilliard,  
 arrival 12.50 p.m., departure 2.50 p.m.; Lamont, arrival 3.30 p.m.,  
 departure 6 p.m.; Fort Saskatchewan, arrival 7 p.m., departure  
 10 p.m. Sunday, June 22—Edmonton, all day. Monday, June  
 23—Edmonton, all day till 6 a.m. Tuesday, Tuesday, June 24—  
 Camrose, arrival 9 a.m., departure 12.30 noon; New Norway,  
 arrival 1.15 p.m., departure 3 p.m.; Mirror, arrival 4.30 p.m.,  
 departure 7 p.m.; Alix, arrival, 7.30 p.m., departure 10 p.m. Wed-  
 nesday, June 25—Tofield, arrival 9 a.m., departure 11.30 a.m.;  
 Holden, arrival 12.30 p.m., departure 2 p.m.; Viking, arrival 3  
 p.m., departure 4.30 p.m.; Wainwright, arrival 7.30 p.m., depar-  
 ture 7 a.m. Thursday, Thursday, June 26—Unity, arrival 9.45  
 a.m., departure, 11.15 a.m.; Scott, arrival 11.45 a.m., departure  
 2.30 p.m.; Biggar, arrival 4 p.m., departure 6.30 p.m.; Asquith,  
 arrival, 7.30 p.m., departure 10 p.m. Friday, June 27—Watrous,  
 arrival 1.30 a.m., departure 10.30 a.m.; Nokomis, arrival, 11.15  
 a.m., departure 1 p.m.; Semans, arrival 1.30 p.m., departure 3  
 p.m.; Kelliher, arrival 4.30 p.m., departure 6 p.m.; Melville,  
 arrival 8 p.m., departure 7 a.m. Saturday, Saturday, June 28—  
 Yorkton, arrival 8.30 a.m., departure 12.30 p.m.; Canora, arrival  
 2 p.m., departure 6 p.m.; Kamsack, arrival 7 p.m. Sunday, June  
 29—Kamsack, all day, departure 7.40 a.m. Monday, Monday, June  
 30—Togo, arrival 8.30 a.m., departure 10.30 a.m.; Roblin, arrival  
 11.15 a.m., departure 1.30 p.m.; Grand View, arrival 2.50 p.m.,  
 departure 4.30 p.m.; Gilbert Plains, arrival 5 p.m., departure 7  
 p.m.; Dauphin, arrival 7.50 p.m., departure 6 a.m. Tuesday,  
 Tuesday, July 1—Glendella, arrival 8 a.m., departure 10.25 a.m.;  
 Gladstone, arrival 11.30 a.m., departure 2.30 p.m.; Portage la  
 Prairie, arrival 4.30 p.m., departure 11 p.m. Wednesday, July  
 2—Winnipeg (unload).



# A Review of the Business Situation

Some Reports From the West Are Not Entirely Satisfactory, But the Eastern Provinces Are Enjoying a Wide Measure of Prosperity and Industrial Activity  
—Some Opinions From Prominent Men—An Outline of the Financial Situation.

There is only one thing wrong with business in Canada at the present time. Money is tight; and promises to remain that way for the greater part of the year. This has affected business conditions in several ways, the first evidences being found in the slowness of collections. In the West paper has been renewed to an extent which has caused credit men considerable thought and worry. In the Eastern provinces, the collection problem has been less serious. Retailers have met their obligations just about as well as ever in Ontario and the East. One fact can be stated here broadly and unreservedly. There is no danger of the Eastern provinces suffering any setback this year. Business is too brisk and conditions too generally sound.

In the West, the money stringency is due to unwise speculation in real estate. Too much money is tied up in land. Business is proceeding briskly, however, and as the tide of immigration is rising to unprecedented levels, there is no reason to anticipate any falling off in commercial activity. Just as soon as the money situation loosens up a little, the march of Western progress will be resumed.

The one marked effect which the money tightness has had is the elimination of unwise speculation and rash adventuring. Conservatism has become general. Business men are putting a greater degree of prudence into their operations. It is this cautious tendency which has caused some to see signs of impending depression, mistaking the drawing in of business lines as evidences of weakness rather than as a change of policy. Well posted men regard the situation as somewhat in the nature of a blessing in disguise, as it has brought about a more sane attitude.

From the standpoint of the hardware trade, all prospects are for a busy year. Reports from the various centres indicate that the manufacturers and wholesalers are finding demand heavy and continuous.

## The East is Prosperous.

An Ontario jobber writes to Hardware and Metal:

"Business in Ontario is good. We are not anticipating a record year, but each month shows an increase over the same month of the previous year, so we have no cause for complaint. We fully anticipate that this will be maintained throughout the year.

"As to collections, we do not find any reason for alarm or for serious complaint, as far as Ontario is concerned. There are plenty of men renewing their paper and holding back, but we find that the same men have been hard to collect from for years. Certainly there has been no more difficulty this year in the matter of collections than in past years.

"What ever difficulty there may be this year is due to the laxness that retailers show in getting their own collections in rather than to a weakness in conditions generally."

## The Western Field.

A representative of a house which does a large business in the West writes:

"We are proceeding cautiously with respect to the West. Certainly collections have been slow, but, so far as hardware is concerned, I believe that we have less to complain of than manufacturers in other trades.

"We do not regard the situation as alarming. In fact, we are selling quite as much in the West as ever and expect to be getting increases again as soon as the money begins to circulate a little more freely."

## Expansion of Trade.

A manufacturer says:

"Not having studied the outlook very closely, I am not able to give any fore-



Why stocks are dull!  
McCutcheon, in Chicago  
Record-Herald.

cast of business developments generally. Speaking for hardware and kindred lines, however, I do not think there is any doubt that a brisk year is ahead. With hundreds of thousands of people pouring into the West, the demand from that quarter cannot help but grow."

## The Financial Situation.

Summing up the monetary situation, the Financial Post says:

"At the present juncture, although there are some occasional returns to the contrary, the outlook for business in the whole of Canada has not changed materially during the week. There has

been accentuation of the cautious attitude, being taken by both jobbers and manufacturers. They are realizing the necessity of keeping well within the credit limits established last year. In doing this they have of necessity to force collections, which during the week caused business mortality to be a little heavier than normal. It has been found also that drafts are being returned because of trifling causes, and many of the houses who customarily take cash discounts are taking advantage of all the time they can. This condition of affairs is more marked than usual.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

*In the Winnipeg reports this week, the situation is sized up as far as the West is concerned. While nothing approaching a depression is anticipated or feared, the fact remains that the money tightness has had some effect on the volume of business. This effect is manifesting itself in a tendency to order in smaller quantities than usual. Merchants, apparently are not anxious to incur heavy indebtedness, but are preferring to adopt what might almost be termed a hand-to-mouth policy. It cannot be inferred from our reports, however, that the Westerner looks on the situation as serious. There is still a general feeling of optimism and a rapid improvement is anticipated.*

*From all other sections, reports indicate that business is very brisk. In some lines, the manufacturers are finding it difficult to fill their orders. There is still a shortage in bars and sheets; in fact, deliveries on steel and iron products are slow.*

*Prices have remained firm for the most part, although a few changes are noted, particularly in metals.*

## MONTREAL.

Montreal, May 21.—The shipping rooms of the jobbing houses are packed full with orders going out and all the firms state that they are being offered more business than they can properly handle. The demand seems to be general from all sections and is for the general line of hardware. Sporting goods are in exceptional demand and it is stated that the demand this year is just about double what it was last year. Collections are improving and conditions generally are much improved.

Summer Goods.—The demand for summer goods is quite heavy and garden tools such as rakes, hoes, hose reels, rubber hose, lawn mowers, etc., are moving very freely. Ice cream freezers are also moving and the demand for refrigerators is still keeping up, but is not as heavy as it was a few weeks ago. The cooler weather has curtailed the demand for the time being, but it will likely break out afresh with warm weather.

The revised list of Peterboro' locks is out. The discounts are the same, 50 per cent. and 10 per cent. off the list, but the list price has been changed. 3-inch coat hooks are now quoted at 55c per gross as stated some weeks ago, but these are the only changes noted this week.

Electric Devices in Demand.—The demand for electric devices increases each month. The sales of electric washers is increasing and this is a line that is worthy of more attention by hardware merchants wherever electric current is available. The electric toaster is selling exceptionally well this year when compared with other years. The electric iron is gaining in popularity day by

day, when the consumer can purchase a good electric iron for the small sum of \$4.00 to \$6.00, she will prefer it. The wholesale quotations range from \$3.00 upwards, according to quality, but a very considerable and dependable iron may be purchased from most jobbing houses at from \$3.00 to \$4.00 each. These retail at \$4.00 to \$6.00 and offer the hardware man a nice margin of profit.

## Advance in Manila Predicted.

It is predicted here that the price of Manila will shortly be advanced. The authority predicting the advance states that the manufacturers bought very heavily at the beginning of the year with the result that they have been out of the market for some little time and this is the reason that prices have not been advanced for raw material. While the crop is short the fact that those manufacturers had stocked up and were out of the market for the time being, anyone who wanted raw Manila was thus enabled to purchase same, but now these stocks of raw Manila are getting depleted with the result that manufacturers will be forced to purchase again. This is not alarming in itself, but the fact that a large number of manufacturers will be forced to purchase at the same time makes the future pregnant with interesting price developments. Prices at present remain the same for the manufactured article, but any advance in raw materials will naturally be followed by an advance in the manufactured rope.

There is no change in Sisal or cotton rope.

## Ranges Sell Well.

The booking for heavy ranges has started in earnest and quite a nice vol-

ume of business has been booked for future delivery. The demand for immediate delivery is picking up and a number of orders of good size have been received during the week.

Gas stoves are still in good demand and manufacturers are rushed to keep pace with their orders. The cooler weather has tended to slacken the demand a little, but with the rising of the thermometer, sales will increase.

Oil stoves are in good demand and the sales of this line up to date show a healthy increase over the sales of last year. Each year the public in the country and smaller towns are getting better educated to the great saving in labor, fuel and tempers than the oil stove will effect for them and consequently each year sees an increasing number of users.

The demand for furnaces is picking up each week, but is still below normal. This is attributed to the shortage of money at the present, but the situation is more cheerful and business is already improving. The demand for radiators has hardly commenced yet for this season but the business now passing is a very favorable indication of the big year anticipated being fulfilled later on.

## Metals Fluctuating.

The demand for iron and steel continues very strong, but there is considerable difficulty in getting deliveries. Some mills are only making deliveries of orders placed the latter part of 1912. The prices on metals in Montreal have not changed, except on lead, but the primary markets have been fluctuating considerably, owing to speculation.

Tin has been in the limelight during the past week and prices have been mercilessly hammered by the bears in an endeavor to get tin on a low level before the "Banca" sale of tin to be held very shortly by the Dutch Government. The bulls have been striving hard to maintain prices, but have not been able to do so so far, as prices have declined £6 during the week. Last week tin was selling at £226, while to-day it is quoted at £220 on the London market, while the New York market is off 1c per pound. Last week New York tin market declined ½c per pound. The market here for tin remains the same as last week with quotation steady at \$54.00 under a heavy demand.

## Copper Declines.

The New York market declined 10c during the week and copper is now sell-



ing at \$15.45, while the London market is 11s. 3d. lower with £69 as the ruling price. Copper ingots are still selling at \$17.75 here with a good demand and ample stocks.

#### Lead Advancing.

The English pig lead market continues to advance and during the week made a gain of 12s. 6d., selling at £19 7s. 6d. The local market advanced to-day and the new prices are:

Domestic Pig .. 100 lbs. \$5.25  
Imported Pig .... 100 lbs. \$5.25  
Bar Pig .... 100 lbs. \$5.50

Lead sheets have not advanced as yet, but they are very firm and any further advance in pig lead will probably be followed by an advance in sheets.

#### Spelter Declining.

The spelter market here is steady at \$7.00, but the London market has declined 15 shillings during the week and St. Louis is off 2½c. The demand locally is steady and uninteresting.

#### Pig Iron Advancing.

The London pig iron market has advanced 2s. 3d. during the week, and is now quoting 70s. 9d. The local market is unchanged at last week's prices. The demand is good, but trading is seriously hampered by the slow deliveries. The great activity in the building operations is calling for immense quantities of steel and iron.

Antimony is steady after the decline of last week to \$10.75.

#### TORONTO.

Toronto, May 22.—Hardware jobbers report business as being very brisk. They have been exceptionally busy getting out spring orders, and are now receiving repeat orders on many lines. Jobbers are already starting to book orders for fall lines, such as ammunition, lanterns, horse blankets, etc.

Prices, although unchanged, are very firm on the majority of lines. A few changes have occurred in metal quotations.

Business is in much the same condition as during the past two weeks, but the general situation is fair. Caution is being observed in making purchases of metals. It was reported in Toronto this week that the United States Steel Corporation had decided to delay construction work on their new plant at Sandwich for two years. Representatives of the corporation in Toronto stated that they had not heard officially that the report was correct, and had no reason to believe that it was true.

A London, England, paper states that great interest has been aroused in Sheffield in the method of producing superior high speed steel by the introduction of Cobalt. The new material, they

claim, will mark a great advance on the best qualities of steel at present obtainable for boring and cutting tools.

Iron and steel remains unchanged, and, although there is not a large amount of business being placed at present, there is still a shortage on some lines.

#### Advance in Lead.

Lead has advanced 25c per 100 lbs., and the market is strong. Toronto quotations range from \$5.20 to \$5.70. There have been several advances recently in the price of lead.

#### Decline in Tin.

Another decline of ½c per lb. has occurred in the price of tin. Good business is being done. Toronto quotations range from 53c to 54c.

#### Other Metals.

Copper is quiet and unchanged, quotations ranging from \$16.10 to \$16.25.

Spelter has advanced 5c per 100 lbs., and fair business is being done. Aluminum has advanced slightly, and is quoted at 24c. Iron and steel remain unchanged.

Lead Pipe, Etc.—Lead pipe is quoted at 7½c, less 15 per cent.; lead waste

The following prices are quoted on spades and shovels for black goods: Shovels, first grade, 60 per cent.; second grade, 55-2½ per cent.; fourth grade, 45 per cent.; draining tools, 60 per cent.; scoops, first grade, 50-5 per cent.; fourth grade, 45 per cent. Full polished goods, 50c per dozen net extra; half polished goods, 25c per dozen net extra.

#### Woodenware, Wringers, Etc.

There is a good demand for woodenware of all kinds, ironing boards, bake boards, sleeve boards, lawn swings, etc. Washing machines and wringers are also in good demand, and are quoted at 20 per cent. discount. List prices of wringers and washing machines are shown in current market quotations.

#### Ropes, Twines, Etc.

The rope and twine market is unchanged. Pure Manila is quoted at 17c base; British Manila, 13c base; Sisal, 12c base; 650 ft. twine is quoted at 12½c lb.; 600 ft. twine at 11c lb.; 550 ft. twine, at 10c lb.; 500 ft. twine, at 9½c lb.; ¼c lb allowance on 5 tons or over; ½c lb. allowance on 10 tons or over. Lath yarn, single, is quoted at 11¼c, and double at 11¾c. Sisal bed

### Prices on Seasonable Goods

Toronto jobbers are quoting the following prices:

Harvest Tools .....	50%
Special Brands .....	47½%
Snaths .....	35%
Poultry Netting Galvanized .....	50%
Screen Wire Cloth, 50 ft. rolls .....	1.60 hd. sq. ft.
Screen Wire Cloth, 100 ft. rolls .....	1.55 hd. sq. ft.
Hose Reels .....	7.75 to 24.00 doz.
Hammocks .....	8.00 to 60.00 doz.
Hammock Hooks .....	
Washing Machine Wringers .....	20%
Asbestos Paper .....	3.25 hd.
Common Screen Doors .....	8.40 doz.
Japanned Spring Hinges .....	80c doz. prs.
Japanned Spring Hinges .....	9.25 gross
Gray Enamelware .....	60-10%
Blue .....	50-10%
White .....	75%
Galvanized Tubs .....	45%
Nickel Copper Tea Kettles .....	40%
Nickel Copper Tea Kettles, 3 doz. lots .....	40-10%

pipe, 9c, less 15 per cent.; traps and bends, 40 per cent.

Solder is quoted from 28¾c to 31c lb.

#### Harvest Tools, Shovels, Etc.

Harvest tools are beginning to move and are quoted at 50 per cent. discount. Special brands are quoted at 47½ per cent. discount. Snaths are quoted at 35 per cent. discount, and scythes from \$6 to \$10.50 per dozen.

cord, 48 ft., is quoted at 72c per doz.; 60 ft., at 90c doz.; 72 ft., at \$1.08 per doz.

#### Wire Nails, Etc.

Wire nails are quoted at \$2.40 base in small lots, but much lower quotations are quoted in large quantities or car lots. Cut nails remain at \$2.80 base in small lots. Poultry netting is quoted at 50 per cent. discount. Black or green wire cloth is quoted at \$1.60 per



100 sq. ft. in 50 ft. rolls, and \$1.55 per 100 sq. ft. in 100 ft. rolls.

Hides.—Toronto dealers are offering the following prices for hides: Trimmed hides, green, 12c to 13c; trimmed, green, and partly cured, 12½c to 13½c, usual 2 lbs. tare; horse hides, with mane and tail, up to \$2.75; sheep skins up to \$1.50; horse hair, 35c to 38c lb.

#### Enamelware, Tinware, Etc.

A good volume of business is being done in enamelware, tinware and aluminumware. Japanned ware is in good demand, and large numbers of japanned sprinklers, bread and cake boxes, etc., are moving. Pieced tinware is also moving in a very satisfactory manner, and is quoted at 35 per cent., with exceptions; japanned ware is quoted at 45 per cent. discount. Stamped ware is selling at 72½-15 per cent., and 72½-5 per cent. for re-tinned ware. White enamelware is quoted at 75 per cent. Blue ware at 50-10 per cent., and gray ware at 60-10 per cent. Nickel-plated tea and coffee pots and tea kettles are quoted at 40 per cent. discount, with an extra 10 per cent. in 3 dozen lots. Galvanized wares are also in good demand, especially galvanized sprinklers, garbage cans, tubs, pails. There has been an unprecedented demand for garbage cans this spring, and some difficulty was experienced in filling orders for some sizes. The demand was caused by a large number of towns and small cities inaugurating garbage collection systems. Garbage cans are quoted at 45 per cent., and pails, tubs and oil waste cans are quoted at 45 per cent.

#### Stoves, Ranges, Etc.

The demand for coal ranges has slackened off, and only a limited number are being sent out. There is a heavy demand for gas ranges, especially the good grades. Gas plates are also moving in large numbers. Coal oil and gasoline stoves have been moving rapidly, but there has been a slackening off during the past few days, due to the cooler weather. This has helped the manufacturers considerably in catching up with their orders. Gas and oil stove ovens are also in good demand, and are quoted from \$1 to \$3.50 each. Ice cream freezers and refrigerators have been moving in large numbers.

#### WINNIPEG.

Winnipeg, May 20.—News is scarce in hardware circles, and views on the business situation are widely divergent. At the basis of everything lies tightness of money and slow collections. Wholesalers are not anxious to extend credit, and retailers not anxious to secure it.

Business, though fairly brisk, is made up of small orders, and it is pretty certain that conservatism will dominate Western trade for the next 12 months or longer.

Everything at present points to a period of high-priced cattle and low-priced grain. Last year's enormous wheat surplus seems likely to be even exceeded by that of this year; production for the present is ahead of consumption in breadstuffs. This is favorable to purely industrial communities, not to a country where wheat is king.

As regards the high price of beef, it is a helpful factor to the farmers, but hits the towns hard, and the cattle trade is dwindling. In its case supplies are sinking below demands.

Building is active in the West, but not extraordinarily so. However, the demand for builders' supplies keeps up well. Winnipeg permits for the year already exceed \$6,000,000, and are steadily gaining.

Barb wire is moving freely, and summer lines, sporting goods, and household articles are moving along. There has been and is yet considerable demand for contractors' tools.

Industrially everything is in good shape. No labor troubles, and plenty of work for all at good wages.

#### Heavy Hardware—Metals.

The amended schedule on iron pipe announced two weeks ago will be found in the Western price list. Roughly, it amounts to an increase of about 5 per cent. all round on black and galvanized.

#### Paints and Oils.

Jobbers and manufacturers report a seasonable activity in sorting trade and a little improvement in window glass. On the whole, the oils, paints and glass lines have held up as well as any lines this year, and promise well for the balance of the season.

It is noticeable that tin roofing and corrugated iron for building purposes are fast increasing in popularity.

Orders for plate are still slow in being filled, but a gradual amelioration of the conditions prevalent last fall and so detrimental to business is apparent. Things are gradually working out to a satisfactory basis.

#### Stoves and Household Ware.

It is now getting near the season for real warm weather goods, but the warm weather has been conspicuously absent. This has held back the movement of freezers, refrigerators and other purely summer lines, and cast a damper on sales of camp furniture and utensils.

These lines should, however, be gilded as soon as a few hot days come along.

Light cook stoves, gasoline, oil and gas ranges are still in fair demand.

## HARDWARE LETTER BOX



#### Trucks.

Smith Hardware Co., Montreal, Que.—“Kindly give us some names of truck manufacturers.”

Canadian Fairbanks Morse Co., Montreal, Toronto; Aylmer Pump and Scale Co., Aylmer, Ont.; London Foundry Co., London, Ont.; Burrow Stewart & Milne Co., Hamilton, Ont.; John Watson Mfg. Co., Ayr, Ont.; Meaford Wheelbarrow Co., Meaford, Ont.—Ed.

#### Fireproof Paint.

Frank A. Child, Cochrane, Ont.—“Can you advise us of any manufacturers of fireproof paint?”

Can. H. W. Johns Manville Co., Toronto; The Standard Paint Co., Imperial Bldg., Montreal; A. Ramsay & Sons, Montreal.—Ed.

#### Akhron Chimney Clay Pipe.

J. L. Demere, Thetford Mines, Que.—“Could you inform me who handles the Akhron Chimney Clay Pipe?”

Thos. Robertson Co., Ltd., Montreal; Wm. McNally Co., Montreal; Dominion Sewer Pipe Co., Swansea, Ont.; Standard Sewer Pipe Co., St. John, N.B.—Ed.

#### Wear Ever Aluminum.

John H. Glover, Aylmer, Ont.—“Will you kindly advise me where Wear Ever Aluminum Ware is manufactured?”

Northern Aluminum Co., Toronto.—Ed.

#### Wringer Prices.

Subscriber, Whitby, Ont.—“Kindly advise me through your paper if there have been any changes in price of wringers this spring.”

The March 15 issue of Hardware and Metal refers to a decrease in the price of wringers, which went into effect at that time. List of prices and discounts may be seen in current market quotations.—Ed.

#### Hodgson Fly Traps.

J. M. Kains & Co., Vancouver, B.C.—“Can you inform us who is the manufacturer of the Hodgson fly trap?”

Can any of our readers give this information?—Ed.



# Methods of Retailing Paints and Varnishes

## The Value of Good Paint Displays

**Hardware Dealers are Placing a Higher Valuation on Their Window Space Than Formerly—Good Paint Trims Can be Arranged at Little or no Expense.**

A new customer very often gets the first impression of a store by the appearance of the store windows. The majority of hardware merchants realize the value of a good window display and fortunately the days of the old dust laden windows are rapidly passing. It was not an uncommon sight a few years ago to see the windows of many hardware stores being used to advertise the coming circus or a show that would be held in the town hall or theatre. The merchant was usually re-imbursed by the circus with two fifty cent tickets for

which the posters were often left in the window for two weeks or more. The main attractions in the window were the circus posters and little attention was paid to the display of merchandise. Merchants to-day, however, look at the value of window displays in a different light and hardware merchants have not been slow to take advantage of the excellent opportunity afforded them for advertising their merchandise by using their show windows. We find excellent displays of builders' hardware, tools, household goods, etc., in the windows

of hardware stores in all parts of the country. Some of the most attractive windows are those devoted to the display of paint and painting materials. Clean, bright windows, filled with carefully planned displays, act as a magnet for drawing trade. This is particularly true regarding the paint line and especially at this season of the year when thousands of people are interested in the subject of painting.

The manufacturers of the various lines of paint are all willing to supply attractive show cards, etc., for arranging paint displays and the merchant has little expense connected with arranging an attractive paint display.

It is not altogether necessary for a dealer to have a large window in order

(Continued on page 58.)



*A splendid paint display in the store of Douglas & Co., Limited, Amherst, N. S.*



**"61"**  
**FLOOR VARNISH**

**Vitralite**  
The Long-Life **WHITE ENAMEL**

**Be a Pratt & Lambert Dealer**

**O**F course you're interested in Vitralite, because one coat does almost as much work as two coats of some other enamels—because it is so easy working that it can be applied in one-fourth less time, and will cover a third more surface. Vitralite stands cleaning—its porcelain-like surface sheds dirt, it can easily be washed off. Being non-porous, it cannot absorb dirt—thus it remains a pure intense white, through all its long life.

Of like efficiency in application and lasting qualities is "61" Floor Varnish — mar-proof, heel-proof and water-proof.

Send for booklets and panel.

**The Winnipeg Paint and Glass Company, Limited**

**"Everything for a Building"**

**Calgary Paint and Glass Co., Ltd.**  
**CALGARY**

**WINNIPEG**

**Edmonton Paint and Glass Co., Ltd.**  
**EDMONTON**

**You Can Quicken Your Service As Well As Make Your Store More Attractive  
By Installing BERLIN HARDWARE DISPLAY CABINETS**



An attractive store with quick service is the one that gets the most trade.

Our cabinets are not only attractive—they display goods to the best advantage and help customers in their selection. They quicken service because there is not the necessity of showing perhaps a dozen different articles before the customer makes his choice—everything is in plain view of the customer and he can point out the kind of article he wants.

Our hardware display cabinets are made of the very best oak and are excellently finished.

We also manufacture Display Cabinets, Silent Salesmen and Counters to meet any requirement.

Will be pleased to receive your inquiries. Ask us for circulars.

**The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.** **Manufacturers and Designers of Modern Store Fixtures**



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, May 21.—Trading in paint and oil circles is still very brisk even for this season of the year. The demand seems to be increasing rather than decreasing, and manufacturers are looking for a banner increase in trade this year. The demand for prepared paints keeps up, but the demand for pigments and oils shows an increase.

Collections are much better, and there is a more cheerful tone in the business world in general. The business world in Canada has little use for the pessimist and prefers to use his own judgment rather than be influenced by cries of hard times.

White Lead.—The price is still \$8.25, but is very firm at that figure. The advancing pig lead market is causing a correspondingly firm tone in the white lead market, and it is freely predicted that, with further advances in pig lead, white lead will be advanced.

It is even probable that white lead will be advanced if pig lead holds firm at present level. An advance is anticipated within a week or ten days. At present manufacturers are simply waiting for further developments.

Glass.—There is no change in the glass situation except that the crisis is a little further removed each week. The shipments of import glass are coming forward much better than expected, and this is giving the trade a more cheerful aspect. The demand for glass continues good, and even might be termed heavy. The demand for plate and mirror glass is very good at this writing. The renovation of numerous buildings throughout the city calls for a lot of glass. The demand for window glass is also quite heavy and shows an increase.

Putty.—There is no change in putty. The demand is good, and is increasing.

Linseed Oil.—The market is firm at 60c for raw and 63c for boiled. There is a firm tone to these quotations, as they are still below the comparative price for English oils. The demand is increasing. It is not thought there will be an advance at present.

Turpentine.—Ordinary turpentine in barrels is steady at 60c, but extra pure is quoted at 63c. It is rumored that some sales have been made below 60c, but this is not the rule. Advices from Savannah show the market as fluctuating a few points. The big dealers make heavy purchases as soon as the market sags, which sends prices upward, and as soon as they drop back, purchases are again made. This tends to show that the powers that be are determined that

prices will not go below certain figures, which are equal to approximately 60c here.

Gasoline.—The demand for gasoline is enormous, and is increasing every day, stated one firm this week. The great number of automobiles, motor boats, motor engines, etc., are given as the cause for this big increase. Each month sees an increasing number of motor vehicles in use, and the motor boat is becoming more popular each year. The farmer is using the motor engines for all kinds of work on the farm, from ploughing his fields to milking his cows, and all this takes gasoline. The price is firm at 27½c per gallon in barrels and 24c in drums. Coal oil is firm at 17c, with an increasing demand. Usually the demand for coal oil slackens off at this season of the year, but lately the oil stove has opened up an avenue for oil consumption, and this year the demand for oil shows an increase rather than a falling off at this season of the year.

## TORONTO.

Toronto, May 22.—Paint Manufacturers and jobbers are very busy, retailers are also doing a large business in their paint departments. Quotations remain the same as last week. Oil is reported firm. Turpentine has been weak. The new selling arrangements in the south have placed business in this line on a better basis than formerly. Reports from the south show that rosin has been firmer, but no change in price has occurred. The price of lead is unchanged.

## Linseed Oil.

Raw Linseed Oil is quoted at 60c per gallon in single barrels; 59 c per gallon in 3 to 5 barrel lots. Boiled Linseed oil is quoted at 63c per gallon in single barrels; 62c in 3 to 5 barrel lots; 61c in 6 to 9 barrel lots. Less than barrel lots 7c per gallon additional. Quotations on 10 barrels or over are open. 5 gallon cans 50c each, 10 gallon cans 75c each.

Turpentine.—No change has occurred in the price of turpentine and the ruling price in Toronto is 60c per imperial gallon in single barrels; 59c in 2 to 4 barrel lots; 5 gallon lots 67c per imperial gallon.

## Gasoline, Coal Oil, Etc.

Gasoline is quoted at 26c per gallon in single barrels; benzine is offered at 24½c per gallon; U.S. Water White Oil, 15½c; U.S. Pratt's Astral, 17½c; Canadian Prime White Petroleum, 15c. Coal oil and gasoline are in good demand.

## Arsenate of Lead.

Quotations range from \$17.50 per 100 lbs. in 1 lb. packages to \$8.00 per 100 lbs. in 600 lb. casks. 2 lb. packages are quoted at \$15 per 100 lbs.; 5 lb. packages \$12 per 100 lbs.; 25 lbs. \$11 per 100 lbs.; 50 lb. kegs, \$9.75 per 100 lbs.; 200 lb. kegs, \$9.60 per 100 lbs.; 300 lbs., \$9.50 per 100 lbs., f.o.b., Toronto, Montreal, St. John, Halifax, Hamilton.

## Varnishes in Good Demand.

There is a good demand for varnishes of all kinds and prices are unchanged. Shellac is also in good demand and is quoted at the following prices: pure orange shellac, \$1.80 in 1 gals.; No. 1 orange \$1.75 in 1 gals.; pure white shellac, \$1.97 in 1 gals.; No. 1 white, \$1.88 in 1 gals.

## White Lead Unchanged.

White Lead is in good demand, and is still quoted at \$8.20 in ton lots, with an advance of 20c per 100 lbs. in less than tons.

Paris Green.—The ruling price on pure Paris green is 19¼c in barrel lots; 22¾c in 1 lb. packages; prices on other sizes may be seen in current market quotations. Merchants should not forget to see that all packages are properly labeled particularly those that are put up by the merchants.

## Wood Alcohol.

Wood alcohol is quoted at \$1.00 per gallon in 5 gal. lots with an extra charge of 50c for can. 8 oz. bottles 2 dozen to case are quoted at \$2.30 per case net. 16 oz. bottles 2 dozen in case \$3.60 per case nett. 32 oz. bottles 1 dozen in case \$3.40 per case nett. Merchants selling wood alcohol should see that all bottles are properly labeled, and that all provisions of the law in this respect are conformed with. In May 10 issue of Hardware and Metal a full report was given on the law governing the sale of poisons in hardware stores.



## THE VALUE OF GOOD PAINT DISPLAYS.

(Continued from page 56.)

to make an attractive display and the dealer with a small window can also arrange trims which will help him considerably in trade-pulling for the paint department. One writer says that any window that is big enough to let in light is big enough to let in trade.

The accompanying illustration shows an attractive paint display which appeared in the show-window of Douglas & Co., Amherst, N.S.

Acquaint yourself:

Fresco-Tone is the best thing with which to meet the modern demand for simplicity and cleanliness in interior decoration.

**What do you know**  
**about Fresco-Tone?**

It is a flat toned oil paint. It finishes dull and with a soft velvety depth of beauty. It can be wiped with a damp cloth. If necessary, it can be thoroughly washed. It is permanent.

It is not merely another of a long line of "same things." It is quite distinctive in quality. For we deliberately withheld it from the market until we knew we had developed it to perfection.

Let us send you prices. You should have Fresco-Tone in stock now to meet the Spring demand for interior decorative materials.

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



# HARDWARE AND METAL

## CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

### METALS AND METAL PRODUCTS.

**ANTIMONY.**  
Cookson's or Hallett's per lb. 10 75 11 00  
**BABBIT METAL.**  
Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Aluminum-old, Mogul, No. 3, No. 4, from 8c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 35c; Hoo Hoo, 25c; "A," 25c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.  
Spooners' Copperline, Tough, Hard, Finest, No. 1 and 2  
Nicolaminum Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c.—60c lb.

### BOILER PLATES AND TUBES

Montreal, Toronto  
Plates, 1/4 to 1/2 inch, per 100 lbs. 2 40 2 50  
Heads, per 100 lbs. 2 55 2 75  
Tank plates, 3-16 inch 2 70 2 80  
Boiler tubes, 100 ft. 1 1/2 in. 10 45 9 75  
" " 2 " 9 60 8 70  
" " 2 1/2 " 12 25 11 00  
" " 3 " 13 30 12 70  
" " 3 1/2 " 15 55 15 20  
" " 4 " 19 80 19 00

**BRASS.**  
Spring sheets, up to 20 gauge. 0 27  
Rods base 1/4 to 1 inch, round. 0 23  
Tubing, seamless base, per lb. 0 26  
Tubing, iron pipe size, 1 inch base 0 26  
Copper tubing, 4 cents extra.

**BRASS GOODS, VALVES, ETC.**  
Ground work, 65 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 65 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and end and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 60 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

### COPPER.

Montreal, Toronto  
Casting ingot 17 75 16 25  
Cut lengths, round bars, 1/4 to 1 in. 27 80  
Plain sheets, 14 oz. 14 x 48 inches, 14 x 60 inches 29 90  
Copper sheet, tinned, 14 x 60, 14 oz. 30 00  
Copper sheet, planished, 14 x 60, base 37 00  
Braxier, insheets, 6 x 4 29 00

### COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

### IRON AND STEEL.

In car lots Montreal, Toronto  
Canadian foundry, No. 1 21 00  
Canadian foundry, No. 2 20 50  
Summerlee, No. 2 pig iron 22 50  
Carron, soft 23 75  
Cleveland, No. 1 22 00  
Clarence, No. 3 21 50  
Jarow 25 00  
Glengarnock 26 00  
Radnor, charcoal iron 31 00  
Ayresome, No. 3 24 00  
Ferro Nickel pig iron (800) 25 00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50  
Angles 2 50  
Common bar, per 100 lbs. 2 15  
Forged iron, per 100 lbs. 2 30  
Refined iron, per 100 lbs. 2 40  
Horseshoe iron, per 100 lbs. 2 40  
Mild steel 2 25  
Sleigh shoe steel 2 25  
(domestic) 2 30  
Iron finish steel (foreign) 2 50  
Reeled machinery steel 2 75  
Tire steel 2 35  
Sheet cast steel 0 15  
Tool steel 3 10  
High speed 0 65  
Capital tool steel 0 50  
Cammell Laird 0 15  
Black Diamond tool steel 0 06  
Corona tool steel 0 06  
Silver tool steel 0 12  
Cold Roll Shaping  
3/16 to 11-16 inch 0 06  
1/2 to 1 7/16 inch 0 05  
1 7/16 to 3 inch 0 06  
Montreal, 35 and 7 cents

BLACK SHEETS.		Montreal.	Toronto
10 gauge	2 70	2 70	
12 gauge	2 75	2 75	
14 gauge	2 80	2 80	
16 gauge	2 85	2 85	
18 gauge	2 90	2 90	
20 gauge	2 95	2 95	
22 gauge	2 55	2 55	
24 gauge	2 65	2 65	
26 gauge	2 75	2 75	
28 gauge	2 85	2 85	
30 gauge	2 95	3 00	

CANADA PLATES.		Montreal.	Toronto
Ordinary 52 sheets	3 10	3 00	
All bright, 52 sheets	3 70	4 15	
Galvanized—Apollo D. Crown			Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)		Montreal.	Toronto
22 gauge, per square	6 75		
24 gauge, per square	5 50		
26 gauge, per square	4 25		
28 gauge, per square	4 00		
Less 10 p.c.			

GALVANIZED SHEETS.		Montreal.	Toronto
B.W. Queen's Fleur-de-Lis Gorbals			
16-20	3 85	3 85	
22-24	4 00	4 00	
26	4 25	4 25	
28	4 50	4 25	4 50
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.			
Apollo brand—			
24 gauge, American	3 75	3 70	
26 gauge, American	3 95	3 90	
28 gauge (26 English)	4 30	4 30	
10% oz., equal to 26			
English	4 50	4 40	

IRON PIPE.		Black.	Galv.
3/4	2 28	3 08	
1	2 72	3 57	
1 1/4	3 28	4 43	
1 1/2	4 85	6 55	
1 3/4	6 56	8 86	
2	7 94	10 19	
2 1/2	10 55	14 25	

**IRON PIPE FITTINGS.**  
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable flanged unions, 65.

**SOIL PIPE AND FITTINGS.**  
Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings 70 p.c. Light pipe, 60 fittings, 60 and 5 p.c.

**RANGE BOILERS.**  
30-gallon, Standard, \$5.00; extra heavy, \$6.50.

### KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.35.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

### HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall radiators—37 and 15 p.c.  
Specials—25 p.c.

### OLD MATERIAL.

Dealers' buying prices: Montreal, Toronto

	Montreal.	Toronto
Heavy copper and wire, lb.	0 11 1/4	0 11 1/4
Light copper & bottoms	0 10 1/4	0 09 1/4
Heavy red brass	0 10 1/4	0 10 1/4
Heavy yellow brass	0 08 1/4	0 08 1/4
Light brass	0 02 1/2	0 02 1/2
Tea lead	0 02 1/2	0 02 1/2
Heavy lead	0 03	0 02 1/2
Scrap zinc	0 02 1/2	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08 1/2	0 08 1/2

### LEAD.

Domestic (Trail) pig, 110 lbs. 5 25 5 20  
Imported pig, per 100 lbs. 5 25 5 00  
Bar pig, per 100 lbs. 5 50 5 50  
Sheets, 2 1/2 lb. sq. ft. 7 50 7 50  
Sheets, 3 lb. sq. ft. 6 75 6 75  
Sheets, 3 1/2 lb. sq. ft. 6 25 6 25  
Sheets, 4 to 6 lb. sq. ft. 6 50 6 50  
Cut sheets 1/4 c. per lb. extra.  
Cut sheets to size, 1/4 c. per lb. extra.

### LEAD PIPE.

Lead pipe, 7/8 c. 15 per cent. off.  
Lead waste pipe, 8 c. 15 per cent. off.  
Traps and bends, 40 per cent. off.

### SOLDER.

Bar, half-and-half, guarant'd 30 3/4 0 23 1/2  
Wiping 0 23 1/2 0 23 1/2

### SHEET ZINC.

5-cwt. casks 8 25 8 00  
Part casks 8 50 8 50

### SPELTER.

Foreign, per 100 lb. 7 00 7 25  
**TIN AND TINPLATES.**  
Lamb and Flag and Strains—56 & 28-lb. Ingots, 100 lbs. \$54 00 53 50  
Reddip Charcoal Plates—Tinned

M L S. Famous (equal Bradley)		Per box
I O, 14x20 base	7 80	
I X, 14x20 base	8 25	
I X X, 14x20 base	9 50	
Raven and Murex Grades—		
I O, 14x20 base	5 00	
I X, 14x20 base	6 00	
I X X, 14x20 base	7 00	
I X X X, 14x20 base	8 00	
"Dominion Crown Best"—Double.		
COATED, TISSUED.		
I O, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50
"Allaway's Best" Standard Quality.		
I O, 14x20 base	4 55	
I X, 14x20 base	5 55	
I X X, 14x20 base	6 55	

### BRIGHT COKES.

Bessemer Steel—  
I. C., 14x20 base 4 50  
20x28, double box 9 00

### CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I. C., 20x28, 112 sheets 8 25  
I. X., Terme Tin 9 75

### CHARCOAL TIN BOILER PLATES.

Cookley Grade—  
XX, 14x56, 50 sheet bxs. 7 50  
XX, 14x60, 50 sheet bxs. 7 50  
XX, 14x65, 50 sheet bxs. 7 50

### TINNED SHEETS.

72x30 up to 24 gauge, case lots 8 50  
72x30 up to 26 gauge, case lots 8 95  
Less than case, 25c 100 lbs. extra.

### WIRE.

Annealed Cut Hay Bailing Wire.  
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

### CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 5 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

### COILED SPRING WIRE.

High Carbon, No. 9, \$2.40 in cars.

### FINE STEEL WIRE.

Discount 25 per cent. List of extras, in 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, 5c. Coppered, 75c; oiling 10c; in 25-lb. bundles, 75c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 55c; 1/4-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

### HAY WIRE IN COILS.

No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

### GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—No. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.  
2-lb. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent. off.

### SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 35c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/4-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

### WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

### WIRE FENCING.

Galvanized barb 2 42 1/2  
Galvanized, plain twist 2 35  
Car lots and less.  
F.O.B., Montreal.

### WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 1/4, 3/8, 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, 3/8, 1/2, 3/4, 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

### WROUGHT STAPLES.

Galvanized 2 85  
Plain 2 55

### PAINTS, OILS AND GLASS.

**BARN PAINT.**  
In barrels, 5-gal. tins 0 80 0 80  
In barrels, 5-gal. tins 0 80 0 80

### BEESEWAX.

Per lb. 0 40

CHEMICALS.		In casks per lb.
Sulphate of copper (bluestone)	0 67	
Litharge, ground	0 67	
Sulphur	0 07 1/2	
Green copperas (green vitrol)	0 01	
Sugar of Lead	0 09	

### COLORS IN OIL.

Venetian red, 1-lb. tins pure 0 13  
Chrome yellow, pure 0 18  
Golden ochre, pure 0 13  
French ochre, pure 0 12  
Chrome green, pure 0 10  
French permanent green, pure 0 15  
Signwriters' black, pure 0 19  
Marine black, 25 lb. tins 0 06 1/2

### ENAMELS.

Per gallon in quart tins.  
M. L. Floorglaze (Imperial V. & C. Co.) 1 80  
Ces Pee Co. enamel 4 50  
Sterling Enamels 3 80



**REVIVES &  
RENEWS OLD  
FURNITURE  
&  
WOODWORK**



**Sacqueret**  
THE  
HOUSEHOLD  
— LACQUER —

It is elastic, hard drying, lustrous and easily applied.  
A product that brings business to the dealer's store wherever featured. Write for further details.

**INTERNATIONAL VARNISH CO. LIMITED**  
TORONTO - WINNIPEG

New York

Chicago

Canadian Factory of Standard Varnish Works

London

Berlin

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Melbourne

Largest in the world and first to establish definite standards of quality.

T-9

## How To Fill Your Oil Barrels Accurately

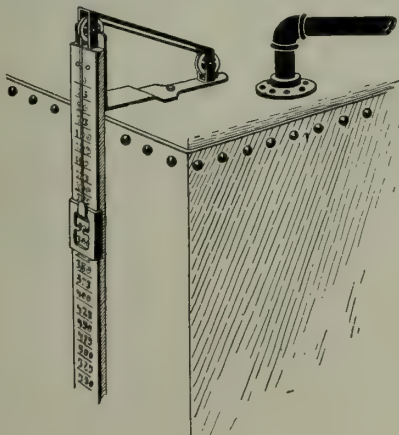
And rapidly. Just roll them under the faucet of the powerful power pump, touch the lever and leave them to be filled at the rate of fifteen or more gallons per minute. They will receive the exact amount specified—no more, no less—and the pump will automatically stop. Remove the full barrel and replace with an empty and repeat the operation.

This is only one of the many, many exclusive features in a

### BOWSER SAFE OIL STORAGE SYSTEM

This particular system, as illustrated, consists of a specially constructed rectangular oil storage tank connected to a powerful combination suction and force pump that accurately measures in gallons and records all oil drawn. It can also be set to pump any predetermined amount from 1 to 1,100 gallons and then repeat.

This pump may be used with any type "C" underground storage system, and will handle any kind of paint or lubricating oil, gasoline, etc.



### EVAPORATION, LEAK, BURGLAR AND FIREPROOF

Bowser Systems are made to conform to that measure of safety prescribed by the National Board of Fire Underwriters and are so labeled by the Laboratories. This is the last word on SAFETY.

Write for descriptive illustrated booklet, giving further details on this interesting subject.

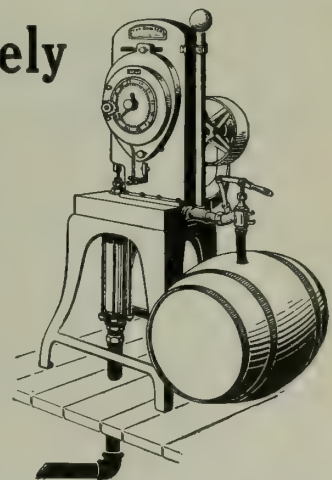
**S. F. BOWSER & CO., Inc.**  
66-68 FRAZER AVE. TORONTO, ONT., CAN.

Made by Canadian Workmen and Sold by Canadian Salesmen

Sales Offices in all Centres, and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.





# HARDWARE AND METAL

Crystal Damar	2.00
No. 1	2.25
Pure asphaltum	1.00
Oilcloth	1.00
Lighting	0.25
Elastile varnish	0.25
Copeline varnish	0.25
Graniline floor finish	0.25
Jamieson's floor enamel	1.75
Sherwin-Williams kopal varnish	2.50
Canada Paint Co.'s sun varnish	2.25
"Kyanite" interior finish	2.25
"Flint-Lac" coach	1.00
B.E. Ltd. "Gold Medal" cases	2.25
Dependol Lt. H. Oil Finish	1.25
Elastic Floor	2.25
Flatline floor finish	0.25
Elastic exterior finish	0.25
Stovepipe varnish, 1/4 pta. gross	3.00
Pure white shellac varnish, bbls.	1.00
Pure orange shellac varnish, bbls.	1.00
No. 1 orange shellac varnish, bbls	1.40

WINDOW GLASS.			
Size United	Double	Star	Diamond
Inches.			
Under 26	4.25	4.25	4.25
26 to 40	4.65	4.65	4.65
41 to 50	5.10	5.10	5.10
51 to 60	5.55	5.55	5.55
61 to 70	5.75	5.75	5.75
71 to 80	6.25	6.25	6.25
81 to 90	7.00	7.00	7.00
91 to 100	15.00		
101 to 120	17.50		
121 to 140	20.00		
Toronto, 15 p.c.			
Montreal prices, no discount.			
Size United	Double	Star	Diamond
Inches.			
Under 26	3.40	5.00	
26 to 40	3.60	5.45	
41 to 50	4.00	6.25	
51 to 60	4.25	6.75	
61 to 70	4.50	7.25	
71 to 80	4.75	7.75	
81 to 90	5.50	8.50	
91 to 100	10.00		
101 to 120	11.00		

WHITE LEAD GROUND IN OIL.			
Anchor	Per 100 lbs.	Montreal	Toronto
No. 1	8.25	8.20	8.20
"Anchor," pure	8.25	8.20	8.20
Bradford's B.B. Genuine	8.25	8.20	8.20
C.F.C. Decorators, pure	8.25	8.20	8.20
Crown and Anchor, pure	8.25	8.20	8.20
Elephant, Genuine	8.55	8.50	8.50
Essex, Genuine (Windsor)	8.25	8.20	8.20
Island City Decorators' pure	8.25	8.20	8.20
Lily Pure	8.25	8.20	8.20
Moore's Pure White Lead	8.25	8.20	8.20
Monarch (Windsor)	8.25	8.20	8.20
Munro's Select Flake White	8.25	8.20	8.20
Purity C.O. Co's, Ltd.	8.25	8.20	8.20
Ramsay's Pure Lead	8.25	8.20	8.20
Ramsay's Exterior	7.80	8.15	8.15
Sterling Pure	8.25	8.20	8.20
Tiger Pure	8.25	8.20	8.20
"James Genuine"	8.25	8.20	8.20

WESTERN SCHEDULE.			
Terms—	2 p.c. 30 days or net 3 months from date of shipment.	Packages 25 lbs. and over 500-lb. lots 15c per 100 lbs. lower.	Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.

WHITE ZINC (DRY)			
Extra Red Seal, V.M.	0.07%		
WHITE ZINC IN OIL.			
Pure, in 35-lb. tins	0.10		
No. 1	0.07		
No. 2	0.06%		

WHITING.			
Plain, in bbls.	0.05%		
Gliders bolted in barrels	1.00		

HARDWARE.			
ADZES.			
Carpenters', per doz.	13.50	14.00	
Plain ship	18.00	22.00	
Single bit, per doz.	6.75	9.50	
Double bit	10.50	12.00	
French Axes	6.75	10.00	
Broad Axes	22.75	25.00	
Hunters' Axes	5.00	6.00	
"Boys" Axes	5.75	6.50	
Lathing hatchets	4.70	10.00	
Shingle hatchets	1.45	6.75	
Claw hatchets	1.70	6.00	
Barrell hatchets	5.50	6.50	

ANVILS.			
Buckworth, per lb.	0.10%		

AMMUNITION.			
"Dominion" Rim Fire Cartridges and O.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 18 and 2 1/2 p.c. Centre Fire Pistol Cartridges, 25 and 7 1/2 p.c. Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.			
"Crown" Black Powder, 30 and 19 p.c.; "Sovereign" Black Powder, 30 and 19 p.c.; "Regal" Dense Smokeless Powder, 30 and 19 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.			
Shot standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.200 per 100 lbs.; bags less than 25 lbs., 5c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.			

AUGERS AND BITS.			
Ford's auger bits	30	and 10	
Irwin's auger	47 1/2		
Gilmour's auger	70		
Rockford auger	50	and 10	
Gilmour's car	47 1/2		

Clark's expansive	40
Jennings' Gen auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	
BARN & PARLOR DOOR HANGERS	
Richards Wilcox No. 021 B.D. Trolley, pt.	0.80
Richards Wilcox No. 117 P.D.	
Hanger, full set	2.75
Stearns wood track	Special
Zenith	9.00
Atlas, steel covered	5.25 6.60
Perfect, No. 1	8.50
Perfect, No. 1 1/2	9.50
Perfect, No. 2	10.00
New Milo, flexible	6.90
Double strap hangers, dozen sets	6.50
Standard jointed hangers, dozen sets	6.45
Steel King hangers, doz. sets	6.40
Storm King and safety hangers	6.25
Storm King rail	4.25
Crown	4.65
Crescent	6.50
Sovereign	7.25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-15 in. (100 ft.)	3.25
Steel track, 1 1/4 in.	4.75

BELTING.			
Extra, 60 per cent.			
Standard, 60 and 10 per cent.			
No. 1, not wider than 5 in., 60 and 10 per cent.			
Agricultural, not wider than 4 in., 75 per cent.			
Lace leather, per side, 85c; cut laces, 5c.			

BIRD CAGES.			
Brass and Japanned, 40 p.c.			
BOLTS AND NUTS.			
Per cent.			

Carriage Bolts, common, new, \$1 list	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron (\$1 list)	
Machine Bolts, 1/2 and less, 65 & 5	
Machine Bolts, 7-16 and up, 67 1/2	
Plough Bolts	55 & 5
Blank Bolts	67 1/2
Bolt ends	67 1/2
Sleigh Shoe Bolts, 1/2 and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screws	70 & 10
Nuts, square, all sizes, 4c per lb. off	
Nuts, Hexagon, all sizes, 4 1/2c per lb. off	
Store rods, per lb., 5 1/4 to 6c.	
Store Bolts, 80, 7 1/2 per cent.	

BUILDING PAPER, ETC.			
Tarred Slaters' Paper, per roll.	0.95		
O.K. Paper, No. 1, per roll.	0.95		
O.K. Paper, No. 2, per roll.	0.70		
Plain Fibre, No. 1, per 400 ft. roll	0.50		
Plain Fibre, No. 2, per 400 ft. roll	0.35		
Tarred Fibre, No. 1, 400 ft. roll	0.62		
Tarred Fibre, No. 2, 400 ft. roll	0.43		
Tarred Fibre Cyclone, 25 lbs., roll	0.82		
Dry Cyclone, 15 lbs.	0.80		
Plain Surprise, per roll	0.42		
Resin sized Fibre, per roll.	0.42		
Asbestos Building Paper, p. cwt.	3.25		
Heavy Straw, plain and tarred, per ton	38.00		
Carpet felt, per cwt.	2.40		
Tarred wool roofing felt, cwt.	2.00		
Pitch, Boston or Sydney, 100 lbs.	0.85		
Pitch, Scotch, per 100 lbs.	0.85		
Heavy Fibre, 35 ft. x 60 ft., per 100 lbs.	2.60 3.00		
2 Ply Ready Roofing, per sq.	0.75		
3 Ply Ready Roofing, per sq.	0.95		
2 Ply Ready Roofing, per roll.	1.15		
3 Ply complete, per roll.	1.35		
Liquid Roofing Cement, bbls., per gallon	0.17		
Liquid tins cement, 5c	0.19		
Crude coal tar, per bbl.	4.50		
Refined coal tar, per bbl.	5.00		
Shingle varnish, per bbl.	5.00		
Caps, per lb.	0.05		
Rails, per lb.	0.05		
Mop Cotton, per lb.	0.17		

BUTTS.			
Plated, bower barf & Nickel, No. 241, 45 per cent.			
Wrought brass, 45 p.c. off revised list.			
Cast iron loose pin, 50 p.c.			
Wrought steel fast joint and loose pin, 70 p.c.			
Crescent brands, 70 p.c.			

CEMENT AND FIREBRICK.			
Canadian Portland, bags, per ton.	1.55 1.70		
White Bros. English	2.00 2.05		
"Lafarge" cement, in wood.	3.40		
Fire brick, Scotch, per 1,000 23 00 28 00			
" English	17 00 21 00		
" American, low.	23 00 25 00		
" high.	27 50 31 00		
Fire clay (Scotch), net ton	5.50		
Fire clay (American) net ton	5.00 10.00		

CHALK AND PENCILS.			
Carpenters Colored, per gross	0.85 0.90		
" lead pencils, p. gr.	2.40 4.75		

CHISELS.			
Cold chisels, 5 x 6 in., dozen	2.20		
Bever edge, 1 inch, doz.	2.50		
CHAIN.			
Proof coil, per 100 lbs., 1/4, \$5.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1, \$3.00.			
Steel fixtures, 35: trace chain 45; jack-chain, iron, 50; jack-chain, brass, 60; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 80 and 5; hammock chains, galvanized, 35 and 5.			
12 in., doz. prs.	4.65	4.30	

CHURNS.			
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.			
Clamps.			
Malleable swivel head, 4 in.	3.50		
" adjustable, 4 in.	7.50		
Carpenters, 3 feet	3.60		

COMPOUND.			
Soclean Sweeping.			
1/2 lb. size, 2 doz. in case, case.	4.50		
1 lb. size, 2 doz. in case, case.	7.20		
1 1/2 lb. size, 1 doz. in case, case.	6.75		

CONDUCTOR PIPE.			
2 inch, in 10 foot lengths	3.45		
3 " "	4.20		
4 " "	5.53		
5 " "	7.60		
6 " "	9.25		

COTTER PINS.			
Cotter pins, 50 p.c. Montreal.			
COPPER AND NICKLE WARE.			
Copper boilers, kettles, 40 per cent.			
Copper tea and coffee pots, 40 per cent.			
Copper pitta, 30 and 5 per cent.			
Foundry goods, hollow ware, 45 p.c.			

DOOR KNOBS.			
Porcelain, mineral and jet knobs, 5c doz. more than list price.			
Canadian.			
Door pulls, 50 per cent.			

DOOR HANGERS (PARLOR).			
Single sets, each (Easy brand)	1.90		
Double sets, each	3.20		
Unbreakable rail, 100 feet	5.25		

DOOR SPRINGS.			
Chicago (coll), 25 per cent.			
Reliance (coll), 20 per cent.			
DRAW KNIVES.			
Carpenters 6 inch, doz.	5.25		
Folding handles, 8 inch, doz.	1.00		

DRILLS.			
Bit Stock Drills, 60 and 5 per cent.			
Wood Drills, 35 per cent.			
Straight Shank Drills, 50 and 10 p.c.			

ESCUTCHEON PINS.			
Steel, discount 50 per cent.			
Brass, 50 per cent.			

EAVETROUGHS.			
8 inch, in 10 ft. lengths, per 100 ft	3.02		
10 " "	3.31		
12 " "	3.68		
15 " "	5.53		

Add extra 10c per 100 ft. O.G. Round			
FACTORY MILK CANS.			
Milk cans and pails, 35 p.c.			
Creamery cans, 35 per cent.			
Cheese factory cans, 35 per cent.			
Hand delivery and creamery cans, 35 p.c.			
Railway cans, 40 per cent.			
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 7 1/2 and 5.			
Plain, 7 1/2 and 15. Creamery trimmings, 75 and 12 1/2 per cent.			
Common, cork-lined, 35 per cent.			

FILES AND RASPS.			
Per cent.			
Disston's	75		
Great Western American	75		
Kearney & Foot, Arcade	75		
J. Barton Smith, Eagle	75		
McClellan, Globe	75		
Black Diamond	65%		
Delta Files	60		
Nicholson	65%		
Jowett's (English) 1st	27 1/2		
Spear & Jackson (English list)	35		

FORGES.			
Blacksmiths portable, 135 lbs.	9.25		
GALVANIZED WARE.			



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**They Save  
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and Material**

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

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We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

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The Ontario Metal Products Co., 102 Front Street East

Agents for Alberta  
Tees & Persee of Alberta, Ltd. Calgary, Alta.



# HARDWARE AND METAL

## LUMBERMEN'S SUPPLIES.

Ant hooks, dozen, from	12 00
Axe handles, from	6 80
Axe handles, dozen	80 75
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00

## MALLETS.

Tinmith's 2 1/2 x 5 in., per doz.	1 25
Carpenters', round hickory, 5 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

## MATS.

Wire door mats, standard, 16x24, doz.	0 00
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## METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 00

## MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, \$4.50 dozen.	
Picks, 6 to 7 lb., \$4.50 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 15c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 cents per lb.	

## MOPS AND IRONING BOARDS.

Mops, per doz.	1 20
Folding ironing boards	10 25

## NAILS.

Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.50.	

Miscellaneous wire nails, 75 per cent.	
Coppers' nails, 33 1/3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base

## OAKUM.

Plumbers...per 100 lbs.	3 25
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## OILERS.

Kemp's Tornado and McClarys Model galvanized oil can with pump, 5 gallon, per dozen.	10 00
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Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

## PLATED GOODS.

Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	

Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singles" and "Alask," Nevada silver flatware, 42 per cent.	

## PIECED TIN WARE.

Discount, 35 per cent.	
10-qt. flaring ash buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	

Coal hods, 35 per cent.	
Boiler and tea kettle pucks, 30 and 5 p.c.	

## GLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

## PLANES.

Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	

Prices. Pliers and Nippers per doz.	
Button's genuine, 37 1/2 to 40 per cent.	

## PLOUGH LINES.

Russia snap	per gross 30 00
Indian snap	25 00

## RAZORS.

Boker's	per doz. 1 50
Boker's King Cutter	13 20
Henckels	1 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1/3 p.c.	
Edelweiss	16 00

## ROPE AND TWINE.

Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger.	0 27

Russia Deep Sea line, 7-16 and larger, 18c.	
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Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/2

Sisal bed cord, 48 feet, per doz.	0 90
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08

Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 36
4-ply twine.	0 30
Mattress twine, per lb.	0 45
Staging	0 35

## REFRIGERATORS.

Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	

## RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 18.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	

Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c per lb.	
Tinned rivets, net extra 1/4c per lb.	
Coppered Rivets, net extra 2 1/2c per lb.	

## RIVET SETS.

Canadian, 35 to 37 1/2 per cent.	
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## RULES.

Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50

## SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 35
Mrs. Potts, No. 50, nickel-plated, per set	0 30
Mrs. Potts, handles—japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

## SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.	
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## SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63

## SASH CORD.

No. 3, per lb.	0 30
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Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	

## SAW SETS.

Canadian discount, 40 per cent.	
Screen Doors and Windows, Doz.	

Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14x18, open 2 1/2 inches	1 00
Perfection window screens, 14x15, open 2 1/2 inches	1 80
Model window screens, 14x22, open 3 1/2 inches	2 25

## SCALES.

Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	

## SCYTHES.

Canadian, 40 per cent.	
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## SCREWS.

Wood F.H., bright and steel	85 18
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10 5
" R.H., bronze	65 10 5

Drive screws	65 10 5
Set, case hardened	60
Square cap	50 and 50 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

## SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.	
Fillister head, iron and brass, 25 p.c.	

## SCREW DRIVERS.

Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	1 80

## SCISSORS AND SHEARS.

Clausen, nickel scissors and shears, 60;	
Japan, 65; tailors, 40; pruning, 75.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	

## SELF BRACKETS.

No. 140, 45 and 10 per cent.	
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## SKATES AND HOCKEY STICKS.

Start skates, 35 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$5.25.	
Pucks, net, \$1.50.	

## SHOVELS AND SPADES.

Shovels	1st 2nd 4th
Draining tools	60 55 and 2 1/2 p.c.
Scoops	50 and 5 45 and 5
Hollow backs and sand shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	

Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	

## SQUARES.

Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/4, doz. net	\$2 85

## SNAPS.

Harness, 25 per cent.	
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## SOLDERING IRONS.

Base, per lb., 25 cents.	
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## STAMPED WARE.

Plain, 7 1/2 and 15 p.c.	
Retinned, 7 1/2 and 5.	
Tinners' trimmings, 7 1/2 and 5.	

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

## STAPLES.

Poultry netting, 100 lbs.	6 70
Bed 100 lb., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/3 p.c.	
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## STOVE BOARDS.

Lithographed, 60 and 10.	
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## STOVEPIPES.

5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 15
Nestable, 40 per cent.	

## STOVEPIPE ELBOWS.

and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, 15c per doz.	

## STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75
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## STONES-OIL AND SCOUR.

Washita Oil, No. 1, 6 in. Dozen	
7 in., 8 in.	3 50 4 00 5 10
No. 2, 6 in., 7 in., 8 in., 2 1/2 3 10 3 50	
Hindustan	0 06 0 10
" alip	0 18 0 20
" Axe	0 16
Deer Creek	0 10
Degripick	0 25
" Axe	0 15

Lilly White, 6 in., 7 in.	6 00 6 50 7 60
8 in., doz.	1 50
Arkansas	0 10
Water-of-Ayr	0 10
Scythe	per gross 3 50 5 00

## TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90;	
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brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; linetacks, in bulk, 15; lining tacks, solid heads, bulk, 75; saddle nails, in papers, 10; saddle nails in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
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Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821, 1 35	
" Steel, No. 1840, 50 ft.	1 25

Diston's, 100 p.c.	
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Tin can and dairy, 75 to 75 and 10 p. c.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	

Traps (STEEL GAME).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneside Jump (Star), 50, 10 and 5 p. c.	

Traps (RAT AND MOUSE). Doz.	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse	0 25
Hold-Fast (formerly Devil) Rat	0 25
Trap	0 80
5-Hole Tin Chokers	0 80

Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square re-acting, per doz.	77 50
Dowsewell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	121 50
L.K.L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent.	
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Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Fattie 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	61 75
Sunlight, 111	44 50
20 per cent.	

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

box tacks, 80 and 10.	
TAPE LINES.	



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**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

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One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

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Put up in bright, attractive packages; ready sellers both to painters and consumers.

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Write for our agency proposition; also colour cards.



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There is always someone somewhere looking for just such proposition as you have to offer.

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**FOR SALE—A FIRST-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**FOR SALE—WELL ESTABLISHED BUSI-**ness in Western Ontario City, large turnover, low expense, good city and farm trade, central location, near market, reason for selling illness, exceptional opportunity. Box 800, Hardware and Metal, Toronto.

**HARDWARE AND FURNITURE FOR SALE**—single or together. Business last year \$50,000. On main line of C.P.R., Southern Saskatchewan. Stock about \$8,000, buildings

**FOR SALE—TINSMITHING AND PLUMB-**ing business. Long established in a thriving town centrally located. Good showroom and work shop. Address J. J. Cain, Alliston, Ont. (21)

## SITUATIONS WANTED

**HARDWARE MAN 38—15 YEARS' EXPERI-**ence, desires position, good salesman and hustler. Strictly temperate. Box 797, Hardware and Metal, Toronto. (21)

**HARDWARE AND STOVE SALESMAN WITH** several years' experience in general hardware, is looking for a good, steady position with a good hardware firm in some busy town or city in Ontario. Box 805, Hardware & Metal, Toronto. (20)

## SITUATIONS VACANT

**WANTED—HARDWARE SALESMAN AND** window dresser. State experience, references and salary. McPherson Bros., Medicine Hat, Alta. (21)

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL EX-**perience in plumbing and steamfitting trades. Must have good education and address. Spend opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

## WANTED

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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**MANUFACTURER OF FULL LINE HOUSE-**house specialties wants local representatives in all important cities to handle line on commission. Department stores, hardware dealers, instalment houses, premium concerns are all big users. State experience, lines handled and territory covered. We want none but those who can "make good." For such our proposition is an excellent one. Box 804, Hardware & Metal, Toronto. (25)

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**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —**Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

**THE NATIONAL CASH REGISTER COM-**pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

**HINTS FOR PAINTERS, DECORATORS,** and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

## TECHNICAL BOOKS

**SALESMANSHIP, DEPARTMENT AND SYS-**tem, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

A want ad. in this paper will  
bring replies from all  
parts of Canada.

## Interested ?

In Buying a Business  
In Selling a Business  
In Engaging a Clerk  
In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

### Then Use

### A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

### No Other Paper Reaches All These Men

#### RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,  
1c. per word subsequent insertion,  
5c. extra per insertion for box number if desired.

## Hardware and Metal

MONTREAL TORONTO WINNIPEG

Somewhere in Canada a hardware house is looking for a young man to fit in. I want their address. Twenty-seven, 7 years' hardware experience, latterly as head clerk. Teetotaler trustworthy, and not afraid of work. At present with hardware store handling large volume of country trade. Free June fifteenth. Excelsior, Box 802, Hardware & Metal, Toronto. (20)

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."



# JAMIESON'S Pure Prepared Paints

are the result of over half a century of concentrated effort along one line,—the production of a high quality paint.

Every can is a witness to our success.

**R. C. Jamieson & Co.,**  
LIMITED

Montreal Vancouver

Established 1858

*We want more agents to help us supply the ever increasing demand. Will you be one?*

**R.S.V.P.**



**F. E. MYERS & BRO.**  
ASHLAND, OHIO

PUMPS OF ALL KINDS  
HAY UNLOADING TOOLS  
BARN DOOR HANGERS  
guaranteed by our reputation for fair dealing.

The name means "QUALITY"  
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

**You can't Af FORD to be without the FORD**

No live dealer is without it. The demand is increasing every day.

Write for Catalog and Circulars.

FORD AUGER BIT COMPANY, - Holyoke, Mass.



## NEW ERA PAINT

**IS THE ENSURANCE OF PAINT SATISFACTION**

This paint has lasting qualities that are greater than many highpriced paints.

It cannot be excelled as a surface cover and will resist all extremes of the weather.

A trial will be most convincing. Try it.

New Era Paint is absolutely guaranteed.



**Standard Paint and Varnish Co., Ltd.**

Windsor, Ontario

**NOVASCOTIA STEEL & COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



THE  
RIGHT  
PAINT

RAMSAY'S PAINTS

TO  
PAINT  
RIGHT



### To Our Agents—

This window trim will assist you with your paint sales. It is free to you. Send for it at once.

### To Those Who Are Not Our Agents—

We would say that this is only one of many selling helps that go with the Ramsay agency. Write for particulars.

**A. Ramsay & Son, Montreal**

Paint Makers Since 1842



### FOR SERVICES RENDERED

#### The Why and Wherefore

of the willingness of the Maple Leaf consumer to return and spend more money for Maple Leaf Paints and Varnishes is because M. L. lines have rendered him good service.

Consequently they render service to the dealer in building steady, reliable, growing trade.

#### FOUR SERVICE RENDERING LINES:

**Maple Leaf Paints. Maple Leaf Flat Wall Colors. Maple Leaf Floglaze. Maple Leaf Varnishes.**

WRITE to-day and let us tell you about our Maple Leaf Proposition.

Co-operation is the keynote of our M. L. Decorative Aid Department.



### National Steel Rim Locks

**ASSURE GREATEST SECURITY and DURABILITY**

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

**NATIONAL HARDWARE CO., Limited**

ORILLIA, ONT. CANADA



The success of your business depends very largely on giving good value.

Here are the two best values in house paints on the market. These products will please your customers, because they are highest quality and sell for a moderate price. They will please you because they will bring more profitable business to you.



## CANADA PAINT

There is no better paint made than Canada Paint. It is manufactured from selected white lead and zinc, and pure linseed oil, with the necessary coloring pigments and driers.

Half a century's experience in the manufacture of reliable finishes has enabled the Canada Paint Co. to produce a paint which gives the longest and most satisfactory service. Property Owners buy paint nowadays according to the years of service it will give them, not because it is high or low in price.



## SANITONE

This product represents the latest and most desirable finish for the artistic and sanitary decoration of interior walls and ceilings. It is an oil paint that gives a flat, velvet effect which is very artistic and pleasing to the eye. It is durable and sanitary, and can be washed with soap and water. Sanitone is economical in use, and does away with the labor and expense of stippling.

You will soon have a good demand for Sanitone if you push it. Write for descriptive folder showing 24 shades.



**PAINTS & VARNISHES  
STAINS, ENAMELS, COLORS  
a finish for every surface**

THE CANADA PAINT CO. LTD, MONTREAL, TORONTO, WINNIPEG.





## Play Ball!

Keep a clear *head*, a watchful *eye*, and steady *nerves*.

*That's* the gospel of the game—that and *team work*—follow it and the pennant's *yours*.

It's the gospel of your business, *too*.

Do you follow it?

What is team work but co-operation?

Are you *getting* it? *We work with you*—not *at* you. We can't begin to do justice to our 1913 proposition to the trade in print. It's the biggest, best and *most profitable* for you. Write us about it *to-day*.

The

*Glidden*

Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels,  
Endurance (Mission) Wood Stains, Waterproof Flat Wall  
Finishes and Cement Coatings.

*Here's a  
Good one for  
the Dealer*

The dealer who sells  
*NEU-TONE* has something to toot  
his horn about, and he can blow it as long and  
as hard as he may, but he cannot overtoot the good  
qualities of—

## NEU-TONE

### Flat Washable Wall Paint

If you do not know these qualities, we want to tell you  
about them—we want to put you in the way of a lot of  
good wall business.

Every part of the house has paid tribute to the benefits  
of **MARTIN-SENOUR PAINTS**, and now the walls ring  
like silver to the dealer who sells *NEU-TONE*. You can sell it  
*if you will*—write for the right today.

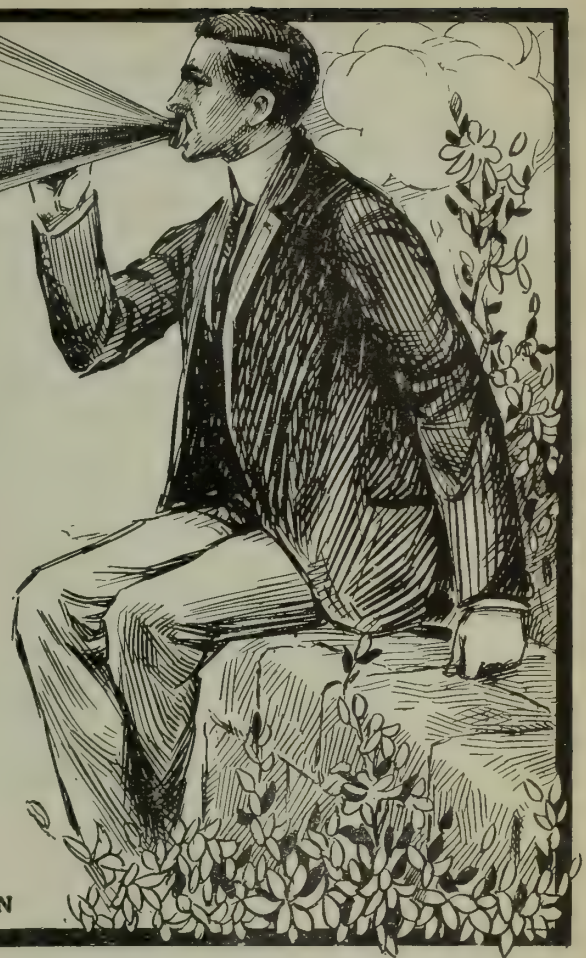
**The Martin-Senour Co.**  
(LIMITED)

MONTREAL

CHICAGO

WINNIPEG

LINCOLN



## Those Who Know Cane's Washboards Always Specify Them

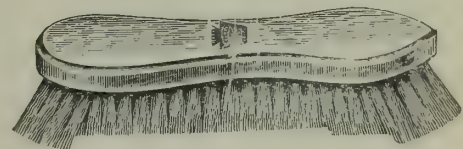
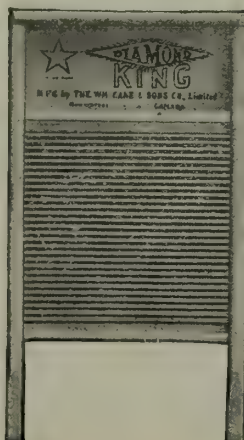
Because They are Right in Price and  
Give the Best Service

Cane's Washboards stand in a class by themselves  
for neat construction, quality and durability, and  
pay an attractive profit.

Among the 13 different styles and grades you will  
have one to meet every demand.

If you haven't our catalog on  
"Cane's" Wash-day wooden-  
ware, we will be pleased to  
send you one.

**WM. CANE & SONS CO.**  
LIMITED  
NEWMARKET, ONT.



## You Cannot Always Tell

by the look of a Brush how it is going  
to wear, and therefore it is important  
that you buy goods that are backed up  
by the reputation of a reliable manufac-  
turer. Every Brush bearing the Key-  
stone Brand is guaranteed to give sat-  
isfaction, and you can place them in  
the hands of your customers with con-  
fidence.

Manufactured by  
**Stevens-Hepner Company**  
Limited  
PORT ELGIN, ONT.





## Sell the Cleveland

The Grindstone With This Trademark

Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle—the line is complete, and your profits are generous.

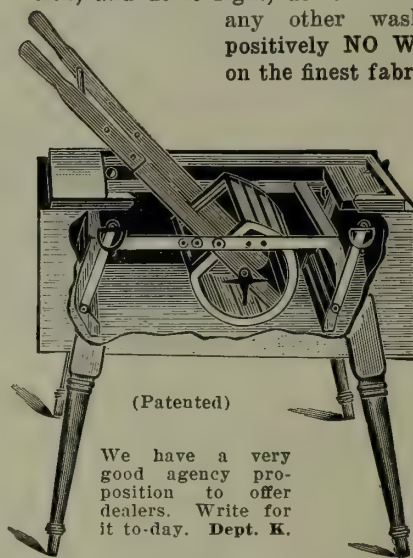
Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness.

The Cleveland Stone Company  
Cleveland, Ohio



## The Knoll Double-Action Washing Machine

The one that will do the whole work in one operation, and do it right, do it faster and better than any other washer made, with positively **NO WEAR** and **TEAR** on the finest fabrics.



Knoll Washers make satisfied customers everywhere.

They are the most dependable line that you can handle. The greatest labor-saving machines ever invented.

Over 100,000 in use — not one has ever been returned as not giving satisfaction.

(Patented)  
We have a very good agency proposition to offer dealers. Write for it to-day. Dept. K.

Schultz Bros. Co., Limited  
Brantford, Ont.

# THOMAS BLACK

HEAVY HARDWARE  
AND  
BUILDERS' SUPPLIES

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement  
"ACME" Keene's Cement  
"HAMMER BRAND" Plaster of Paris  
"R.I.W." Waterproofing Products  
"UTILITY" Wall Board

"PERFECT" Corner Bead  
"PERFECT" Metal Lath  
SAMSON Car Movers  
IDEAL Tube Expanders  
CONEWAGO Waterproofing Paper

REASONABLE PRICES

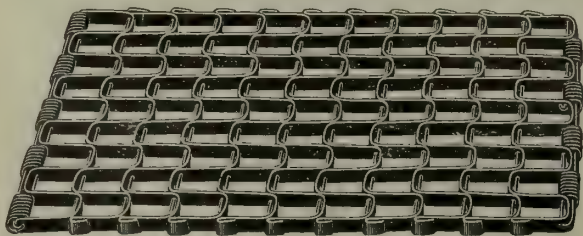
EXCELLENT SERVICE

## Your Customers Want The Most For Their Money

When you have a call for a door mat be prepared to sell "Keystone" Flexible Steel Mats. They cost no more than ordinary kind and will last a life-time. Can be used in wet-places as they will not rust.

"Keystone" Mats have continuous crimps of ribbon steel—no short pieces. They are well made and attractively finished.

If your jobber can't supply you, write us.



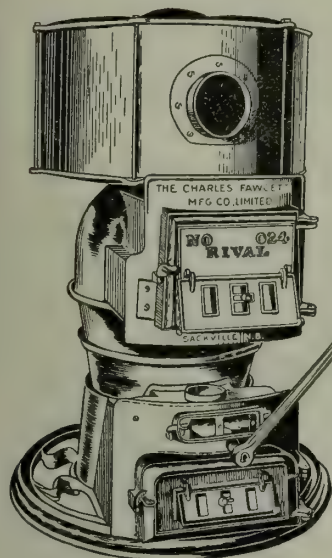
Kuhne-Anderton Mfg. Co.  
SOLE MANUFACTURERS  
PORT HOPE, ONTARIO, CANADA



# Williams & Taylor

MFRS. AGENTS

288 Princess St., - WINNIPEG



Chas. Fawcett  
Ltd.

Stoves  
Ranges  
Furnaces

Sussex Mfg. Co.,

Refrigerators

Bolte Mfg. Co.

Concrete Mixers

We carry stocks of the above lines  
and can ship promptly.

TRY US.



## In the Public Eye

WE don't want you to forget,  
among other important advantages of the Berry Brothers' line—

That it is the most widely advertised line on the market—

That years of consistent and persistent publicity in the magazines and newspapers have made the Berry Brothers' Label the best label you can put on your shelves.

Berry Brothers' reputation can add to your reputation.

Berry Brothers' quality will back up and support that reputation.

HAVE you written to us yet about our new selling-plan? It is well worth your investigation, as it presents a new way in which you can buy varnish so as to increase your percentage of profit and at the same time give your customers greater satisfaction.

### BERRY BROTHERS

The World's Largest Varnish Makers  
WALKERVILLE, ONTARIO



# LOOK ON THE BOTTOM FOR THIS "OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

"Oakville" has made ALUMINIUM  
Cooking Utensils available to all.  
Good dealers handle "OAKVILLE"  
WARE and profit. Write us to-day.

Western Distributors:  
Moncrieff & Endress, Ltd., Scott Bldg.  
Winnipeg, Man.

"WILL OUTWEAR ANY WARE"  
THE WARE MFG. CO. LTD. OAKVILLE, ONT.



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

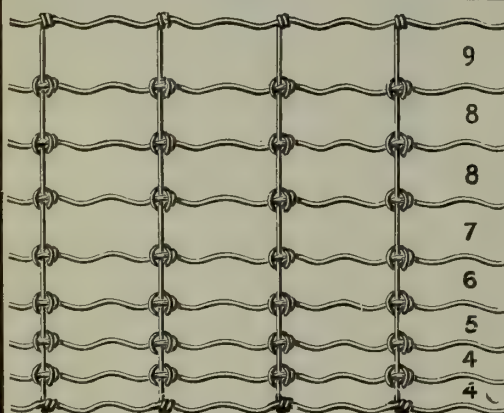
Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable  
Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough  
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and  
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like  
this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

Owen Sound, Ontario

## MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct  
machines, classified according to quality of rolls from Five, Three,  
Two and One Year Grades. Styles include Covered and Open Gears,  
Plain and Ball Bearings, Flat and Spiral Springs, Single Lever  
Clamping Attachments and Malleable Iron Clamps which fit any tub.

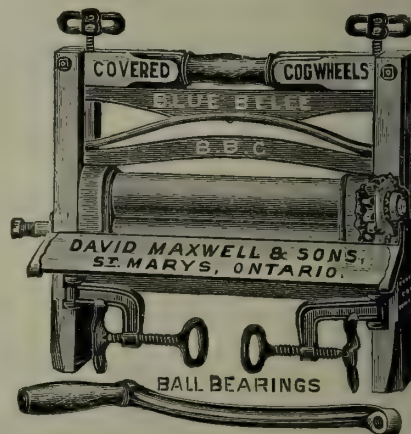
In each of these Grades and Styles you can give your customers  
the very best value they can possibly get for their money.

Write for Catalogue and Prices.

**DAVID MAXWELL & SONS**

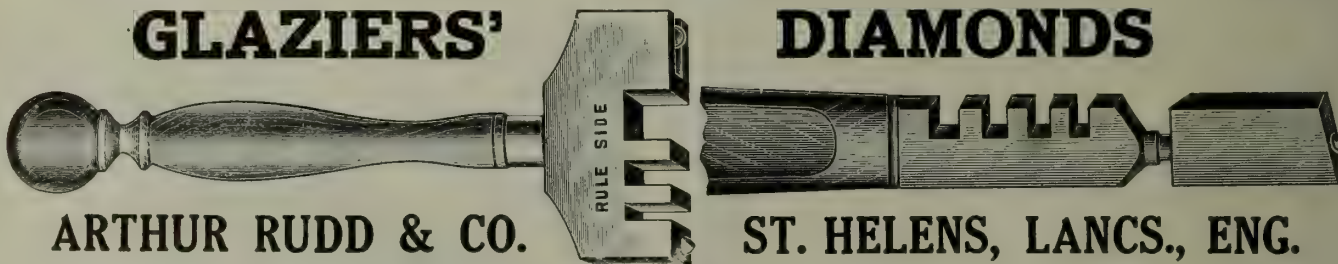
ST. MARY'S,

ONTARIO



## GLAZIERS'

## DIAMONDS



ARTHUR RUDD & CO.

ST. HELENS, LANCS., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also  
done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.  
Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.

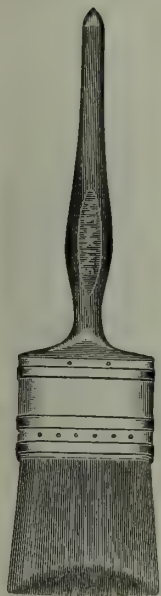




**You'll Get Many Re-Orders  
from the Most Particular  
Painters**

**If You Sell Them Our High Grade**

# PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



**Meakins & Sons, Limited**  
Hamilton, Ontario



Q The proof of the roof is in its waterproofing. Genasco Roofing is made of Nature's everlasting water-proofer—Trinidad Lake asphalt.

Q It is rain-proof, sun-proof, wind-proof, heat-proof, cold-proof, acid-proof and alkali-proof. This means it is also expense-proof.

Q This is the kind of roofing that is sure to appeal to customers. And the satisfaction it gives them ought to appeal to you.

Q We are educating people to use this genuine Trinidad - Lake-Asphalt roofing, through our persistent magazine- and agriculture-paper-advertising.

Q We are directing them to you to get supplied. Take full advantage of this steady co-operation, and be ready to fill their wants.

Q Order Genasco from your jobber. The Kant-leak Kleets packed in rolls of Genasco smooth surface roofing are the latest improved watertight seam fastenings. They do away with cement and nail-hole leaks.

## The Barber Asphalt Paving Co.

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

**PHILADELPHIA**

New York

San Francisco

Chicago

D. H. Howden & Co., Ltd., 200 York St., London, Ont.; The Canadian Asphalt Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Branches: Ottawa and Toronto.





We help you sell

# YALE

## PRODUCTS

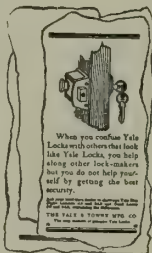
### 1<sup>ST</sup> Magazine Advertising

Month after month our advertising is teaching people to ask for Yale Locks and Hardware. And, while we are teaching them this, we furnish you with—



### 2<sup>ND</sup> Newspaper Advertisements

so that those who want Yale Products will know that *you* sell them. And, to strengthen your newspaper ads, we supply you with—



### 3<sup>RD</sup> Window Displays

so attractive that they reach out for trade that might otherwise pass by. And, having brought buyers into your store, we help you increase their purchasing power by giving you—



Booklets covering all Yale Products, for distribution over the counter and sending through the mails. This service is free to all who carry Yale Products in stock.

*Ask about our Dealers' Advertising Service*

**Canadian Yale & Towne Ltd.**

Makers of Yale Products in Canada; Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works:  
St. Catharines, Ont.

## This Gun In Your Window



with the price displayed on it, will catch the eye of any boy that passes by your store.

And you know that when a boy really sets his heart on anything, he can find ways and means of raising the money.

Higher-priced rifles are out of his reach, but he'll buy the Hamilton-27 as soon as you are ready to sell it to him.



are the product of years of experience, careful reductions of manufacturing cost, and exclusive patents. Thousands of boys and men think this gun is superior to rifles costing much more; thousands more are waiting to buy it as soon as it is shown them. Why not get the profit for yourself?

Now is the time to place an order with your jobber for a case of Hamilton rifles, Models 27 and 027. You will be surprised to see how soon you come back for more.

**C. J. Hamilton & Son**

Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.

# LUNDY SHOVELS

**Have All The Qualities That Are Essential to Rapid Sellers**

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

**LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION**



**Our Shovels yield a splendid profit**

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

**LUNDY SHOVELS** are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

**GIVE THEM A TRIAL.**

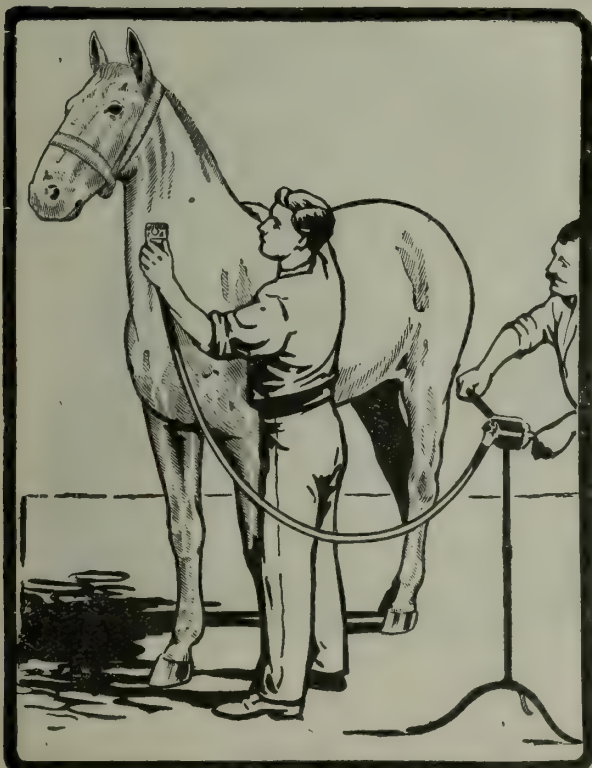
**The LUNDY SHOVEL  
AND TOOL CO., Ltd.**

General Office and Works:

**PETERBORO, ONTARIO**

**SELLING AGENTS:**

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;  
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,  
Vancouver, B.C.; N. B. Misener, Toronto.



**THIS SHOWS**

**BURMAN'S No. 17  
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

**SOLE AGENTS FOR CANADA**

**B. and S. H. Thompson & Co., Limited, Montreal**



# SEBCO EXPANSION BOLTS

## Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

### Star Expansion Bolts

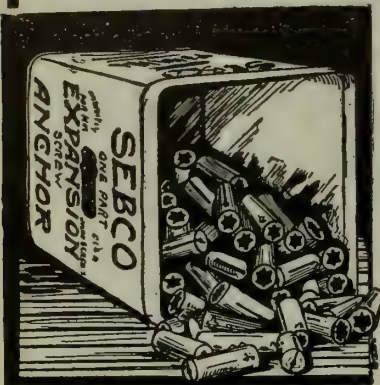
J. EDWARD OGDEN, Distributor

#### BRANCHES:

377 St. Paul Street,  
MONTREAL

20 Toronto Street,  
TORONTO  
1142 Homer Street, VANCOUVER

425 Henry Avenue,  
WINNIPEG



## The Boss Washer

Will Enable You To Command The  
Washer Trade In Your Vicinity

This washer has no weak parts which can possibly get out of order.

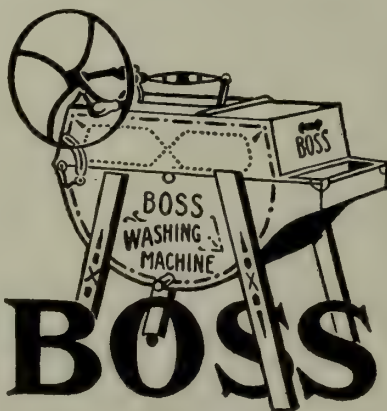
It is absolutely dependable, and easily operated.

Made of Louisiana Red Cypress—it will neither warp or split.

Thoroughly varnished, but not painted.

One million in use.

Give it a trial.



No. 23

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG



Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

**SCHRAMBERGER UHRFEDERNFABRIK,**  
G.m.b.H.  
Manufacturers of Safety Blades

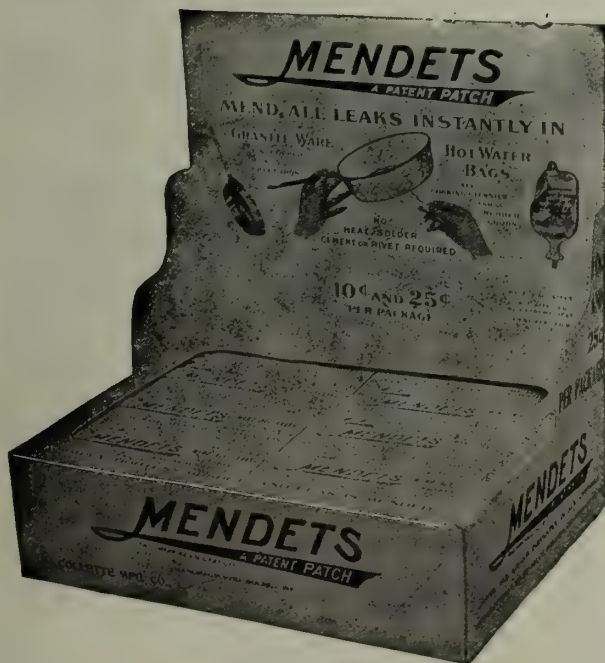
**SCHRAMBERG (WURTEMBERG) GERMANY**

Representatives for Canada:  
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

# Women Spend Thousands For Washers

Every year Canadian women spend many thousands for washing machines. And the field is ever expanding and growing richer. With some attention and a good, up-to-date washer like THE CONNOR BALL-BEARING WASHER, you could establish a very profitable washing machine dept. in your store. Other progressive dealers find THE CONNOR BALL-BEARING a big seller. Write for new catalog which describes some new washing machine features that make THE CONNOR BALL BEARING a big favorite with women.

**J. H. Connor & Son**  
Limited  
OTTAWA, ONTARIO



Over 5,000,000 Mendets in use.

Order from your jobber or  
write direct.

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.

# CASTOR OIL

**"HOMCO" BRAND**

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

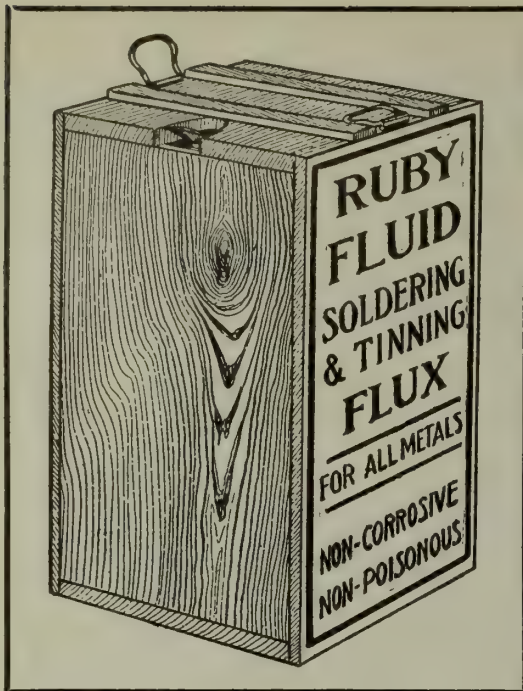
For all medicinal or lubricating  
purposes.

Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**  
Limited

MONTREAL - TORONTO - WINNIPEG





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

By The Introduction Of Expensive Machinery  
We Are Able To Make The Very Highest Quality

## GARBAGE CANS



These cans have no hoops or wooden strips to protect them on the outside and cause them to rust out and be unsanitary.

The BEADS make them very strong and rigid and there is no place for dirt to lodge in and make unsanitary conditions. Will not rust.

While we cater to a class of trade wanting first-class, strong garbage cans we can supply any kind.

We make a specialty of garbage can made of 18 gauge Galvanized Steel. Material that will stand severest usage.

Send trial order—the profit will appeal to you.



**The Steel Trough & Machine Co.**

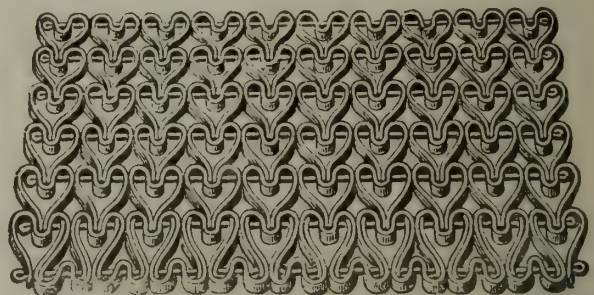
Limited

TWEED  
GORDON & SON  
Eburne, B. C.

ONTARIO  
J. H. ASHDOWN CO.  
Winnipeg

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO

**Peter Orr & Son's**  
Flexible  
**GLASS PAPER**  
**GLASS and EMERY**  
**CLOTH**

HAVE A REPUTATION  
OF NEARLY 100 YEARS

Order through our Canadian Agent:  
**George Peatt & Co., Box 1651, Winnipeg, Man**

WORKS:

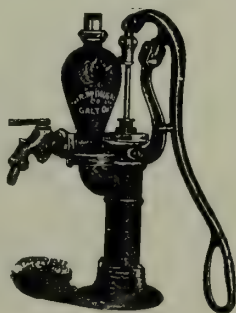
**280 Cathedral Street, Glasgow**

**MAKE MONEY FROM GOOD  
PUMPS—PROFIT**

Unless a metal pump is made just right  
it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—  
for dealer prices—for dealer terms.*

The  
**R. McDougall Co., Limited**  
GALT, CANADA

**DOMSTEEL**  
**WIRE**  
**Products**

"From Ore to Finished Product."

**Nail Wire, Rivet Wire, Annealed Wire**  
**Straightened and Cut to Length**

**WIRE NAILS**  
**All Standard**  
**and Special Gauges**

**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

**Specify "Domsteel**  
**Sterilized Nails."**

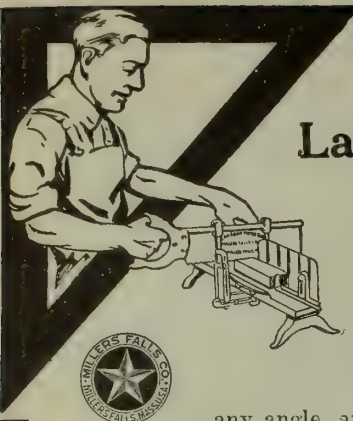
**DOMINION**  
**IRON & STEEL CO.**  
**Limited**

**Head Office and Works**  
**SYDNEY, N.S.**

Sales Offices:  
Sydney, N.S., and 112  
St. James St., Montreal.







## The Langdon Acme Mitre Box

This is the Mitre Box, the accuracy of which we **guarantee** when equipped with saws fitted by us.

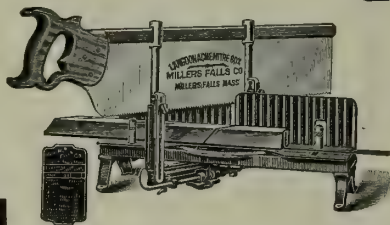
Instantly adjustable to any angle, and made with extra long saw guides that insure steadiness and accuracy. Saw supports have automatic catch for suspending saw and locking lever for securing saw at any required angle.

Made in three sizes for saws ranging from 22 in. to 30 in. This Mitre Box is the product of our long experience in making mitre boxes, and is unexcelled in every quality valued by practical men.

Ask us for details and prices.

**MILLERS FALLS  
COMPANY**

28 Warren Street,  
NEW YORK

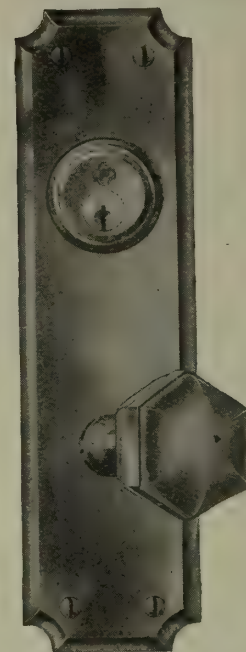


Ensure Absolute Satisfaction  
By Selling

## Peterboro Hardware

An  
Artistic  
Design  
for  
1913

Made in Wrought Brass  
and Steel and Cast Brass.



No. 18 and 19 Design

**Peterborough Lock Mfg. Co.**

LIMITED

PETERBOROUGH, ONT.

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke

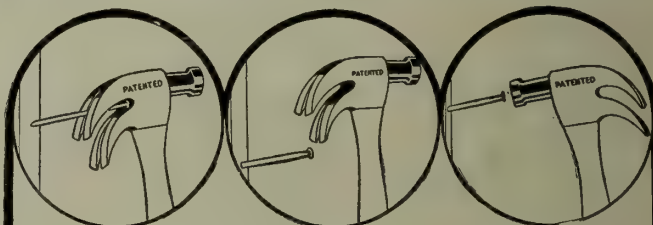


This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO



Strike

Lift

Drive

## Double Claw Hammer

Nails Higher Without Strain.  
Worth ten times more than  
the Common Hammer, costs  
three times more to make.  
Spend a little more for the tool  
and Save Money.

**ALL JOBBERS**

Manufactured by

**THE DOUBLE CLAW HAMMER CO.**

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the  
nail out  
straight  
without  
a block



The Strong Advantages  
of

## Pearson's Patent Poke No. 2

Assure Quick Sales At a Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial — the results are just the kind you want.*

Write for circulars and prices.

**J.H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.

Nearly Every Farmer Needs

## STEEL TANKS

Wood is scarce and expensive, therefore the day of the wooden tanks is near the end. It is gradually being replaced with galvanized steel tanks, which cost but little more and will give many times the service.

### Heller-Aller Tanks



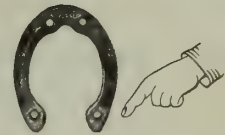
are built in many shapes and sizes to suit the requirements of your customers. They are strongly built, securely riveted, and well soldered, making them absolutely water-tight. We make Steel Storage Tanks (as illustrated), Round End Tanks, Cisterns, Troughs, etc. A good profit awaits you. Write for catalog and full particulars.

**The Heller-Aller Co.**  
Windsor, Ontario

# NEVERSLIPS ALWAYS HAVE RED TIPS



Neverslip Calks are  
marked with a Red Tip



Neverslip Shoes are  
marked with Red Tip.



All taps and drills for tapping and drilling  
Neverslip Shoes are marked with Red Tips.



## LOOK FOR THE



## RED TIP

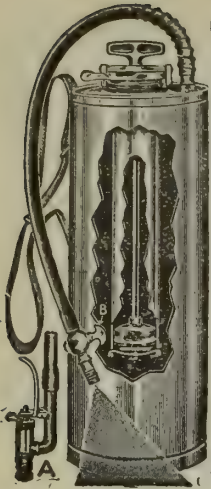
**NEVERSLIP MFG. CO.**

Factories:—

NEW BRUNSWICK, N.J., U.S.A. MONTREAL, CAN.

Canadian Office: —25 St. Peter St., Montreal





## The Improved Automatic Compressed Air Sprayer

The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

### CAVERS BROS.

MANUFACTURERS

GALT - - - ONT.



## Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

### Otterville Mfg. Co.

Limited

OTTERVILLE - - - ONT.

## JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

### CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK  
\* \*  
GRANTED 1682.

SOLE AGENTS FOR CANADA

### James Hutton & Company

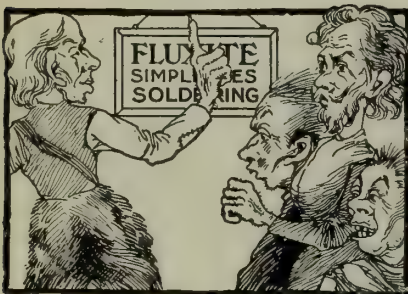
  
MONTREAL


BABBITT YOUR JOURNALS WITH

## ARCTIC METAL

It will save you extra work and extra worry. Tallman's reputation is in the goods.

### Tallman Brass & Metal Co.

  
HAMILTON, ONT.


### Chorus of Plumbers

Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

## FLUXITE

the paste flux that

### SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

## WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

## The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.



## Change of Name

*We beg to announce to the Heating Trade  
that the*

**PEASE-WALDON COMPANY OF WINNIPEG**

*will in future conduct business as the*

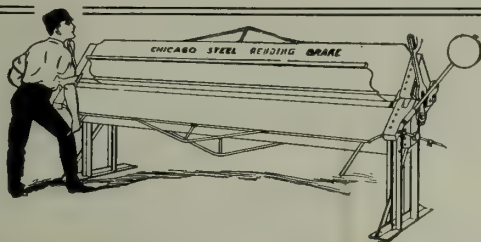
**PEASE WESTERN FOUNDRY**

Limited

Winnipeg

**The PEASE FOUNDRY CO., LIMITED**

Head Office:—TORONTO. Works:—BRAMPTON.  
Winnipeg Hamilton Vancouver Montreal



**CHICAGO STEEL BENDING BRAKES**  
(Made in 200 sizes)

Best results with least effort. Purchasers delighted, not only with the construction of the machine, but, also with the work it turns out.  
Sheet Metal Workers would do well to obtain full information concerning these machines.

**THE STEEL BENDING BRAKE WORKS, LTD.**  
CHATHAM, ONT.

## Natural Gas Goods

of every description

at

**T. F. BERMINGHAM'S**

20 John Street South  
HAMILTON, ONT.

## CASH or PARCEL CARRIERS

**SAVE TIME & MONEY**



**Quick Change Means Pleased Customers**

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



**CATALOG FREE**

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN LONDON E.C. ENG.

**THERE IS ONLY ONE  
GERMANTOWN LAMP BLACK**

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.



**THE LARGEST PRODUCER  
& SHIPPER IN U.S.A.**

## SILO RODS

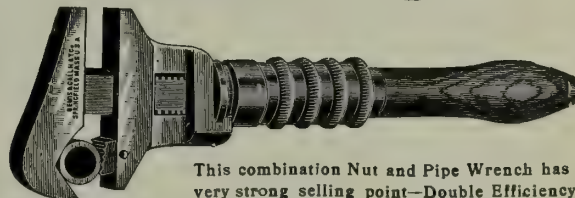
COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES

Prompt Shipments



LONDON, CANADA

## A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



**BEMIS & CALL HARDWARE & TOOL CO.**  
Springfield, Mass., U.S.A.

## BLACK JACK

**QUICK  
CLEAN  
HANDY**



**TRY IT**

**SOLD BY  
ALL  
JOBBERS**

½-lb. tins—  
3 doz. in case



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including a full line of Folding Beds, Children's Cribs, etc.  
**The Ham & Nott Company, Limited**  
Brantford, Ont.

## HOUSE NUMBERS.

**STEEL STAMPS  
LETTERS  
FIGURES**  
**HAMILTON STAMP & STENCIL WORKS, LTD.,**  
HAMILTON, ONT.

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario



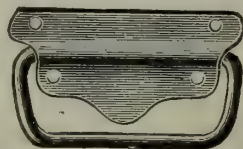
White Enamelled, Copper, Stamped Brass and Aluminum  
Good Quality at the Right Price.  
J. E. Richardson & Co., 147 Church St., Toronto

**J. E. Beauchamp & Co.**  
133 Coristine Bldg. Montreal  
**LAWN SWINGS**  
2 or 4 passengers  
WRITE FOR PRICES

## BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367  
**Bossé & Banks**  
Steel Beams, Columbus, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.  
Board of Trade Building.  
36 ST. PAUL STREET, QUEBEC

**J. H. BUTLER, Limited.**



Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and Wire Strainers for Illustrated list on Fencing application.

all kinds of Wire

**Goods Well Displayed are Half Sold!**  
The most attractive, most durable and most serviceable shelf box on the market is the  
**BENNETT STEEL HARDWARE SHELF BOX**  
Saves 20% Shelf Room over wooden boxes  
Write for Catalogue and Price List.  
**CAMERON and CAMPBELL**  
Toronto

## HARDWARE SHELF BOXES.

## HINGES.



### ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.  
Japan finish. Large profit for you.  
Write for Samples and Prices.  
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

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### H. E. JOHNSON

Factory Representative

12 Melinda St.

TORONTO

Representing

Hupfield, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
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## CLIPPERS.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.  
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

### Moose Jaw Distributing Co.

Moose Jaw, Saskatchewan

Now visiting the Hardware and Implement trade. Open to handle a few new lines of hardware, implements, contractors' supplies, or road machines.  
Storage facilities.

## HERCULES SASH CORD



### THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

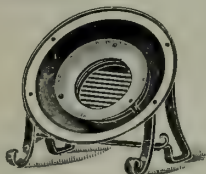
When writing advertisers, kindly mention having seen the ad. in this paper.



## "CALOR" ELECTRIC HEATING AND COOKING APPLIANCES

Electric Kettles      Electric Irons  
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Write  
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Catalogue  
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Bright Glowing Electric Fire.

Absolute-  
ly Safe  
Thorough-  
ly reliable  
Guaran-  
teed for  
12 months

AGENTS WANTED

TOWNSEND'S ART METAL CO., LIMITED  
Ernest Street, BIRMINGHAM, ENGLAND



The  
**WHITE  
MOP  
WRINGER**

3



is the world's standard

It wrings mops  
thoroughly, easily,  
quickly and  
neatly.

Sold by Jobbers and  
the old reliable  
White Mop  
Wringer Co.

2



MADE IN CANADA

1



**WHITE MOP  
WRINGER CO.**  
FULTONVILLE,  
N.Y.



## LONDON BAR IRON

is the best line of bar iron  
that money can buy. It pos-  
sesses a uniformity of tex-  
ture, toughness, and easy  
workability that means per-  
fect satisfaction both to you  
and to your customers. And  
the price is as low as we can  
make it without sacrificing  
anything of its quality.

**London Rolling Mill Co., Ltd.**  
LONDON      CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto  
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Reliable  
QUALITY

## Malleable Iron Castings

for Carriage and Special  
Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.



**KERNCHEN  
BUILDING  
VENTILATORS**

Write for pamphlet and  
Particulars. It works on  
the Siphon Principle.

**PORTABLE BAKE  
OVENS**

35 Sizes. Bake Shop  
Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.  
Brantford - - - Canada

Write for General Catalog

## Sharratt & Newth's Glaziers' Diamonds

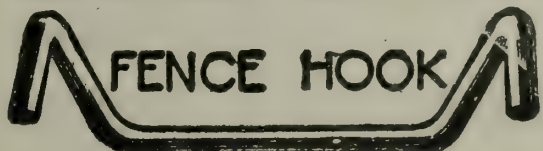
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
Painters' Supplies.

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



## High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

**McGLASHAN, CLARKE CO., Ltd.,**

**Niagara Falls, Can.**

AGENTS:—J. Mackay-Rose, 88 McGill St., Montreal, Que. N.F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

## The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

# Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
Sewer Pipe and Tiling  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

Correspondence Solicited.

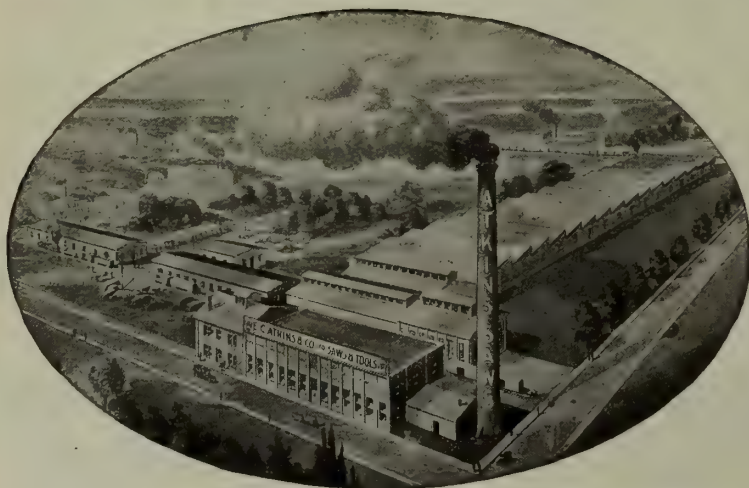
Cor. Manitoba and Sixth Avenue

MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348

# ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## E. C. ATKINS & CO.

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

**Branch: Vancouver, B.C.**

*Goodell-  
Pratt's*

See those  
holes



New  
No.  
**185**

## Automatic Drill

We have recently added this New Automatic Drill to our already large and well known line of Automatic Drills.

The unique feature of this New Automatic Drill is the additional equipment of a Drill Point Gauge, which is in the form of holes drilled in handle just under rotating cap which correspond in diameter to the eight Drill Points, which are contained in handle. May we supply details as well as quote you interesting prices?

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield,

Mass., U. S. A.

## HEADQUARTERS FOR LAMPBLACKS

Old Standard, Eagle, Pyramid & Globe



**GERMANTOWN  
LAMPBLACKS**



are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.

Why buy the Near Brand when the Best is Obtainable?

**The L. Martin Co.** Established 1849  
NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.

# BIG

**RESULTS**  
from small investments. Read  
Hardware & Metal's Want  
Ad. Page.

## The "Stratford" Camp Chair

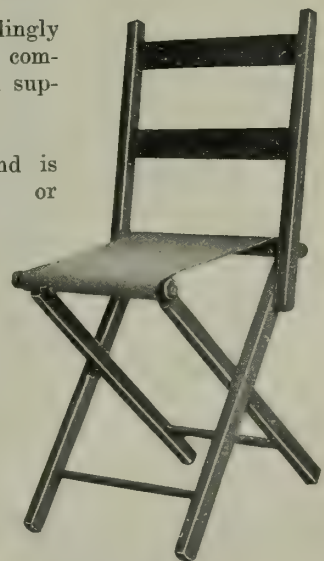
Made strong, exceedingly light in weight, folds compactly and has back support.

Has canvas seat and is finished in white or varnished.

Wrapped six in a bundle.

Send an order for at least one bundle. Display them in your window and they will sell quickly.

Write us to-day.



No. 15—Chair

**THE STRATFORD MFG. CO., Ltd.**  
Stratford - Canada



**"SOCLEAN"**

**Dustless  
Sweeping Compound**



**WILL BOOST YOUR  
PROFIT**

Introduce "Soclean" in your vicinity and you procure a steady and increasing demand.

Housewives like it because it prevents dust from rising, kills moths, disinfects the home and makes rugs bright and clean.

We help you create a demand by supplying you with transparent signs, cards and counter booklets.

Get the "Soclean" profit now. Your order on postcard will receive prompt attention.



**PRICES TO  
DEALER**

25c Pail, 2 doz. in case  
4½ lbs.) enlarged size..\$4 50  
40c Pail, formerly 50c, 2  
doz. in case (8 lbs.)... 7 20  
75c Pail, formerly \$1.00,  
1 doz. in case (17 lbs.) 6 75

**SOCLEAN LIMITED, Toronto**

The originators of the Dustless Sweeping Compound in Canada  
Agents Western Canada: J. J. Gilmor & Co., Winnipeg, Man.



**Proves Best  
by  
Years of Use**

**Portable Corrugated  
Granaries**

A few good agencies open for hustling hardwaremen.

Here is something every farmer is interested in and he knows from the experience of his neighbors that there is a best kind—and this is it.

Write to-day for our special agency proposition. It will pay you well for your efforts.

**Winnipeg Ceiling & Roofing Co.  
Limited**

P.O. Box 2186A

Winnipeg, Man.

# ENERGETIC CLERKS

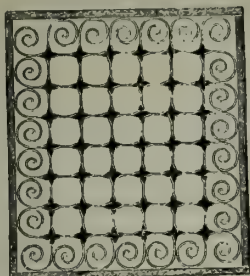
who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

**Get started now—Don't wait.**

WRITE FOR PARTICULARS TO

**MacLean Publishing Co.,** 143-149 University Ave., Toronto, Can.



## METAL GRILLS WICKETS and RAILINGS

in Iron, Brass and Bronze  
Suitable for all requirements.

Send for Catalogue.

**Dennis Wire and Iron Works Co.,**  
Limited  
London, Ontario



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The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.

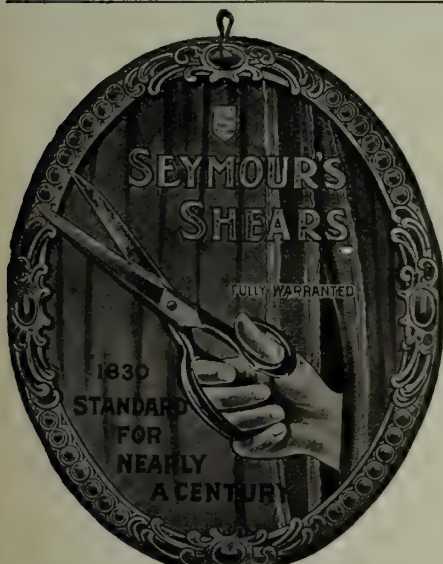
'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of.

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**



Reproduction of  
**NEW SEYMOUR SHOW CARD**

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut  
out. A show card will be sent to every dealer  
sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIERUSCH & HILGER, Ltd., New York

**A. MacFARLANE & CO. Montreal**  
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## Now Is The Time

To put in a stock of

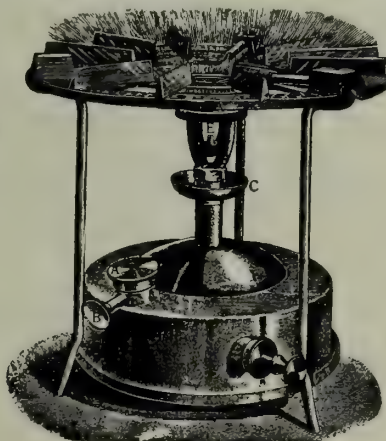
## OIL STOVES

Your lady customers will  
want these because they  
can do their cooking on  
hot days with one of these  
stoves without lighting a  
fire.



Black Body, Tin Burner, Glass Basin,  
Bronzed Cast Iron Stand.

No. 350. 1 flame.....\$0.62 each  
No. 351. 2 flame.....\$0.85 each  
No. 353. 3 flame.....\$1.18 each



The Celebrated "Ajano" Wickless  
Stove. 9 inches high.

Made entirely of brass.

No wick—no smoke—no smell. Uses  
a minimum quantity of coal oil.  
Gives great heat.

No. 100 .....\$2.50 each

These low prices will enable you to  
sell at a moderate figure, and at  
the same time to make a substantial  
profit.

Send your order to-day. We will  
ship promptly.

**Austrian Import Co.,**  
Limited  
**MONTREAL**

## It Takes SATISFACTION To Bring Re-Orders

The Exceptional  
Service - Giving  
Qualities of

## "DELTA" FILES

Guarantee Pleased  
Customers



## "The DELTA

Is the only Line of  
Files from 3 to 24  
inches that are  
made absolutely of  
**CRUCIBLE  
STEEL"**

These files have be-  
come famous on ac-  
count of the way  
they bite into the  
work and the finish  
they leave on the  
job.

There is a shape  
and size to meet the  
requirements of  
your trade.

Our trade mark  
safeguards the in-  
terests of thousands  
of file users every-  
where.

Try them.



**DELTA FILE WORKS**  
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;  
Stark, Seybold, Montreal;  
Wm. Stairs, Son & Morrow, Halifax;  
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**D**O you know of  
any hardware  
dealer, anywhere in  
Canada, who does  
not subscribe to  
Hardware and Metal?

If so, you will be doing him  
a good turn by giving us his  
name and address, so that  
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copy and an order blank.

**HARDWARE & METAL**  
Canada's Only Weekly Hardware Paper  
**MONTREAL TORONTO WINNIPEG**

# HARDWARE AND METAL

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Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

**THE DEFOREST SHEET & TINPLATE CO.**

Niles, Ohio.



**Quick Deliveries  
Superior Quality**

6,000 tons of standard sizes  
carried in Mill Warehouse.

Canadian Sales Agents :

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Montreal, - P. Q.

## Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.



Specify Boker's Tree Brand Cutlery on your next order.

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Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**  
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
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Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
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Magnolia Metal Co., Toronto.  
Alonso W. Spooner, Ltd., Port Hope  
Tallman Brass & Metal Co., Hamilton.
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Brantford Oven & Rack Co., Brantford.
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Steel Co. of Canada, Hamilton.  
London Rolling Mills, Co., London.
- Bale-Ties.**  
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- Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls
- Belting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
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- Blind Twine.**  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**  
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The Steel Co. of Canada, Ltd., Hamilton.
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Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
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Technical Book Dept., MacLean Pub. Co., Toronto.
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- Braces.**  
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Peck, Stow & Wilcox Co., Cleveland.
- Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.
- Bridge Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananoque.  
Howland, H. S. Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**  
Belleville Hardware & Lock Mfg. Co., Belleville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananoque, Ont.  
P. & F. Corbin, New Britain, C.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
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- Butts.**  
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Cowan & Britton, Ltd., Gananoque, Ont.  
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Cowan & Britton, Ltd., Gananoque, Ont.  
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Wheeler & Bain, Toronto.  
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- Electric Irons.**  
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The Parmenter & Bulloch Co., Gananoque, Ont.  
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- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
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- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
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Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.
- Spear & Jackson, Sheffield, Eng.**
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C. J. Hamilton & Son, Plymouth, Mich.
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Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
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- Fire Place Furnishings.**  
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- Flint Paper.**  
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D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
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- Furnaces, see Stoves.**
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Canada Steel Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
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Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
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Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.
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- Winnipeg Paint & Glass Co., Winnipeg.**
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- Glaziers' Diamonds.**  
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Arthur Budd & Co., St. Helen's, Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
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C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
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- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Harvest Tools.  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
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- Hinges.**  
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Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
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- Hooks.**  
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Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Steel Co. of Canada, Ltd., Hamilton.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
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- Horsehoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Household Cleaners.**  
Soclean, Limited, Toronto.
- Ice Cream Freezers.**  
North Bros. Mfg. Co., Philadelphia.
- The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.**
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.



- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- E. T. Wright Co., Ltd., Hamilton.**  
**Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Seetings.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos., & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
McIntosh, H. F., & Co., Toronto.
- Mantels and Grates.**  
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- Saskatchewan Glass & Supply Co., Moose Jaw.**
- Mats & Matting—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Metals.**  
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Caverhill, Learmont & Co., Montreal.  
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Leslie, A. O., & Co., Montreal.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonzo W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H., & Co., Montreal.
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Metallic Roofing Co., Toronto.  
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Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
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- Mon Wringers.**  
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- Nail Pullers.**  
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Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
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Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
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- Oilers.**  
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- Oil Stoves.**  
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Dennis Wire & Iron Co., London, Ont.
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International Varnish Co., Toronto.  
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- Steel, Cold Rolled Strip.**  
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- Wire Goods.**  
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- Wire Rope.**  
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3 BLACK BEAR

2 CARIBOO

4 GRIZZLIES

2 MOOSE

2 GOATS

ALL IN 27 SHOTS



This record of Mr. Cluny C. Luke, of Alberni, B.C., does credit to him and to the Ross .280, which he used, and of which he says, "there is no rifle to compare with the Ross .280."

Don't be satisfied with your stock unless you have at least one of this model to show. It retails at \$55.00, and is the best of sporting rifles.

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Mfg. Co., Limited**

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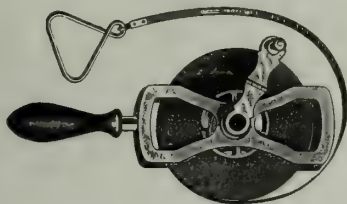


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The growth of the Dominion is widening the market, and our goods are the established goods in their line. Good reasons for handling

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They will be called for. They will give satisfaction. They are Canadian made. They will advertise your entire stock of goods.

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Tools Stamped with the Buck's Head  
Admitted duty free when  
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A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

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## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

There's a good sale for them.

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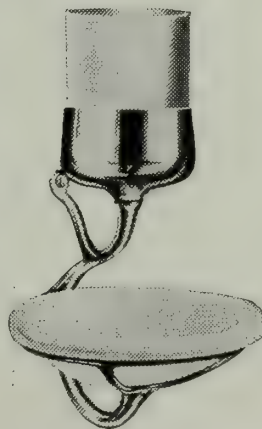
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## Bathroom Fixtures



A Beautiful Nickel fixture with removal opal soap dish and opal tumbler.

Twenty different styles of tumbler holders shown in our new catalogue.

We can ship promptly from stock; and solicit your business.

Everything We Make is Guaranteed.

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BEST PLATED WARE MADE



THE NEW GEORGIAN DESIGN

Beautifully simple  
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Six teaspoons, \$2.15 (including mail)  
In Canada, \$2.35

At your dealer

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Colonial lines.

*Have you stocked  
the Georgian yet?*

ONEIDA COMMUNITY, Ltd.  
ONEIDA :: :: :: NEW YORK



# HARDWARE<sup>AND</sup> METAL

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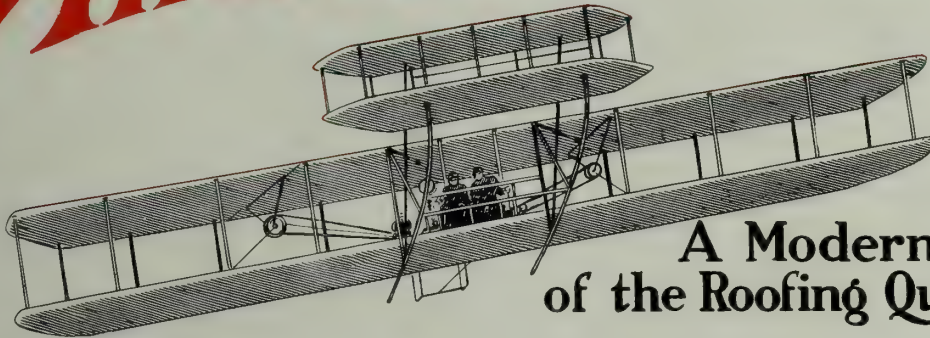
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
May 31, 1913

No. 22

## Amatite ROOFING



### A Modern View of the Roofing Question

Tin makes a good roof *if you paint it.*  
 Canvas makes a good roof *if you paint it.*  
 Any felt makes a good roof *if you paint it.*  
 Even paper makes a good roof *if you paint it.*  
 But Amatite makes a good roof if you *DON'T* paint it.

On a painted roof, the paint is what gives the real protection. The rest of it has no function except to provide a smooth unbroken surface with no seams or cracks, to which the paint can be applied. Anything which has strength enough to keep the wind from blowing it away or the rain from beating it in, will be water-proof if you use paint enough.

Amatite Roofing, however needs no painting. *It is a real roofing*—a roofing that can be left out in the rain without the slightest damage.

The wearing surface is mineral matter imbedded into a heavy coating of pitch and never needs painting.

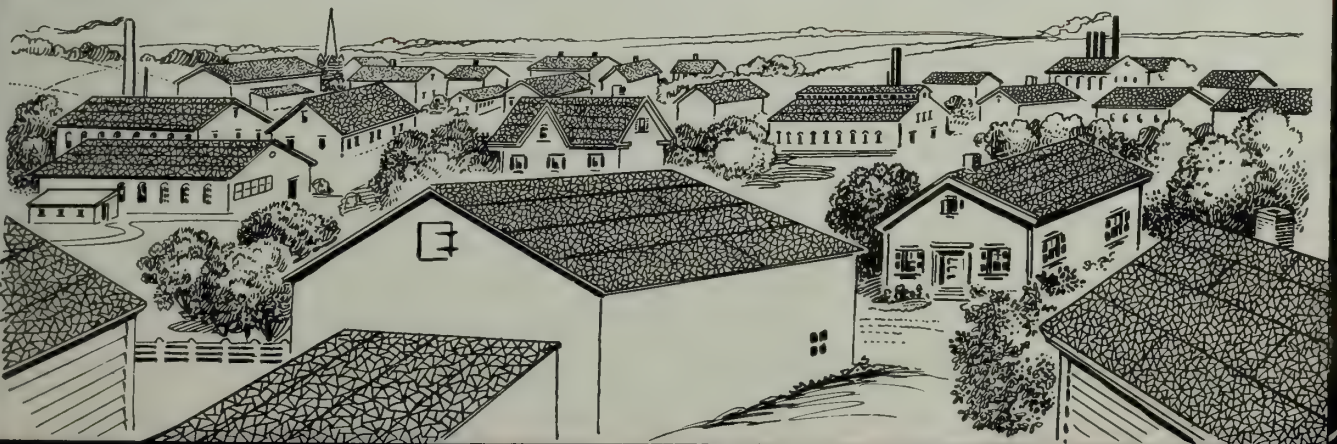
We shall be glad to send you a sample of Amatite free of charge if you will send a postal request for it to our nearest office. The sample will show you what the mineral surface is like.

#### Everjet Elastic Paint

Everjet—[A lustrous carbon black paint, very cheap, very durable—for protecting all kinds of metal and wood work.]

## The Paterson Manufacturing Co., Limited

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S., Sydney, N.S.





# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

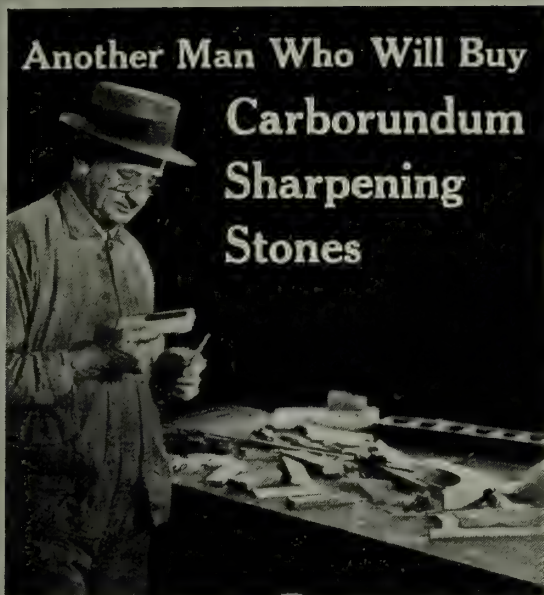
Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*

Another Man Who Will Buy  
Carborundum  
Sharpening  
Stones



## The Pattern Maker

HE is the man who does cabinet work, carving, or pattern work.—In his tool kit are dozens of big and little gouges, chisels, etc.—Every tool must be keen and smooth edged—and he takes a pride in keeping them so. He is the man who uses

### CARBORUNDUM SLIP AND GOUGE STONES

Fast, clean-cutting stones that hold their shape—that will quickly touch up the tools to just the right edge.—Tell your customer that you have them in all the shapes and sizes.—They should be in his tool kit.

The  
Carborundum Company  
Niagara Falls, N. Y.



HAVE YOU PLACED YOUR ORDER FOR

## GEM AND BLIZZARD FREEZERS



They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

YOUR JOBBER HAS THEM.

**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



## More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

### The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

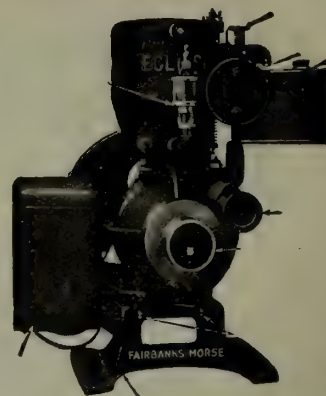
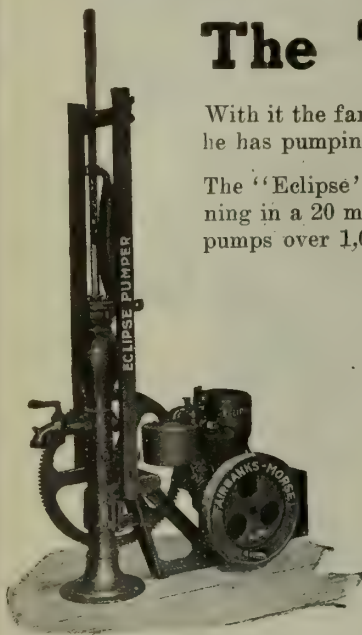
Write for full particulars.

## The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

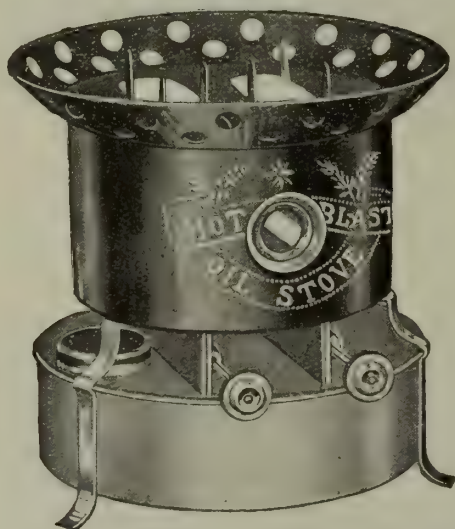
TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA



## The S.M.P. "HOT BLAST" OIL STOVES

Just the Article needed for Summer Residences or Camps



### THE STOVES HAVE

- Two Extra Large  $4\frac{1}{2}$  inch Burners.
- Large Oil Filling Hole.
- Legs made of Tinned Band Steel.
- Large Seamless Oil Founts, consequently no leakage
- Brass Thumb Pieces on Wick Turners.
- Chimneys and Extensions made from Drawn Steel, therefore no breakage.
- No Cast Iron Parts to get broken in shipping or while being used.

Prices on Application

## THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Kemp Manufacturing Co.

Limited

Montreal

TORONTO

Winnipeg

**MAIL ORDERS**

\$

\$

When sent to us  
WILL MAKE YOU MONEY

**OUR  
MAIL ORDER  
DEPT.**

is in charge of men with especial experience in this particular branch of the business, and its all under the supervision of the head of this house.



**OUR  
MAIL ORDER  
BUSINESS**

has grown to such proportions that we now run it as a separate and distinct branch of the business.

WE MAKE THE PRICES RIGHT

WE FILL ORDER COMPLETE

WE SHIP PROMPTLY

We Carry the Largest and Best Assorted Stock of Hardware

**WE SPECIALIZE ON**

**Garden Hose and Lawn Tools  
Lawn Mowers  
Harvest Tools  
Base Ball Goods and Fishing  
Tackle**

We carry  
Large Lines of  
Hammocks,  
Lawn Swings,  
Camp Chairs,  
Croquet Sets.

You should stock  
our  
Sewing Machines,  
Clocks,  
Watches,  
Dog Collars,  
Etc.

We are selling large quantities of

Myers' Hay Tools, Pumps and Sprayers; Lewisite and Covertite Roofing, Durham Lawn Rollers; Grass Scythes; Grass Catchers, Etc.

ALL THE ABOVE LINES ARE SELLING RIGHT NOW

Try us a while with your "Mail Orders"

**LEWIS BROS., LIMITED, MONTREAL**  
OTTAWA TORONTO VANCOUVER



# THE TORONTO SILVER PLATE CO.

LIMITED

## Silversmiths and Manufacturers of ELECTRO SILVER PLATE

of all kinds and suitable for all markets.



No. 563 Tea Set  
Kettle, Butter, also made to match

We are adding many new lines to our already very large  
line of Hollow and Flatware.

**Factories and Salesrooms, West King Street, Toronto**

Branch Sales Rooms: Fairfield Building, Granville Street, Vancouver, B.C.

Hammond Building, Albert Street, Winnipeg, Man.

# Boost Your Sales with These



The old reliable—Golden Dispatch Razor



See this point. Juices must drop from here—a good selling point.

This appeals to the housewife—feature it for the newly-weds,



The "Acme," full nickel plated—price attractive.



Rainbow Shears—good value.



No. 482 Saw Set.



Giant Nail Puller, 45 years on the market and still the best.



Red Devil—Best drop forged steel, easy cutting.

How Is Your Stock of RED DEVIL Tools ?

## SMITH HARDWARE CO., LIMITED

### MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

## HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

## WROUGHT IRON

Agricultural Pipe  
Bedstead Tubing  
Conduit and  
Signal Pipe

# PIPE

Steam and Gas Pipe  
Fencing Pipe  
Railing Pipe

**Black and Galvanized      Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

---

## LEAD PIPE

MADE OF THE BEST PIG LEAD

**Soil or Waste,      Composition Gas Pipe,      Fountain or Aqueduct**

---

—SALES OFFICES—

Hamilton  
Vancouver, B.C.

Montreal  
Victoria, B.C.

Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.

# See that Samson Bowl up to the Kitty!

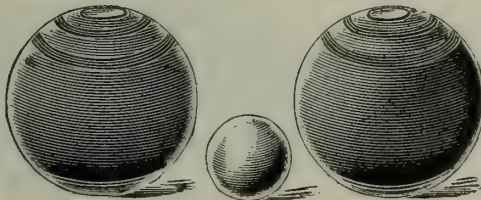
## It's a toucher



# Samson

## Lawn Bowls are Kitty Touchers

It is not what you PAY  
but what you GET when  
you buy the 'Samson'  
Lawn Bowls.



Samson Personality, a  
quality that is individual  
and distinctive.

The "Samson" Lawn Bowls are representative of the best British Manufacture. Made of city cut Lignum Vitae in either natural color or black finish, appearance, lasting qualities, full weight and correct bias all tell strongly in favor of the "Samson" Lawn Bowls. Made strictly in accordance with the Scottish Lawn Bowling Association Rules.

You want the BEST, say SAMSON and you get it

---

**H. S. HOWLAND, SONS & CO.**

LIMITED

WHOLESALE HARDWARE

We Ship Promptly

**Toronto**

Our Prices are Right

Graham Nails are the Best



# You Want the Most Satisfactory Hanger—Then Specify The “Hatch” Trolley

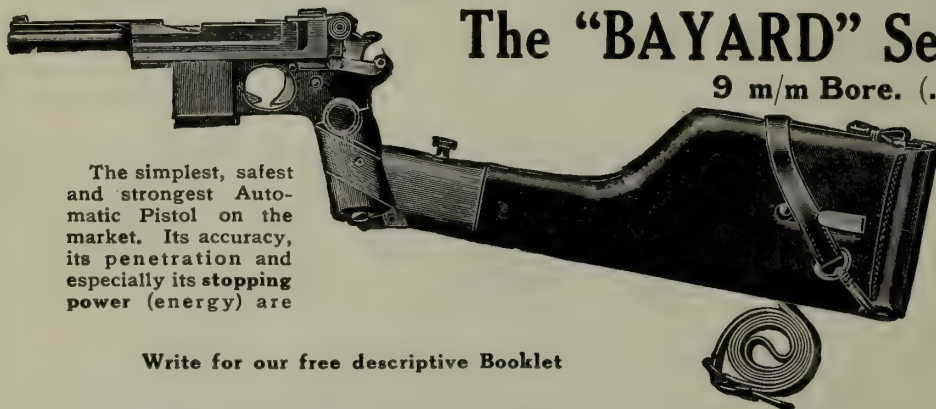
The dealer who handles the “Hatch” Trolley hanger always wear the smile of the man who is satisfied that he is handling the best, and knows he is making a big profit on his increased hanger sales. If you do not wear this smile get acquainted with the “Hatch.”



## Canada Steel Goods Co., Ltd.

HAMILTON, ONT.

Makers of the reliable Crescent Brand Butts and Hinges



The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are

## The “BAYARD” Selfloading Pistol

9 m/m Bore. (.38 cal.)

unsurpassed. A bullet from the Bayard Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

ADOPTED BY THE SPANISH ARMY

Write for our free descriptive Booklet

McGILL CUTLERY CO., REG'D

P.O. BOX 580

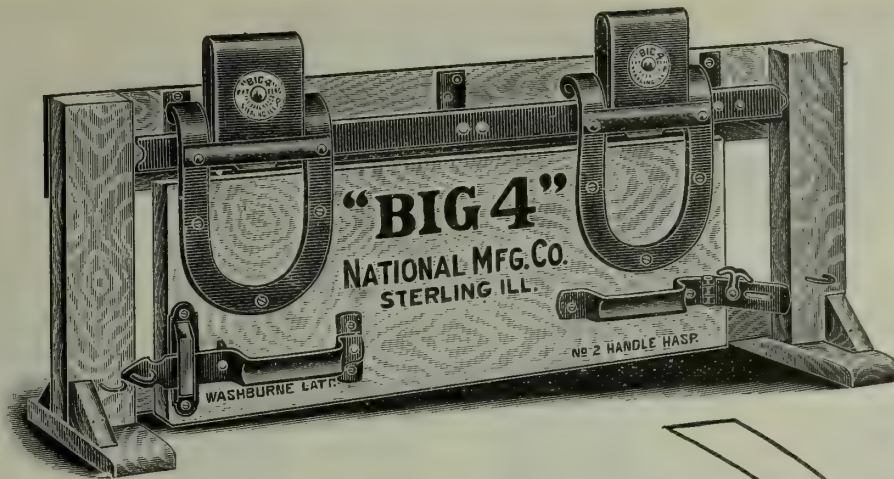
Montreal, Canada

Are you in a hurry? If so, send us your orders for  
Eavetrough, Conductor Pipe, Elbows, Skylights, Ventilators, Valleys, Ridge Roll and  
CORRUGATED IRON

*We ship while others are thinking about it*

## WHEELER & BAIN, Toronto





# *The "Big 4"*

## *Barn Door Hanger*

### *It runs like a Railway Train*

**T**HE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

You'll never go wrong the "Big 4" way.

Write for catalogue and dealer proposition.

## NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS



# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL  
BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



**Eley  
"Grand  
Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in.  
Deep-Shell  
Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38  
Automatic**



**.32  
Automatic**



**Eley .22  
Long Rifle  
"E" Brand  
Blue Label**



**.25  
Automatic**



*Sold by all Jobbers  
throughout the Dominion.*

**Wholesale only:  
ELEY BROS.  
(Canada) Limited  
North Transcona,  
Man.**

—Let us have your enquiries for:—

**Cordage, Cotton Ducks, Waste,  
Horse and Wagon Covers, Tents, Flags, Sails  
Marine Hardware,  
Anchors, Lamps, Etc., Fishermen's  
Supplies.**

Send for our 1913 Catalogue—Now Ready

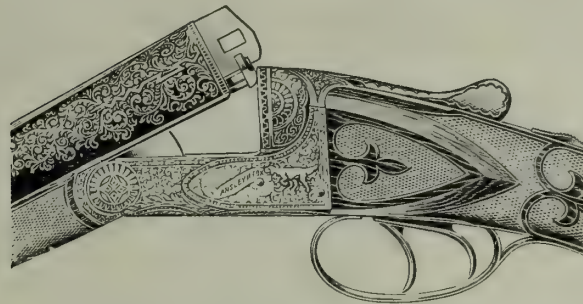
## John Leckie Limited

77 Wellington St. West,

- - - -

Toronto

# There is Something Besides GOOD Money in Handling the



**"THE FINEST GUN IN THE WORLD"**

If you know you've got a good thing—**talk about it**—that makes sales. That's what we're doing **for the dealer**.

Practically every gun-lover in the land who reads the English language

will, within the next few months, be impressed with the 20 Reasons Why the Fox Gun is superior to all other guns. If **you** don't know these 20 Reasons you should. **Ask us.**

## **FOX GUN**

Our 1913 advertising campaign will pick out the hunters in every city, town and hamlet in the United States. The Fox Gun selling talks in the sporting papers of America for 1913 will have a circulation of more than 4,154,490.

The Fox is the finest gun in the world. The proof of superiority is in the gun—not in our talk. The "Fox Proof" Mark is on every gun. And we stand behind it with our guarantee. If you don't know the Fox Guarantee you should. **Ask us.**

## **There is Bound to be a Big Demand for the Fox**

There is money in filling this demand—**good money**. There is business building **satisfaction** in selling the Fox. It's a gun you will be proud to carry yourself.

Put in a line of Fox Guns. Give your customer the satisfaction of seeing

and handling our various grades. Write for our advertising plan for **your** neighborhood. Ask us to tell you in detail what we will do to sell the Fox Gun for you. And write for our catalog of all Fox Guns. **Do this now.**

---

**The A. H. Fox Gun Company**

4768 North 18th Street

Philadelphia





998



990

*Goodell-Pratt's*

999



## NAIL SETS AND PUNCHES

Every Hardware Dealer should be selling Goodell-Pratt's Nail Sets and Punches.

They are unsurpassed in Quality by any brand on the market.

These Nail Sets and Punches are made from a special steel accurately cupped and pointed, and carefully hardened and tempered.

You can recommend them to your best trade.

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, - - Mass., U.S.A.



995

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

## **THE MORRIS & BAILEY STEEL CO.** **PITTSBURG, PA.**

Manufacturers of

## **COLD ROLLED STRIP STEEL**

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



### Trophy Suggestions

The season is now at hand when Trophies suitable for summer games will be in demand. Any of the cups shown above can be mounted emblematic of any sport, and our efficient designing department will supply you with any Special Trophies or Shields you may require at very short notice

Write for Catalogue and Price List

**Standard Silver Company of Toronto, Limited**  
North Madison Avenue



THE "RELIANCE" PATENT

# AUTOMATIC PANIC BOLT



is now a necessity for EGRESS DOORS in SCHOOLS, THEATRES, FACTORIES and ALL PUBLIC BUILDINGS.

The SAME BOLT does for either Right or Left Hand, without any alteration.

It is most easily fixed; no cutting away of wood.

If required to unlock from outside, a Key with Locking Escutcheon can be supplied, or our Patent "Reliance" Lock with Brass Knob and Key.

Made only by

**WM. NEWMAN & SONS**

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND

# CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

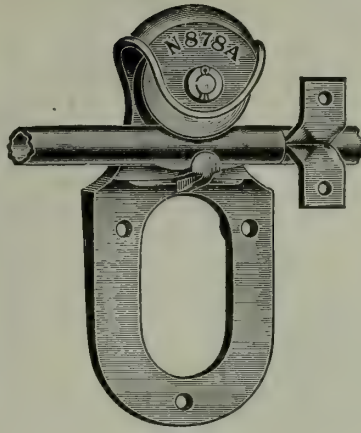
6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS



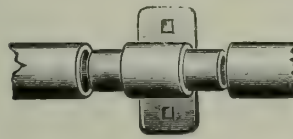
Front View



Rear View



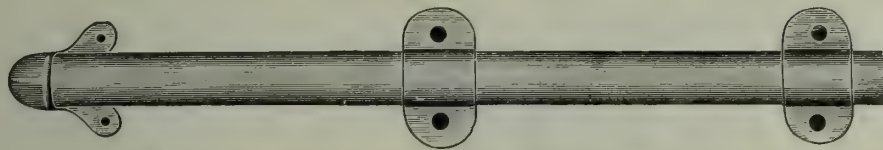
Crated Track 10 x 10 x 24  
hold 100 ft. in 2-ft. Sections



Section



Sectional View



Track

## Capture The Round Track Hanger Trade With 20th Century Barn Door Hangers

It is the round track hanger that is in demand because it is the hanger that best meets the needs for a hanger of this type.

20th Century Barn Door Hangers are constructed to give the greatest satisfaction and are a marked improvement over all others.

The frame and hood of the hanger are all one piece, insuring stability, strength and service. No door is too large or too heavy for the "20th Century."

The wheels are deeply grooved and run on hardened steel roller bearings, reducing friction to a minimum.

A projecting lip on the open side of the hanger prevents jumping track.

It is very simple to erect. Anyone can do it with screwdriver and hammer, and it fits any width door.

You have only to stock one length rail to accommodate any size door. 100 ft. condenses to a crate 10 x 10 x 24 and can be conveniently carried under your counter.

No stock of barn door hangers is complete unless it includes the 20th Century, admittedly the best made.

### WRITE FOR MONEY MAKING DEALER'S PLAN

Get into communication with us at once and learn the details of our profit-making, trade-winning plans. It's a real opportunity to increase your business.

# HUNT, HELM, FERRIS & COMPANY

178 HUNT STREET

HARVARD, ILL., U.S.A.

Agents for Western Canada

Merchants Hardware Specialties Co.  
Calgary, Alberta

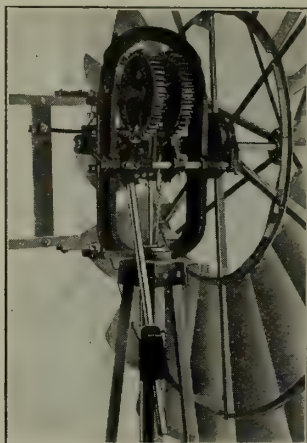
MacKenzie Brothers  
Winnipeg, Manitoba



## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## Stock Up on the New NICHOLSON-MADE MOWER FILE

WE have a new file—a solid-handle mower file for sharpening sections, that saves removing the knife from mower or binder cutterbars. It is made in regular or reverse style. We not only advertise it to farmers in the Montreal Star—over 1,000,000 advertisements of it distributed among farm readers—but recommend that they use three such files a season.

### Help Your Trade During Haying

by ordering a stock NOW, through your regular jobber, in your regular "Nicholson-made" File Brand. Remember to order "Nicholson-made Solid Handle Mower File, Regular Section" and also "Nicholson-made Solid Handle Mower File, Reverse Section."

Do this now. We are sending the Consumers to your store to get them.

**Order Nicholson-made Files Today through Your Jobber. Sort Up your Stock. Add Solid Handle Mower Files. Here are Nicholson-made Brands:**

**American, Arcade, Globe, Great Western, Kearney & Foot**

**NICHOLSON FILE CO.**  
PORT HOPE, . CANADA



# SOCLEAN

## The Dustless SWEEPING COMPOUND

It makes sweeping easy and pleasant, disinfects the home or store, and makes rugs and floors bright and clean.

"SOCLEAN" saves a lot of dusting and will greatly aid you in keeping your store in an attractive condition.

Sold in pails for household use, and in barrels for stores, etc.

We supply you with transparent signs, cards, and counter booklets. These are wonderful selling helps.



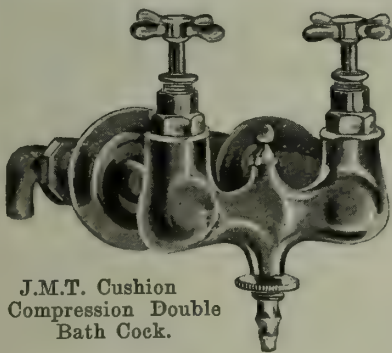
### PRICES TO DEALER

25c Pail, 2 doz. in case (4½ lbs.), enlarged size...\$4.50  
40c Pail, formerly 50c, 2 doz. in case (8 lbs.).....\$7.29  
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)...\$6.75

## SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada: J. J. Gilmor & Co., Winnipeg

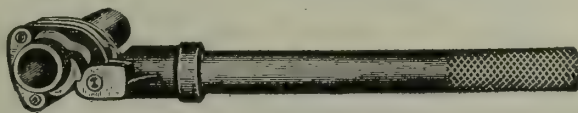


J.M.T. Cushion Compression Double Bath Cock.

## Highest Quality Plumbing Goods and Supplies of Every Description

### J. M. T. Cushion Compression Faucets

are Ideal Fixtures for Baths and Lavatories. Their special construction guarantees them to keep tight for years with ordinary care.



### THE PIPE WRENCH WITH A POSITIVE GRIP

This wrench has no teeth. It will make or break the tightest joints without injuring pipe or threads. The only wrench suitable for galvanized, nickel-plated or brass tubing. While the first cost of this wrench is a little higher than the ordinary wrench it will save its cost many times over.



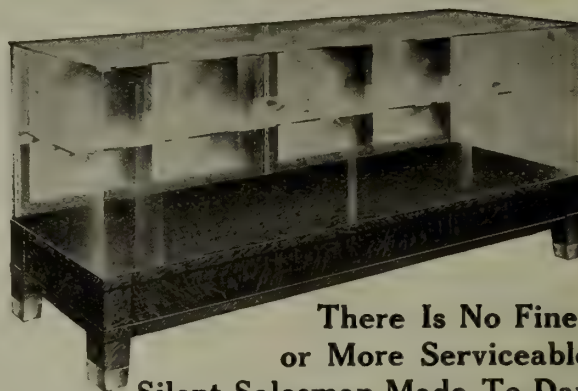
**The James Morrison Brass Mfg. Co., Ltd.** "Victorian" Porcelain Pedestal Lavatory No. 853.  
93-97 ADELAIDE ST. WEST, TORONTO



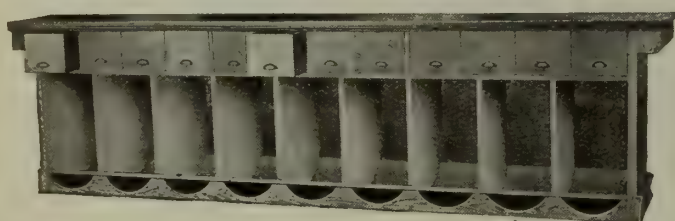
# Silent Salesmen and Counters

of the Highest Prevalent Quality

Have you ever considered that by installing attractive and convenient store fixtures you would **save time**, and draw a **much larger trade**. Have a better looking store than your competitor's and a lot of his business will come your way.



**There Is No Finer  
or More Serviceable  
Silent Salesman Made To-Day**

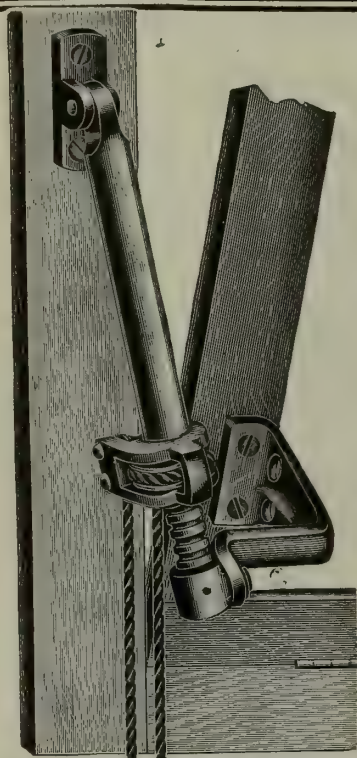


**Rear Elevation of Our Solid  
Panel Counter**

Solid Panel Counter usually made up 36 in. high, 28 in. or 30 in. wide top—any length required. Cut shows rear equipped with one row of 8 in. deep drawers, and below drawers a row of nail compartments, each with capacity of keg or more. The same style of counter may be made up with rear equipment of two rows of nail compartments, or with open shelves.

**The Walker Bin & Store Fixture Co., Limited, - Berlin, Ontario**

Manufacturers and Designers of Display Cabinets, Silent Salesmen and Counters



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

# EVERED

& CO  
LTD

**MANUFACTORY: Surrey Works, Smethwick, Birmingham, England**

**SHOWROOMS: 27-35 Drury Lane, London, W.C.**

## MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

## BRASS FOUNDRY

## LIGHTING FIXTURES

## METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the  
Factory, Surrey Works, Smethwick, England.



# Galvanized Cornices

## Skylights

## Ventilators

## Curved Eavetrough

### Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

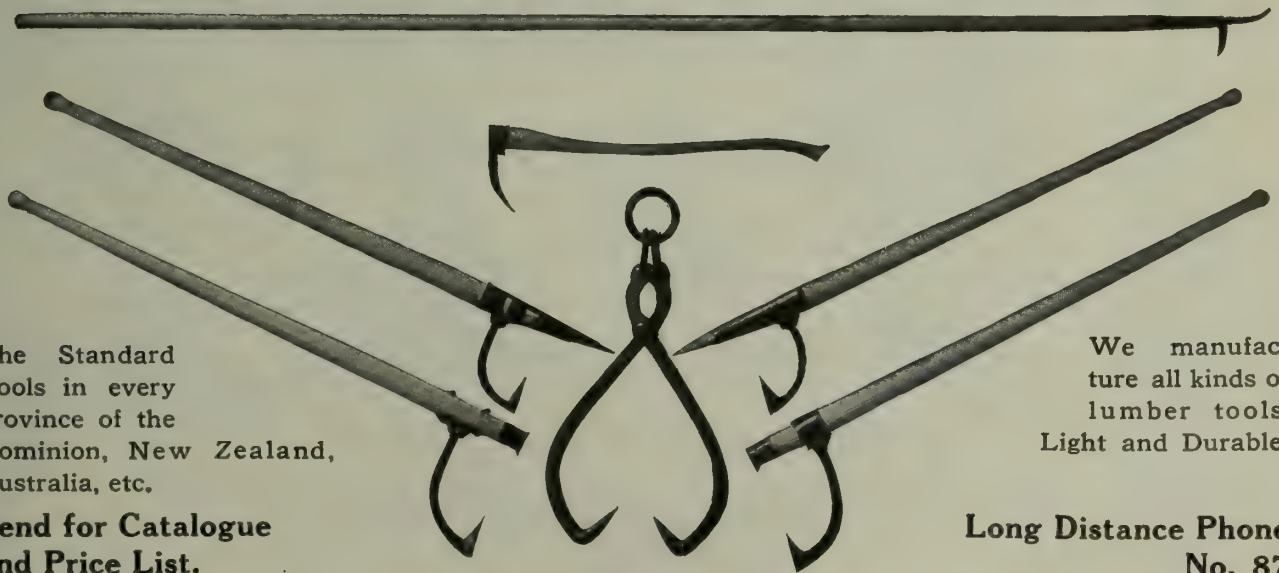
## THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

# PINK'S LUMBERING TOOLS



The Standard  
Tools in every  
province of the  
Dominion, New Zealand,  
Australia, etc.

Send for Catalogue  
and Price List.

We manufac-  
ture all kinds of  
lumber tools.  
Light and Durable.

Long Distance Phone  
No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers of **Lumber Tools**  
PEMBROKE, ONT.



## Pushing Pilabrasgo Lamps Is Mighty Easy Pushing

If you want to make your lamp department an important and profitable feature of your store, do it with the **Pilabrasgo Line**.

The reputation of these lamps extends to practically every city, town and cross-roads store on the continent. In light-giving qualities, test after test has shown them superior to any other lamp on the market.

The secret of their remarkable efficiency is the patented "Success" burner with which they are all equipped. And the secret of their popularity is their efficiency. Made in many styles, for all purposes.

You can sell Pilabrasgo lamps to people who would not consider any ordinary lamp. They give you something to talk about, and something to demonstrate. They'll get you a lot of business that you are now missing. **And you want that business!** Write a post card for photos.



No. 6593.  
Dec. A; 11-in. Globe

**The Pittsburg Lamp, Brass and Glass Co. of Canada, Limited**

119 Wortley Road,  
London, Ontario.



R. E. DAVIS,  
Representative.

# GREENING

## New Process Steel Wire Trace Chains

<input type="checkbox"/> Tie Out Chains	Halter Chains
Dog Chains	Cattle Chains

The most satisfactory chain to handle.

Manufactured by

**The B. Greening Wire Co., Limited**  
Hamilton, Ont. Montreal, Que.

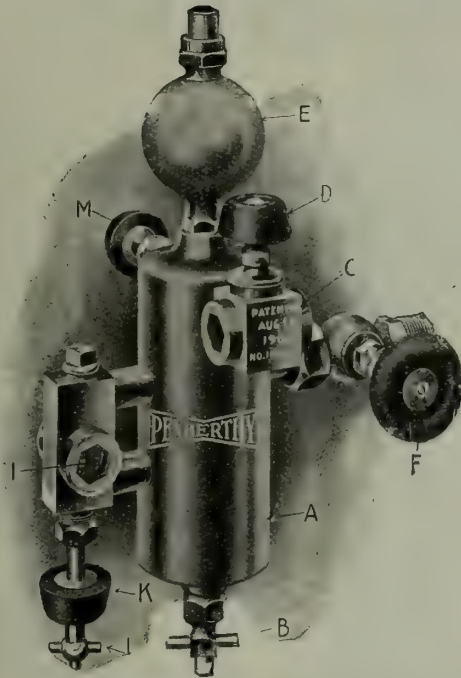
# MILL SUPPLIES

## Pipe and Fittings

Stocks and Dies

Taps, Etc.

Twist Drills



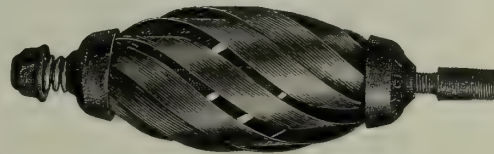
Injectors  
and Ejectors



Gauge Glasses

Oil Cups

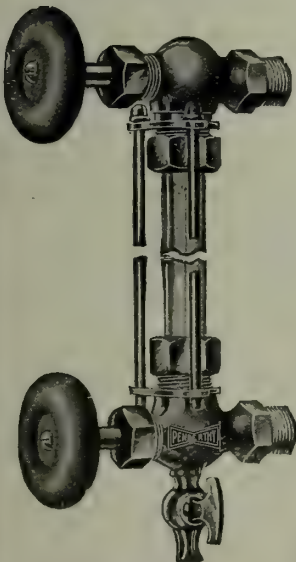
Grease  
Cups



Elliptic and Engineers' Favorite Cleaners



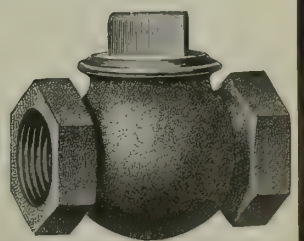
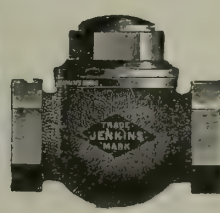
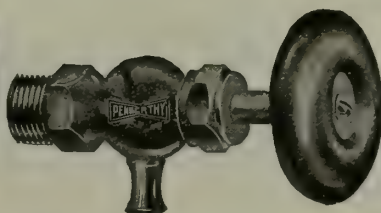
## Forges and Drilling Machines



Gas and Steamfitters' Tools



**Caverhill, Learmont & Co.**  
MONTREAL





**Your Time is Worth Money,  
Why Waste it by Using the  
Old Method of Book-keeping?**



**Double Register with Electric Recorder  
and Cash Till**

**The  
"McCASKEY"  
Account System**

is the greatest system ever invented  
for handling accounts.

**Does away with a lot of labor and  
night work.**

When your customer makes a purchase the complete record of the transaction can be made with only **one handwriting**, giving you a complete day book and ledger entry and your customer an itemized bill and statement, showing all the items and amount, with previous balances brought forward.

**This account eliminates errors and disputes, stops forgetting to charge goods, and works wonders in collecting bills.**

Every aggressive dealer should have one of these registers — they mean an enormous all-round saving to the store.

**You should read what some of your brother hardwaremen have to say and profit by their experience.** We will be pleased to get you in touch with them.

**Write us to-day.**

**Dominion Register Co., Limited**  
96 Ontario Street, Toronto, Canada  
(Trafford Park, Manchester, Eng.)

# McClary's SPRINKLERS



McClary's Sprinklers are extra strong, whether

## Plain Tin Japanned or Galvanized

The dome-shaped breast prevents spilling. Breast and spout are double seamed to body.

Spout is **wired**, which gives extra support.

The sprinkler **screws** to the spout, which does away with the "dribble" of the old kind of sprinkler.

The Rose itself unscrews and is thus easily cleaned out.

McClary's sprinklers are well thought out, and have selling advantages all their own. Write for particulars.

# McClary's

London, Toronto, Montreal, Winnipeg, Vancouver,  
St. John, N. B., Hamilton, Calgary, Saskatoon,  
Edmonton.

HARDWARE AND METAL

# McClary's

## Sunshine

## Furnaces



## Enhance the Value of New and Old Property

This fact should be borne well in mind, especially at this time of the year when Heating Systems are being installed throughout your neighborhood.

Sunshine Furnaces are known and favored by architects, builders and householders throughout Canada.

It is the furnace that has been well advertised, tested and found satisfactory in every instance.

You should have Sunshine Furnaces on your floor to be sure of securing any heating business offering. We can assist you by prompt shipment, and any advice our heating experts can give you.

Write our nearest Branch for new Sunshine Booklets.

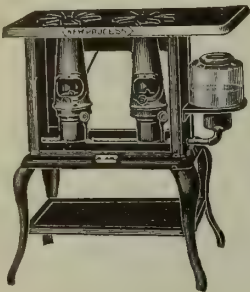
London  
Toronto Montreal  
St. John, N.B. Hamilton

# McClary's

Winnipeg  
Vancouver Calgary  
Saskatoon Edmonton



# New Process Blue Flame Wick Oil Stoves

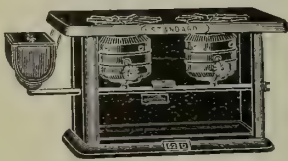


Popular and successful owing to their superior excellence and suitability for the purpose intended.

These stoves are equipped with glass tanks which enable the operator to see the oil supply and refill immediately when necessary.

New Process Stoves only require about the same care and attention as given to an ordinary lamp and are guaranteed as to their efficiency.

## Standard Wickless Blue Flame Oil Stoves



Simple and Easy to Operate—Produce a Smokeless Blue Flame of intense heat—Three sizes in stock.

We can also supply ovens—with or without glass fronts—for use with these stoves.

**THE THOS. DAVIDSON MFG. CO., LIMITED**  
MONTREAL                      WINNIPEG                      TORONTO



# “Quick Meal”

Blue Flame Wick Oil Stove

...THE...

## ORIGINAL OIL STOVE

WITH A

## GLASS FOUNT

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The “Quick Meal” Stove is 32 inches in height and dimensions of tops are  $17\frac{1}{2} \times 25$  and  $17\frac{1}{2} \times 33$  of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the “Quick Meal” and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the “Quick Meal” line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA

Souvenir Stoves  
and Ranges

Gurney, Hamilton  
Locks and  
Builders' Hardware



New Idea Furnaces  
and Registers

New Idea Boilers  
and  
Radiators

## Are You Looking for an Increase in Your Furnace Heating Business?

If so, now's the time to investigate the  
construction and selling qualities of the

### NEW IDEA SOUVENIR FURNACE

"The Hamilton Stove & Heater Co., Limited, will, in the event of any defect developing in the fire-pot of this furnace, within five years of date of installation, indemnify the owner of furnace by supplying, free of charge, F.O.B. maker's factory, a new fire-pot."

#### This Five Year Guarantee Goes With Every New Idea

Let us send, for your consideration, the  
details of our special plans to boost  
your trade. A post card will bring it.

### Hamilton Stove & Heater Co., Limited

(Successors to Gurney, Tilden & Company, Limited)

Hamilton, - Ontario

TILDEN, GURNEY & CO., LIMITED, Winnipeg, Calgary, Vancouver.



# Plymouth Rope Sells Quickly

"Life's too short and I'm too busy to sell anything but Plymouth in rope," said a certain hardware dealer.

"It takes too much time," he went on, "to sell unfamiliar goods of uncertain quality. I *know* Plymouth—so does my trade."

Years of use, years of success, have made Plymouth the best known rope on the market. Few rope users of importance but what have heard of its good dependable qualities.

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All this simply means that it costs less and *pays better* to sell *Plymouth* Rope than it does any other.

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Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



# Weico

## The Name of Quality

A fine classy line of high grade Galvanized and Tinware Goods.

We just commenced to make this line last February, and are getting new customers and repeat orders every day. If you haven't given a trial yet GET NOW. Your customer will select a Weico Ware BUSY tomers article in preference to something cheaper and less substantial, every time.

Always in Stock—No Short Shipments—Orders Shipped Same Day as Received

**Weico ANTI-RUST GALVANIZED PAILS.**

Extra heavy—Striped with Two Blue Bands—Varnished Wood Handles—Bossed Bottoms— $\frac{1}{2}$ " Bottom Rim—Top Edge wired with  $\frac{1}{4}$  rod—Electric Welded Ears.

Nos.	410	412	414	416
Quarts	10	12	14	16
Weight per Doz. lbs.	42	45	48	52
Each Pail Labelled.				

Wired 1 Doz. in Bdle.

**E. T. Wright Co., Limited., Hamilton, Can.**

Winnipeg  
Vancouver  
Toronto



## CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

## OUR WROUGHT PIPE

Black and Galvanized, Sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

## Also NIPPLES

Black and Galvanized  
All Sizes.



**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,** Works: Lachine Canal



## No Fear Of Breaks In Great West Woven Fencing

You can recommend this line with thorough confidence.

It is manufactured from the heaviest and best hard drawn spring steel wire, heavily galvanized and guaranteed to be full gauge.

Your customers can save in posts owing to this strength.

Manufactured By

**The Great West Wire Fence Co., Ltd.,**  
WINNIPEG MANITOBA

AGENTS:

Race, Hunt & Giddy, Edmonton, Alta.  
Reynolds & Jackson, Calgary, Alta.  
Plasterers & Builders, Ltd., Saskatoon, Sask.



# MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

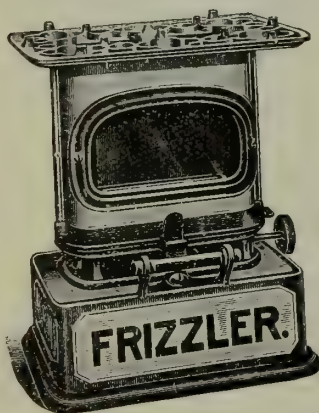
SOLD BY LEADING DEALERS EVERYWHERE OR BY



**MAGNOLIA METAL CO.**

Office and Factory

225 Ambroise Street Montreal



## FRIZZLER OIL STOVE

4½" Burner  
With extinguisher

## AXLE PULLEY

Brass Plated  
2¼" wheel



Other seasonable lines.

Large stock kept in Winnipeg.

WRITE FOR PARTICULARS.

**Archibald Kenrick & Sons (Canada) Limited**

141 Bannatyne Ave. East

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Winnipeg, Man.

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at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

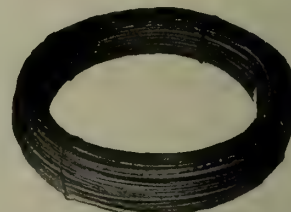
Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

**THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario**

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man



No. 95—6 in. long, 7/8 in. cutter. Weight 1¼ pounds. List, each \$1.15.

## Stanley Tools STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.



**Stanley**  
Rule & Level Co.  
NEW BRITAIN, CONN. U.S.A.







# We Do Most of the Work But You Get All the Commissions

We Want Live Dealers to Act  
as Agents for the

## "PRESTON" METAL GARAGE

Preston Agents sell from catalog. This catalog is neat, compact and very attractive, and contains illustrations that will be pleasing to the automobile owner's eye.

The dealer's part of the proposition consists of getting after automobile owners and acquainting them with the advantages of our garages.

When he thinks he has a party interested he writes us, giving name and address of the latter.

Upon receipt of his letter we co-operate and help to close the sale.

We pay a large commission to the dealer in every sale that we effect through his co-operation.



Solid Steel Frame Work of Preston Metal Garage.



Our catalog, "The Modern Garage," points out the advantages of a "Preston" Metal Garage.

Nearly every automobile owner in your town is a good prospect for our garage.

Write us to-day.

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

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Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog,  
"Modern Garage," also agency  
proposition.  
Sign name here.





# Just Out

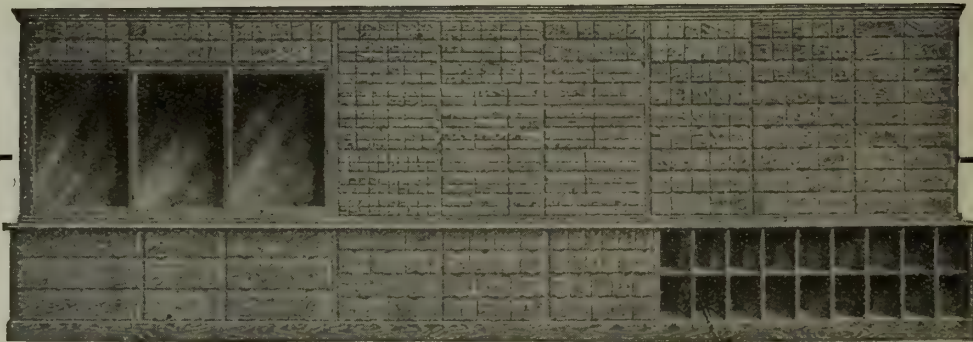
## Catalogue Number Nine

A Helpful Guide to the proper selection of "QUICK SELLERS." It illustrates "THE BEST KNOWN" and "THE BEST THERE IS"

Power and Hand Washing Machines  
Power and Hand Clothes Wringers  
Mangles, Lawn Dryers, Churns, Etc.

A most profitable half hour can be spent looking over a copy. A postcard brings one.

**Cummer-Dowswell Limited, Hamilton, Ont.**



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same.  
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

**"OAKVILLE" PURE ALUMINIUM  
COOKING UTENSILS**

**WILL  
OUTWEAR  
ANYWARE**

Good profits— No complaints— Satisfied customers—  
is the threefold result of selling  
**"OAKVILLE" PURE ALUMINIUM WARE**  
Special assortment every month

**Write us to-day**

Western Distributors:  
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Ltd., Scott Bldg.,  
Winnipeg, Man.

**THE WARE M'FG. CO. LIMITED OAKVILLE, ONT.**



# HARDWARE AND METAL

## Canada's Only Weekly Hardware Paper

Vol. XXV.

TORONTO, MAY 31, 1913.

No. 22

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### THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

### HARDWARE AND METAL

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GREAT BRITAIN—London, Eng., E. J. Dodd, *European Manager*, 88 Fleet St., E.C., Telephone Central 12360.

UNITED STATES—New York, E. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents, Invariably in advance.





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is paid to the loading of Shot Shells, whether for Field or Trap Shooting. Dominion made are noted for the following qualities:



High velocity, medium recoil, quick combustion, sure fire primers, absolute uniformity and positive operation in repeating and other shot guns..

Records have been made and high averages won all over the Dominion during the past years by shooters using shells made and loaded by the

**Dominion Cartridge Co.**  
LIMITED  
**Montreal, Canada**

Advertising Division, Room 820, Transportation Bldg., Montreal, Can.

# BLASTER'S FRIEND

**A Non-Freezing  
Substitute For  
Nitro - Glycerin  
Dynamite**

An ideal High Explosive for stumping and breaking up land; excavating of every kind, draining swamps, felling trees; planting fruit trees; ditching; log-splitting, etc.

**It Saves Farmers  
Much Labor  
and Money**

Containing no nitro-glycerin, all danger and expense that go with the thawing of explosives are eliminated. **Blaster's Friend** is less sensitive to shocks, friction and jars, hence can be handled, stored and used with much greater safety than can nitro-glycerin dynamite. "**Blaster's**" **Friend** produces no noxious smoke or fumes when exploded, consequently does not cause headaches.

The superiority of "**Blaster's**" **Friend** for all kinds of blasting is proven by the fact that it is used by the Dominion Government, large mining and quarrying concerns, and many railroad contractors.

Write for catalog of **Explosives** and accessories, and get full particulars.

**DOMINION EXPLOSIVES, LIMITED**  
OTTAWA, CANADA





The Season is Now at Hand When Wedding Presents Will be Purchased in Large Numbers—Hardwaremen Should Cater to This Class of Trade—Lines to be Featured and Methods of Featuring them.

*During the month of June there will be a large number of weddings; and with each event there will probably be an average of thirty gifts. Every hardwareman can count on at least 900 gifts being purchased in his locality during the month of June. What share of this trade is he going to secure? The figures presented show that it is a class of trade well worth going after. In recognition of the importance of the opportunity, this number is devoted largely to methods for securing a large share of the wedding gift trade.—Editor.*

June is the month of the year most frequently chosen for the consummation of the little conspiracies engineered by that arch-conspirator, Dan Cupid. It follows that June is the month of the year when long-suffering relatives and friends are separated from their hard-earned and reluctant coin to purchase gifts which the newly-wedded couple do not, for the most part, need.

The lack of original selection so generally displayed degenerated the giving of wedding gifts into a practice, which depleted the pockets of guests without adding anything to the practical equipment of the young couple; it being difficult to find employment for half a dozen meat forks and four or five hanging lamps being somewhat superfluous in a four-room cottage. The overlapping has been less marked of late since the in-

troduction of new lines and vogues has widened the selection.

The point is this, however: June is a brisk month for the merchant who handles the lines which are in demand for wedding gifts and, therefore, a brisk time for the hardwareman. That the latter can increase his sales by the active exploitation of his stock at this season is a fact which should be taken to heart. A splendid opportunity is presented for a rapid turnover, and a satisfactory margin of profit.

The hardwareman carries a stock which makes his store the logical centre for the wedding present trade. Not only does he carry the lines which might be termed staple in this connection—such as cutlery, silverware, brass goods and cut glass—but it is only by coming to him that people can obtain the class of goods which might be termed

the purely useful gift. It is not intended to imply by this that the lines already quoted are not useful. They have a distinct value from that basis, but they are generally selected more for their ornamental qualities than their utility. There is at the present time, a marked tendency on the part of donors to give gifts which will be of undoubted practical value to the recipients. Some give cheques—no one will dispute the utility of this gift—while others select such practical articles as carpet sweepers, vacuum cleaners, electric irons and toasters, and kindred articles which may at first glance, seem of too prosaic a nature for the purpose, but which nevertheless are always accepted most gladly.

It is along this line that the hardware dealer should make his strongest appeal, urging on prospective purchasers the wisdom of making their gifts of practical value.



## Some Practical Gifts.

Carpet sweepers and vacuum cleaners are generally recognized as necessities in every household. Both have passed the experimental stage and have proven that they will do effective work. Both of the above mentioned lines are very acceptable as wedding gifts and are sure to be appreciated. They may be obtained at various prices. For instance, vacuum cleaners may be sold from \$10.00 to \$150.00, or higher if desired. Carpet sweepers may be sold ranging in price from \$2.50 to \$6.00 or higher if desired. The advent of cheap electric power in many places has opened up a new field for the sale of attractive and exceedingly useful wedding gifts. There are very few young people whose place of residence will be located in a community where electric power may not be obtained, but what expect to have in their home some of the useful electric appliances which are now offered to the public through the hardware, electrical and departmental stores. Electrical appliances as a general rule are finished up in an attractive style and not only present an attractive appearance, but are to be commended for their usefulness and are sure to be appreciated by the recipient.

The majority of electric irons retail at \$5.00 and \$6.00 each, which is a popular price, for many purchasers of wedding gifts. Electric toasters are another useful gift and may be sold at prices ranging from \$4.00 to \$12.00 each. Many reliable makes may be sold around the \$5.00 mark. Of course there are many people who are willing to pay for the higher priced article.

Electric disc stoves are very useful presents and the salesman can point out many points in their favor such as usefulness in supplying heat quickly for heating purposes. They are often sold in conjunction with coffee percolators, where the customer wishes to purchase a percolator that has not got the spirit stove or electric attachment. Percolators with spirit stoves are also sold in good numbers. Electric percolators are being introduced rapidly and should find ready sale this season. Electric chafing dishes and samovars can also be featured as acceptable wedding gifts.

These lines of electrical goods supply material for excellent window displays in which the public are always interested. The attractive finish of the appliances is pleasing to the eye and, by using the many show cards and selling helps supplied by the manufacturer, the public can be informed regarding the economy, durability and usefulness of the goods on display. By exerting a little extra effort the dealer can arrange a very attractive "Electric Window" in which electric lights may be used effectively

in creating some design or special feature that will attract the attention of the public.

Electrical appliances afford a good profit for the dealer and are well worth a little extra effort on the part of the selling staff in introducing them.

## Displaying in Store

The line can also be displayed prominently in the store interior.

Wall cases, silent salesmen or special tables for displaying wedding gift suggestions may be used effectively. Attractive show cards offering suggestions for wedding gifts can also be used with good effect. The goods should be arranged in such a manner that they are easily accessible to salesmen. A great many prospective purchasers of wedding gifts are at a loss to know what to purchase, and are adverse to causing the salesman any trouble in showing goods. The customer very often feels uncomfortable if the salesman experiences difficulty in obtaining some article from an overcrowded silent salesman or show window.

## Other Rapid Selling Lines.

Cut glass is another line that affords a good margin of profit for the dealer and, if properly displayed, produces considerable interest among prospective purchasers of wedding gifts. In displaying cut glass, care should be taken against overcrowding, and the glass should be displayed on a ground color that will assist in showing up the brilliancy of the articles on display. At very reasonable expense, the merchant could obtain material from a dry goods store that would be very suitable for a display of this kind. Cut glass, no matter how attractive, will not show up to the best advantage if the other surroundings in the window are not in harmony. Among the many lines of cut glass that are popular sellers are the following: water sets, tankards, water bottles, tumblers, sugar bowls and cream pitchers, sandwich trays, vases, nappies, fern dishes, compotes, spoon trays, relish dishes, celery trays, fruit bowls, berry or ice cream sets, punch bowls, etc.

## The Cutlery Department.

Another department that should receive special attention at this season is the cutlery department. We find here many lines in which the prospective purchaser of wedding gifts is interested. It has been the custom in many hardware stores to feature carving sets as a special leader in wedding gift suggestions.

The hardware merchant has many other lines of cutlery that are also necessary for use in the home. There are many lines of silver plated ware, such as spoons, knives, forks, etc., that are very acceptable. There are also many

designs of table knives and forks with steel blades and celluloid handles, also electro-plated knives and forks done up in attractive display cases. Often customers wish to purchase a case containing a set of pearl handled knives and forks or combination set. These may be supplied at various prices. There is a good sale for reasonably priced sets of various kinds of plated ware done up in satin lined cardboard or leatherette cases. In displaying these lines it is usually considered advisable to use neat price cards which show up the prices prominently as a great many people do not know the value of these lines and are sometimes backward in asking questions.

## Brass and Copper Goods.

Brass and copper goods can be arranged attractively in the store display cases and show windows. Brass and copper trays, jardinières, fern dishes, flower boxes, hanging baskets, crumb trays, chafing dishes, coffee percolators, samovars, spirit stoves and kettles, casseroles, pie dishes, etc., are all suitable suggestions for wedding gifts.

There are many who wish to give a present that is useful, but not expensive, and an effort should be made to cater to this class of trade. There is a merchant in an Ontario city who always includes food choppers in his list of wedding gift suggestions in his newspaper advertising. Needless to say he disposes of a large number in this manner. Washing machines and wringers, although sometimes giving the impression of labor, are often given as wedding gifts. For June weddings, refrigerators are very seasonable gifts. They are practical and are a necessity in every household. They afford a nice margin of profit and are a line that should be featured. Many hardware firms are now selling kitchen cabinets, a line that is growing in popularity and which could be featured strongly as a useful gift. Electric table lamps are now being sold by many hardware firms. This line may be shown prominently by having all the lamps connected up and lighting them when they are being shown to customers.

All goods that are featured as being suitable for wedding gifts should be kept clean and attractive. Prices marked in plain figures will also aid greatly in making sales. The introduction of a special display counter or table will often help considerably in effectively displaying goods of this nature. Many of the prospective customers like to personally examine the goods before purchasing and are usually much better satisfied if the goods are arranged in a manner that makes them easily accessible to clerks and customers alike.

# TEAR OUT THIS PAGE

The problem of selecting kitchen utensils and household necessities is one that confronts a large number of brides at this season of the year. There are so many lines carried in a hardware store that many of them are liable to be overlooked or forgotten by the purchaser or by the salesman. A good plan to follow is to have lists ready for easy reference. The customer generally has a list, but as a general rule it is incomplete, and the customer sometimes becomes irritated by being offered lines for which she has no use. When a list of suggestions is provided, it can be handed to the customer, who can peruse it carefully and leisurely without being disturbed or annoyed by a clerk offering many lines in which the prospect is not interested. In some of the towns and small cities there are firms who send out practical booklets containing lists of household necessities. By watching the newspaper announcements, the firms are enabled to get the names of many newly married couples.

The following list contains some of the lines usually carried in the hardware store, and can be added to if necessary.

Tear this page out and keep it handy for reference. It could be used to guide customers in their selections.

Wire Dish Covers.	Cash Box.	Food Chopper.	Clothes Pins.
Vegetable Baskets.	Clothes Basket.	Mincing Knives.	Potato Masher.
Soup Kettles.	Clothes Hamper.	Gas Toaster.	Wood Spoons.
Potato Pot.	Clothes Brush.	Coffee Mill.	Wood Bowls.
Slop Pail.	Clothes Hangers.	Funnel.	Water Pail.
Table Mats.	Hammock.	Lemon Squeezer.	Door Mats.
Knife Boards.	Coffee Percolator.	Flour Sifter.	Bread Board.
Knife Polish.	Soup Strainer.	Egg Beater.	Wash Board.
Moulding Hooks.	Tea Strainer.	Corkscrew.	Mangle Wringer.
Screw Drivers.	Spice Cabinet.	Can Opener.	Washing Machine.
Tack Hammer.	Baking Dishes.	Trays.	Clothes Line.
Sweeping Compound.	Mixing Spoons.	Household Scales.	Wash Bench.
Bath Spray.	Crumb Tray.	Apple Parer.	Tubs.
Bath Room Shelf.	Dipper.	Spatula.	Pails.
Bath Room Mirror.	Soap Dish.	Egg Tiemr.	Meat Board.
Paring Knife.	Dust Pan.	Asbestos Mats.	Stove Board.
Bread Knife.	Broom.	Cake Pans.	Wash Boiler.
Butcher Knife.	Egg Poacher.	Flour Boxes.	Mop.
Cooks Knife.	Egg Turner.	Bread Boxes.	Towel Rack.
Pot Fork.	Fruit Press.	Cake Boxes.	Radiator Brush.
Sharpening Steel.	Ice Shaver.	Sugar Cans.	Feather Duster.
Cleaver.	Trays.	Coffee Cannisters.	Stove Brush.
Cake Cutter.	Scissors.	Tea Cannisters.	Window Brush.
Knives.	Match Safe.	Ice Pick.	Sink Brush.
Forks.	Tea Pot.	Graters.	Bannister Brush.
Spoons.	Coffee Pot.	Mixing Bowl.	Gas Stove.
Rolling Pin.	Tea Kettle.	Cake Turner.	Fireless Cooker.
Alarm Clock.	Fry Pans.	Pot Scraper.	Refrigerator.
Muffin Pans.	Double Boiler.	Meat Saw.	Ice Cream Freezer.
Kneading Pans.	Preserving Kettle.	Coal Scuttle.	Casserole.
Electric Iron.	Saucepans.	Stove Shovel.	Bean Pot.
Toaster.	Roasting Pan.	Garbage Pail.	Custard Cups.
Electric Fan.	Baking Dish.	Step Ladder.	Broiler.
Vacuum Cleaner.	Colanders.	Step Ladder Chair.	Meat Skewers.
Carpet Sweeper.	Soup Strainer.	Ironing Boards.	Saltshaker.
Account File.	Dish Pan.	Clothes Driers.	Flour Shaker.
Sprinkling Can.	Bread Pans.	Clothes Bars.	Soap Shaker.
Canvas Gloves.	Pie Plates.	Sleeve Boards.	Steamer.
Furniture Polish.	Bread Mixer.	Bake Boards.	Fibre Pail.
Dustless Mop.	Cake Mixer.	Rolling Pins.	Granite Pail.



# Pointers on Wedding Gift Displays

Windows Should be Arranged With an Eye to Artistic Finish—a Large Assortment is an Essential Point—Prices Should be Quoted—The Displaying of Practical Gifts.

In trimming windows for the wedding present trade, several essential points must be borne in mind. In the first place, the windows must be dressed with particular attention to finish and detail. As the goods displayed will be, for the most part, high priced, the trim must be artistic and attractive. It must appeal to the aesthetic in would-be purchasers.

To secure the required effect, it will be found advisable in practically all cases to have a soft appearing background. The floor of the window and background should be covered with some such material as heavy cloth, crepe paper or cheese cloth. If soft tones are used, the goods displayed will stand out most conspicuously. Wreaths and other floral decorative effects can be used to good advantage.

## Show a Large Assortment.

Another essential point is that a large assortment of goods must be shown. The average purchaser of a wedding present starts out without any definite idea of what he or she will buy. The intention in most cases is to make a selection after "looking around." To buyers of this stamp, a window containing a large assortment of articles has an immediate appeal. They study it carefully and, if they see anything that seems to fill the bill from every standpoint, including price, they buy.

There are innumerable ways of increasing the display space in a window without giving it a crowded appearance. The floor space can be increased by putting in steps, thus providing room for the showing of flat articles against the back of each step. The placing of shelves and brackets against the background very materially adds to the amount of stock which can be placed in a window. The two illustrations herewith presented show how effectively this can be done. Shelves are used in both cases. In the window of the P. Hymmen Co., the introduction of a fence has given unusual scope for the display of attractive lines.

## Pricing of Articles.

It is safe to state that, in catering to the wedding present trade, best results will be secured by showing prices in the windows. It might be that, where a display was made up of very high-priced articles only, the using of price tickets would not be necessary. People who can

afford to buy goods of this class are certain to put quality ahead of price. The fact remains, however, that showing goods of a distinctly costly nature with the prices, is a good advertisement for the store. It demonstrates the fact that the store carries a high class stock—an impression which every merchant desires to make.

The majority of window displays will necessarily be of goods within the reach of most people, or, at any rate, will have a range of values. It is highly important that prices should be displayed prominently in all windows of this class. While the average person on the hunt for a wedding present has no settled idea as to what to buy, he or she has an extremely definite idea as to how much is to be spent. Most people start out with the decision that a certain amount only is to be spent on the gift, say from \$4 to \$5, and they are as a result only interested in goods which cost around that figure. A window, which presents a good range of marked prices, serves as an excellent study in values and commands their attention. Supposing, however, that no prices are indicated, people will give it a certain amount of attention and several articles perhaps will appeal to them as suitable. "That fern pot would do," they say to themselves, but it might be a lot more than I can afford." In such cases, they do not rush into the store to find out the price. A few may adopt this course, but the majority will edge around in an undecided way and finally go on to the next window.

Therefore, in catering to this class of trade, ALWAYS USE PRICE CARDS.

## Featuring Sensible Gifts.

As demonstrated elsewhere in this number, there is a growing recognition of the wisdom of giving sensible wedding presents. This is a tendency which the window trimmer must recognize. At least one display should be put in of goods which might be classed under this heading—such articles as carpet sweepers, vacuum cleaners, electric irons, electric toasters and so on. In some respects, these goods can be used to better advantage than the more ornamental varieties as they lend themselves to what might be termed "demonstrative" displays. The use of an article can be demonstrated by placing a figure in the window, running an electric iron or with a carpet sweeper in hand. If this meth-

od of display cannot be carried out, the good points of an article can be demonstrated by cards and posters.

A description of the windows shown will be of practical interest. The display at the top was arranged by R. H. Thornhill with the P. Hymmen Co., Berlin, Ontario.

The window is 10 ft. 9 in. at the front and 12 ft. at the rear, and 6 ft. 8 in. deep. The top of the window was covered with white cheese cloth neatly pleated. At the rear is a wood background covered with bright green cotton. Shears are arranged in circles on this background. Four pillars to which brackets are attached are used to good advantage for displaying nickle and brass wares, spoons being used as borders.

A porch is constructed in the centre. On the one side of this porch two gates made of lattice work are built and trimmed with bronze tee hinges and latch, and poinsettia vines, and on the other side a fence is built of the same material and trimmed with poinsettia vines. On the top of the four posts electric lights are placed. The porch and fence and gates are painted white enamel.

The bottom of the window is covered with bright red cotton. Some of the larger pieces are displayed on pedestals. The display includes cut glass, silverware, pearl goods, carvers, brass ware, etc. Each article has a neat price tag attached.

The lower window was arranged by Jones Bros., of Uxbridge. It has many good points, perhaps the most noteworthy being the use of a pictorial panel.



## COMPANIES INCORPORATED.

"Instantaneous Cleaners, Ltd., capital stock \$60,000, head office, Toronto, Ont., to manufacture metal polishes, glass and enamel polishes, varnishes, store and shoe polishes, etc.

Richard Sheet Metal Specialties, Ltd., capital stock, \$50,000; head office, Montreal, Que.

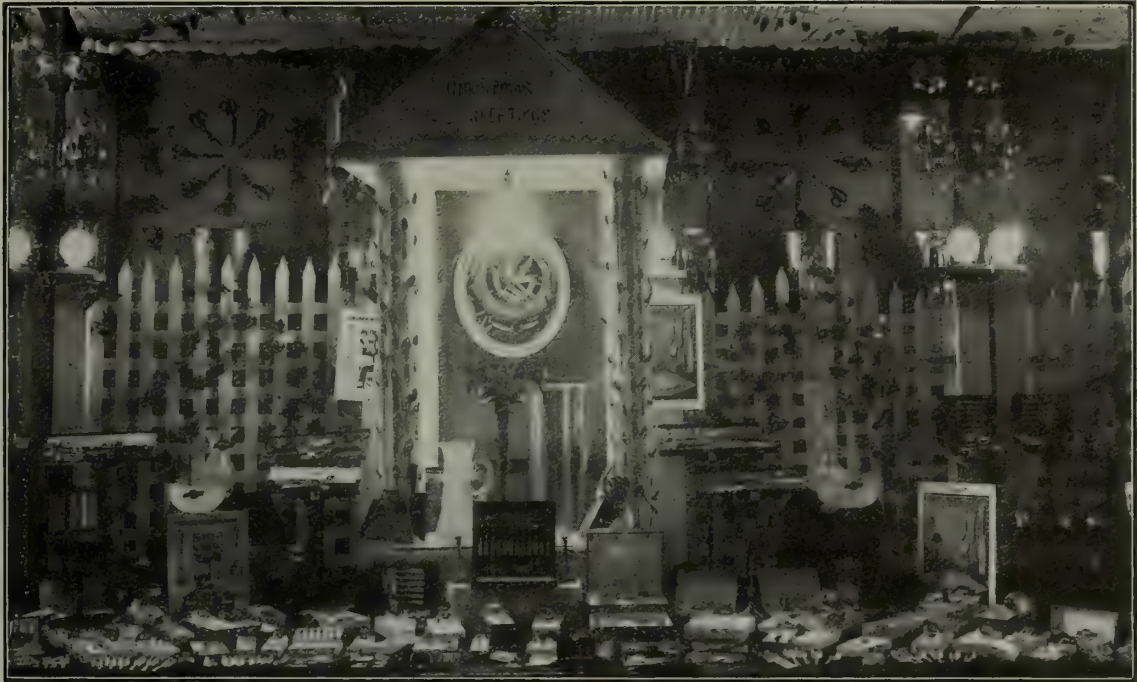


## COVERING CANADIAN FIELD.

Utica Drop Forge and Tool Co., Utica, N.Y., manufacturers, nippers and pliers, wish to advise the Canadian trade that they are now covering the Canadian territory with their own staff of travelers.



HARDWARE AND METAL





# An Advertising Suggestion:

Proposed Lay-out  
for Wedding Gift  
Advertisement

## The NEWLY-WEDS WILL APPRECIATE A COMMON SENSE GIFT MOST

Cut  
of  
Carpet  
Sweeper

When a young couple are starting housekeeping, they need articles and utensils, which will be in use every day, rather than ornamental trinkets and expensive bric-a-brac. If every guest at the wedding gave a sensible gift, the young couple would be completely outfitted, and their housekeeping troubles would be smoothed away. Why not do **your** share by giving a common sense gift?

### Why Not a Carpet Sweeper?

Every home needs a carpet sweeper. It has become one of the first necessities. Give the bride one. It will be a present she will appreciate every day of her married life.

We have them in stock in the following finishes: Mahogany, golden oak, natural, rosewood, light oak, dark oak, sycamore, at the following prices:

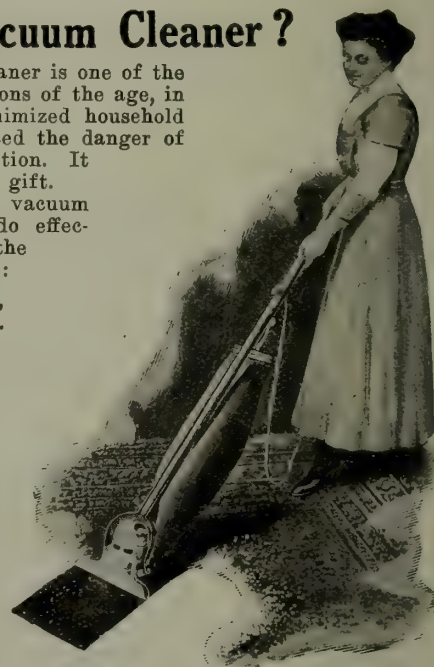
\$2.50, \$3.00, \$3.50, \$4.00, \$4.50, \$5.00,  
\$6.00 each.

### Or a Vacuum Cleaner?

The vacuum cleaner is one of the greatest inventions of the age, in that it has minimized household labor and reduced the danger of disease infection. It makes an ideal gift. Hand power vacuum cleaners that do effective work at the following prices:

\$10.00, \$12.00,  
\$15.00, \$18.00.

Electric Power Vacuum Cleaners with long cord attached that may be fastened to any electric light socket. Come in and see a demonstration. Electric Cleaners at \$35.00, \$50.00, \$75.00, \$100.00, \$150.00 each.



## THE CITY HARDWARE CO.

Phone 100

# Show and Price Cards are Essential

It is Highly Important That Each Display Should Contain Cards With Prices and Snappy Selling Talks—Some Pointers as to Size, Lettering and Coloring of Cards—Suggested Cards for Wedding Present Trade.

An important part of the wedding present campaign is the use of show and price cards. The size and style of card to be used in any display depends upon many things—the nature of the display, the size of the window and the quality of the goods shown. This holds good, of course, with reference to the cards to be used at the present juncture.

Where goods of a particularly high quality are being shown, it is not advisable to use cards of large size or with unusually bold lettering. A medium-sized card with lettering that boasts neatness rather than strength will be

found most effective. Where color is used, care should be exercised to see that the tones blend in with the color scheme carried out in the window decorations. The cards should not “jar” with the rest of the display.

When it is desired to use colors, the best results will be obtained from the mingling of soft shades. Brown lettering on a yellow tinted card gives a very attractive card. White lettering on light brown also makes an effective combination. The use of sharp contrasts in tone is to be avoided where the displays are made up of expensive goods

and are planned with an eye to artistic effect.

Where goods of a bulky nature are being shown or where the display is decidedly “stocky,” this rule can be varied. Not only can the cards be larger, but bold lettering and bright coloring will be found effective. Black lettering on white is perhaps the most effective for this purpose, but red lettering can also be used successfully.

The size of the card will be determined by two considerations, the size of the window and the nature of the goods on  
(Continued on page 40.)

## This

Will smooth the  
path of the young  
couple

## Vacuum

A Special  
Price for  
Two Weeks  
of .....

## Cleaner

Nothing can excel the sparkling beauty of a CUT GLASS berry bowl or decanter. The bride will appreciate such a gift.

## Something in Brass

An artistic and attractive gift can be found in this collection of the Latest Novelties in Brass Ware. All the way from..... to.....

## A

## Chafing Dish

Will help the young bride to solve the difficulty when the cook stove refuses to work—as it will sometimes.

Prices.....

## Spoons

— For “Spoons” —

You could not give a more suitable present than a dozen of these finely chased silver-plated spoons. Prices.....

## Be Sensible, for Once!

It's  
Only

.....  
Give that young couple something they will find useful, and which they will appreciate every day of their wedded life. Why not a Carpet Sweeper?



# Planning a Kitchen Shower Campaign

Developing Interest in and Promoting the Popularity of These Showers—How to Get Proposals and How to Follow Them Up—A Suggestion for a Window Display.

The month of June is the favorite month for cupid, and the air is filled with "Wedding Bells." The yearly bevy of "Newly Weds" means an equal number of newly furnished kitchens. The newly weds must buy these furnishings somewhere. Who gets the business? Can you get a little more than you are getting? Why certainly. You can get a heap more if you will only go after it energetically.

"But," said a hardware man, "how am I going to get this business? I can't for the life of me see how I can get them coming to my store." Why its as simple as rolling off a log, once you know the ropes. But first of all it is necessary to find the newly weds. The city records will show to whom licenses have been issued giving full names and addresses. The society marriage columns of the dailies give more clues, and by getting the confidence of the clergy many of these will lend a helping hand. By telephoning them frequently you can get many a profitable tip.

Now that you have the addresses of the prospective "Newly Weds," its time to get busy, planning your campaign. First of all map out a campaign to run in the dailies as close as possible to the society columns of the marriage announcements. The campaign should feature dainty things for the kitchen showing how, by the use of the articles advertised, the bride can keep her hands beautiful, keep cool and eliminate the drudgery of the kitchen work. These are the most vulnerable points and are the most attractive to the bride to be. The ads should show only the daintiness of the kitchen work—the delicious salads that can be prepared—the flaky pastries—the cool dishes and drinks from the refrigerator. Now that the copy for the advertisement is prepared for each day of the month of June, we will get up a neat little folder showing the many lines we handle. A personal letter will be written to each bride or fiancée, ending with the suggestion that, in furnishing their future home, the enclosed booklet would be found very useful as it contained many articles that would materially assist her in her daily household duties. A short crisp letter to the "man in the case" will strengthen your sales plan, but concentrate on the "woman in the case" as she is the one that will be consulted any way, so, the sooner you convince her and get her good will the better. Two weeks after sending the first letter, send a second,

suggesting some more articles and asking the recipient to call at your store for further information. Ask her to call and get the advice of your "Bride's Assistance" department. This will develop her curiosity and this will bring her into your store sooner or later.

## Bride's Assistance Department.

The store should be arranged to follow up this plan—to be of real help to the bride in making her selections. This can be accomplished by arranging a model kitchen where you can show the various uses of the different utensils. These should be arranged in sets which you could sell for so much. In this way you would save a lot of time and worry both for your sales staff and the purchaser. The "Bride's Assistance" department should have the plans of as many kitchen arrangements as possible, and should be in a position to show the bride how to economize on space, money and time in doing her work. Copies of the popular ladies magazines will give you original ideas along these lines. After fitting up a kitchen, it would be a good plan to take a photo of it for future use as these photos will prove very valuable in making sales.

The whole store should be decorated for the occasion and everything should suggest as much as possible the lines you are pushing.

This looks like an impossibility on the face of it, but it is easily accomplished by using a little tact. The advertisements should suggest giving the bride-to-be a kitchen shower, following the suggestion with a list of articles that would be suitable.

Now then for the window display. This should be given great attention and all the many forces at your command should be made to concentrate on your window display. The slogan, "See the shower in our window," should be featured in all the letters and advertising copy. Banners should float from all your delivery outfits.

Right in the centre of the window place a dummy figure dressed as a bride. Over the bride's head suspend a large parasol (a real good one, the better it is the more effective) and then shower all manner of kitchenware at the bride. This effect can be accomplished with the use of a fine wire by suspending the article from the ceiling by this invisible wire. The floor of the window could be heaped up with utensils that have fallen, and the sprinkling of a little confetti will make the scene more realistic.

The window should be decorated with flowers and real ones (they're cheap at this season of the year). Across the top of the window run a banner word "WHY NOT A KITCHEN SHOWER."

Now when you have your plans all ready—everything looks fine—but don't overlook the fact that no sale is successful unless the entire sales-staff is enthusiastic about it, and the whole organization co-operates to make it a success. Therefore, take your staff—one by one—over into a corner and talk with a "Dutch Auntie" to them—get them so enthusiastic that they can't sleep nights thinking about making that sale a success. Its worth going after and going after in the right way for these brides and brides-to-be will be your FUTURE CUSTOMERS. So win them for your store while they're YOUNG.

## SHOW AND PRICE CARDS ARE ESSENTIAL.

(Continued from page 39.)

display. It would, of course, be out of place to use a card of unusual size in a window of small proportions, as the result would be to overshadow the goods. In showing the class of goods usually associated in the mind with wedding presents, the best results will generally be obtained by using a fairly small card. In the average sized window, the cards should not exceed 12 by 16 inches. With neat lettering, enough can be put into this space to serve all purposes. If, however, the windows are larger than the average, the size of the cards can be increased.

It is a wise rule to make the wording on a card brief, but in appealing for the wedding present trade, it is generally advisable to introduce a selling talk. The object of a display at this stage is not so much to create a demand as to influence selection and thus the cards should give a pointed reference to the desirability of some certain article or line. The suggestions given below carry this idea out, each containing a briefly worded selling talk for one line of goods on display.

It is distinctly necessary to quote prices. Prospective purchasers want information on the price problem and for this reason price cards are a decidedly essential part of each display.

A good rule is to use small cards or tickets for each article, giving the price, in addition to show cards attractively lettered with snappy selling talks.



# The Wedding Trade in Stove Department

**Stoves Make a Sensible Wedding Gift—Dealers Should Bring Them Prominently Forward at This Juncture—Methods to be Followed in Pushing the Sale of Stoves.**

Goods that give satisfactory service and that sell quickly and profitably are the ones desired by the retail hardware merchants to-day. The stove line is one that affords an excellent opportunity for the live merchant to net a nice profit each year on this particular line. While the sale of stoves is a big item in itself, there are always large numbers of extras that are usually needed by purchasers of stoves, and the dealer selling the stove usually falls in line for his share of this business. It often follows that the purchase of a stove is only the beginning of a series of several large purchases.

There are certain seasons of the year that are considered off-seasons for the sale of stoves, but in some places there are merchants who sell stoves during all seasons of the year as a result of devoting a little extra time and energy to the stove department. The month of June usually sees a heavy demand for certain classes of stoves. This is especially true regarding gas ranges and some manufacturers are now complaining about their inability to keep up with the demand for this popular style of stove.

Aside from the regular demand for stoves, a good business should be done in selling stoves as wedding gifts. There are many people who wish to give useful wedding gifts, and are willing to pay a good price for them, but are very often perplexed as to what would be a suitable and practical gift. Many of these people can be influenced by the newspaper advertising and window displays of the hardware merchant. Practically every home is in need of one or two stoves of some description, and one of the first necessities in starting house-keeping is a stove. Coal ranges make an excellent gift and one that is sure to be appreciated. Gas ranges are also a necessity, and in many sections of the country heaters have to be purchased for the cool weather. It would be hard to suggest a more useful or attractive gift than a handsome range for the kitchen of the new home.

This fact could be emphasized in the newspaper advertising. There are many newly-married couples who would much rather have received a good stove than a less useful gift of equal value. Where the donor is in doubt as to the style of stove that would be most acceptable to the bride, it could be easily arranged that the information be secured as to which style of stove she is in favor of.

A good window display, showing an attractive stove along with other kitchen utensils, such as aluminum ware, granite ware, etc., will create considerable attention, and by using show cards in the window along with the display a large number of suggestions may be offered.

In districts where gas is used a special feature could be made of gas ranges. A good plan in showing gas ranges is to have them connected up and ready to be lighted at any time. By doing this the merchant or his salesman is in a much better position to show the stove under actual working conditions than he would be otherwise.

In some districts, where gas is not used, there is a big demand for coal oil and gasoline stoves, both of which would make a very practical and acceptable wedding gift, and they can be purchased at various prices, ranging up to \$12, \$15, which are popular prices for wedding gifts. A summer stove of this kind would be very appropriate, particularly for June weddings, during which month the use of stoves of this kind is general, and continued until the fall.

Some merchants offer special inducements to purchasers of stoves for wedding gifts by including with the sale a tea kettle or some other useful kitchen utensil. Others offer a special cash discount, and in many cases no inducement is offered other than pointing out the practical side of the question and showing prospective donors why a stove would be very much appreciated by the recipient.

The advertising devoted to pushing the sales of stoves as wedding gifts should have a two-fold effect, as there are many couples who will not be fortunate enough to be the recipients of stoves, and who will have to make a purchase of their own accord. These prospects will be interested in advertisements pertaining to lines that are suggested as wedding gifts. In opening the campaign for supplying the newly-weds' requirements, a stove is a good article to feature. In the majority of cases the merchant who gets the order for the stove is the one who gets the order for household utensils and many other articles, such as electrical appliances, etc. In some of the larger places electric ranges and ovens are being offered. No one will deny the fact that a satisfactory working electric range, if it could be run at a reasonable

cost, would be a great convenience. There are many people who can afford luxuries of this kind, but on the other hand, there are many more who will still purchase the lines of stoves that are in general use, and which they have been accustomed to using.

In selling stoves to donors or to newly-weds the merchant and his salesmen should make it a point to describe any new features or improvements that have been recently added to his line, as these special features are often overlooked by prospective purchasers unless brought to their attention by the salesman. The pointing out of a special feature will often help in a great degree in closing a sale or in bringing a prospect back to the store after having examined the lines carried by competitors. Many very attractive designs of stoves that would make glad the hearts of any newly-married couples are being offered by the manufacturers of stoves, and in making them attractive the manufacturers have not lost sight of the fact that the stoves are made for service, and in making them attractive they have not overlooked the fact that one of the most essential points is their usefulness.



## AFTER SEASONABLE TRADE.

Toronto, Ont.—Henderson's Hardware, 847 College St., are going after the seasonable trade by issuing folders covering all lines new in particular demand by householders. These folders are distributed throughout the neighborhood. The lines covered are screen doors, window screens, lawn mowers, lawn borders, lawn mowers, garden hose, step ladders and all varieties of paint and varnish. Prices are quoted on each article.



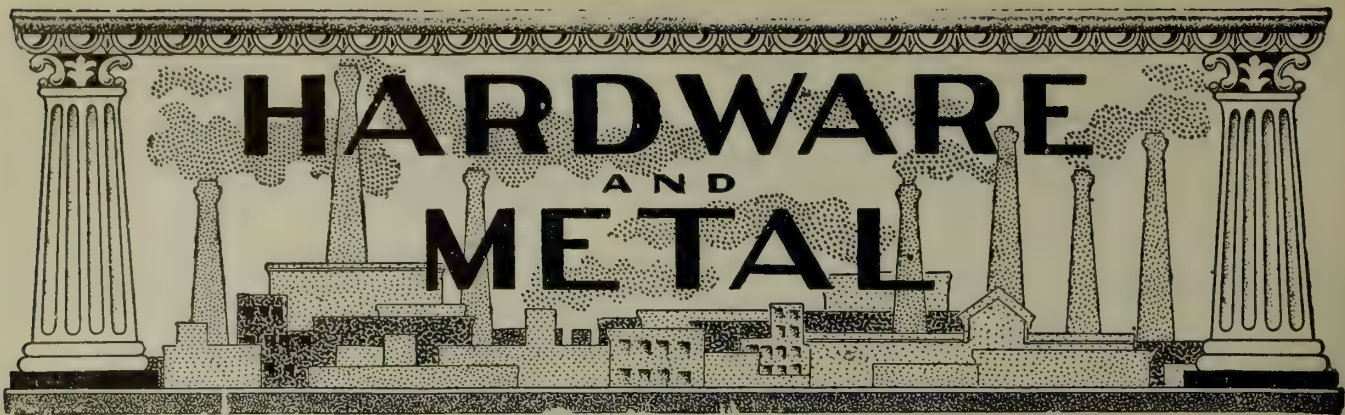
## CORRECTIONS.

In our May 24 issue, New Goods Department, we illustrated and described a new stove attachment oven manufactured by the Fuel Economizer Co., Hamilton. The name Fike Co., which appeared in the article, is incorrect. Fire Co. Stove Attachment Oven is the name which should have appeared.



Geo. Hogerman, hardware merchant, Zephyr, Ont., was in Toronto on business this week.





Vol. XXV. No. 22

Toronto, Canada, May 31, 1913

Two Dollars per Year

#### ELECTRICAL SPECIALTY DEVELOPMENT.

ONE OF the most remarkable commercial developments of recent years is the increase in the use of electrical specialties for household purposes.

The development is seen in the ever increasing number of articles introduced which can be operated by electricity. In addition to such familiar utensils as electric fans, toasters and irons, many new ideas of undoubted utility have been put forward recently. The electric grate and cook stove, though both classed as expensive luxuries still, are coming to the front and are being used largely by people who can afford them. Electric vacuum cleaners, washing machines and wringers are also being introduced into general use. Sewing machines are being harnessed to electric power.

As the development may quite safely be said to be at the present time only in its infancy, the future will see a still wider development. It is quite within the range of possibilities that the time will come when the housewife will be able to perform the bulk of her household work by simply turning a button. When this time arrives, each household will have its own motor for the supplying of the necessary power to operate the various appliances. This may not be such a long way off; motors for household purposes are now being offered and sold in large numbers.

But to get back to present day facts, the development has been due to a great extent to the cheapening of electrical products. A few years ago prices were so high that only the very wealthy could afford electrically operated devices. To-day some of the better known devices have been reduced to a figure which places them well within the reach of all. Undoubtedly the same process will manifest itself in connection with what are now high priced articles, gradually bringing them down to a level where all will be able to have them.

Another feature which is helping along the development is the cheapening of electric power and its extension to places which have previously lacked it. Electric power is gradually being introduced into every place of any size in Canada, and this is increasing the territory in which electric appliances can be sold. The present year has seen a big development from this source.

Hardwaremen should not fail to grasp the importance of this development.

#### CONCEALED WEAPONS LEGISLATION.

Of late years there has been a strong tendency on the part of the various legislative bodies in Canada to enact stringent measures governing the carrying of concealed

weapons and the sale of firearms, sling shots, etc. The adoption of a revised enactment at Ottawa is announced in this issue, full details of the new measure being given. This act not only prohibits the carrying of weapons except by special license, but lays down provisions for the retail sale of same and for the careful registering of all sales.

While the enforcement of rigid laws entails some hardship on the local dealer, there is an undoubted advantage in the fact that it will put the retailing of firearms on a better basis. Sales from second hand stores and pawnbrokers' shops will cease. Men requiring firearms will have to go to the proper source to secure them, the hardwareman or the sporting goods dealers.

As the act will apply to all parts of Canada, the hardware trade should give it careful study and prepare to observe the terms to the letter.

#### A STORE'S REPUTATION.

SOME TIME ago the owner and active head of one of the largest departmental stores in America was asked how he had built up his business. His answer was: "By building up the reputation of my store."

A wise answer, indeed, for a store's reputation covers every phase of merchandising effort. It is through the efforts that it makes to get business and to hold it after it has been secured that a store makes its reputation. A good reputation is equal to the assurance of increasing patronage and sure growth; a bad one spells ultimate failure unless steps are taken to rectify it.

The general policy of a store with regard to returned goods, breakages, omissions and collections goes a long way in forming the public estimate. If courtesy, willingness to oblige and business-like promptness and exactitude are shown, people form a favorable opinion. They decide that they like to deal there and they comment on the store favorably. Ranking fully as important is the kind of service given. If the salesmen are efficient, courteous and obliging, the store can depend upon holding customers and winning new ones. A rude or lazy clerk can do a great deal toward undermining the reputation of a store, a reputation which may have taken many years to build up.

The man who writes the advertising copy also has it in his hands to make or mar in no small degree the reputation of the firm he is employed with. If he introduces into the matter that he places before the public palpable exaggerations and claims which the store cannot back up, he puts people in a skeptical frame. Advertising matter should be strictly based on facts. Any claim or offer made should be backed up to the letter.



There are many other ways in which a store's reputation can be affected by every day operations. Everything undertaken should, therefore, be judged on the basis of how it will make the store appear in the eyes of that ever watchful body, the public.



### PARCEL GOODS PROPERLY.

One of the first lessons for the new clerk in the store is the proper parceling of goods. No one wants to carry an ill-arranged parcel along the street. The particular customer too, will often judge the dealer by the sort of parcel he delivers.

Hundreds of customers scarcely ever see the interior of the stores at which they deal. They do their shopping by phone. They have no way to tell the character of the store or of the dealer, but through the delivery man and the parcels. If a poorly wrapped and poorly tied parcel is thrown inside the door, a feeling of distrust towards the merchant naturally arises. If the same carelessness continues to be shown, the dissatisfaction will gradually grow until the climax is capped by some glaring case. The loss of the customer is the inevitable result.

The proper wrapping of parcels may seem to be an insignificant thing, but if carelessness in this regard loses but one customer a year, it means considerable loss.



### POINTED EDITORIALS.

The bride of to-day is the regular customer of to-morrow.

\* \* \*

Thousands of dollars are lost annually because clerks do not know the stock.

\* \* \*

An ad. in the newspaper is worth two circulars in the waste basket of the prospective customer.

\* \* \*

If Caesar really wrote that famous message, "I came, I saw, I conquered," he must have had the makings in him of a great advertising man or cardwriter. He summed up a chapter of history in six words—or three words in the Latin.

\* \* \*

Sweater coats are becoming quite a common feature in many hardware stores. And it is not such an innovation after all. A sweater coat is an essential part of the equipment of an athlete and, therefore, a part of the complete sporting goods department.

\* \* \*

Here's a good rule for an ad. writer. Write what you have to say, then go through it and cut out all parts which are not absolutely necessary. Then strike out every word which can be dispensed with. By this time, the copy will be terse, right to the hand, and forceful.

\* \* \*

Merchants who wait for customers to turn up are about as likely to reach the happy stage of independent affluence as Wilkins Micawber, who spent the best part of his life staving off creditors and borrowing from friends, while he waited for "something to turn up." The merchant must go to the customer.

## Bargain vs. Quality Trade

DO bargain sales preclude quality business? When a store maintains a continuous policy of advertising bargains, does the "quality" trade gradually go elsewhere? What is the result of advertising bargains on the business done in the best quality lines and with people who are looking for quality only? Is there enough quality business in the average town to make any difference?"

This is a problem which every merchant faces. With the wonderful development of retail advertising, has come an era of "bargain retailing." Newspapers are full of advertisements featuring special sales, price reductions and unusual inducements. Every merchant feels that to keep his business in the forefront, he must do a certain amount of bargain advertising. Some adopt it as a continuous policy, endeavoring by means of aggressive publicity and attractive values to so increase their turnover that it is possible to make a good profit on a small margin. Others adopt the safer policy of using bargain lines as leaders only, keeping the bulk of the stock at the regular prices.

At the same time, every merchant recognizes that the "quality" trade is an important factor. It is on the high priced goods, which appeal to people who can afford to consider quality only, that the best profits are made. If a store can attract a large share of quality business, the profits resulting therefrom will be large and, comparatively speaking, easily obtained.

Thus the problem looms up. Can the merchant afford to jeopardize his hold on the quality trade by reaching out for a larger turnover through the medium of bargain sales? To decide this, it is first necessary to determine if bargain sales are detrimental to the maintenance of quality connection.

There can be no doubt that bargain sales are detrimental to quality business, but they do not preclude it entirely if kept within certain bounds. It simmers down to a question of service. In the store where bargain sales are continually being held, it is impossible to give perfect service to customers. It is a case of rush and hurry all the time. Customers rush into the store in droves, paw over the goods, jostle each other and introduce an atmosphere of confusion. The sales people cannot give anything but mechanical service on such occasions. They become mere machines for the registering of customers' self decided selections and the reception of money.

Now the quality customer wants the best of service. She prefers to be able to take her time, to inspect the goods without interruptions and with as much privacy as is possible. She finds shopping at the store where bargain sales are continually being held more or less of a hardship and may in time transfer her patronage if she can find a place more suited.

At the same time, one must not lose sight of the fact that merchandising conditions to-day are such that a large turnover at a small margin has become the route by which the retailer makes his profit. Competition is keen and people have been so educated by bargain values that they buy closely. Is it advisable for the average merchant to curtail activities in the direction which leads to a large turnover, in order to keep his grip on a branch of trade which yields a large proportionate profit, but is necessarily limited?

In the opinion of the writer, the average merchant must endeavor to make the two branches "trot in double harness." There is not enough quality trade to make it worth his while to specialize on it entirely, but at the same time it would not be wise for him to let it go entirely and run his store for the bargain trade.



# New Act Governing Carrying of Weapons

More Stringent Enactment by Dominion Government—Permits Must be Secured For Carrying Weapons on Pain of Severe Penalties—Clause Referring to Silencers—Rigid Clauses Governing Sale of Weapons.

Hardware merchants will be interested in the following Act to amend the Criminal Code Bill 211:

"His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—1. This Act may be cited as The Criminal Code Amendment Act, 1913. 2. The Criminal Code, chapter 146 of the revised statutes, 1906, section 118, is repealed, and the following is substituted therefor: Everyone is guilty of an offence and liable on summary conviction to penalty not exceeding one hundred dollars and costs, or to imprisonment for three months, or to both fine and costs and imprisonment, who (a) not having a permit in form 76 has upon his person a pistol, sheath knife, bowie knife, dagger, stiletto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person, or any air gun or any device or contrivance for muffling or stopping the sound of the report of any firearm, elsewhere than in his own dwelling house, shop, warehouse, counting house or premises; or (b) sells or without lawful excuse gives or lends any such offensive weapon, device or contrivance to anyone not being the holder of a permit, or (c) in the case of a sale neglects to keep a record of such sale, the date thereof, the name of the purchaser, such sufficient description of the weapon, device or contrivance sold as may be necessary to identify it, the date and place of issue of the permit and the name and office of the issuer of the permit, or neglects to send a duplicate of such record by registered mail to the person who issued such permit, or neglects to endorse upon such permit, the date and place of sale, the said description of the weapon, device or contrivance, and the name of the vendor; or (d) being authorized to issue a permit issues it without keeping a duplicate thereof as a record, or having issued a permit fails to keep any record received by him of sales of weapons, devices or contrivances to the holder thereof; or (e) issues a permit without lawful authority.

## Permits.

"2. Upon sufficient cause being shown any officer of the Royal North-West Mounted Police, or Commissioner of Dominion Police, or superintendent of provincial police, or stipendiary, or district magistrate, or chief constable of any city, incorporated town or district municipality, may grant any applicant there-

for, as to whose discretion and good character he is satisfied, a permit in form 76 for such period not exceeding twelve months as he deems fit.

"3. Such permit upon the trial of an offence shall be prima facie evidence of its contents and of the signature and official character of the person by whom it purports to be granted.

"4. Whenever the Governor in Council deems it expedient in the public interest he may, by proclamation, suspend the operation of any of the provisions of this section in the whole or any part of Canada, and for such period as he deems fit.

## Exceptions.

"5. Nothing in this section shall apply to any weapons, devices or contrivances authorized to be carried by any naval, militia or peace officer, or to any bona-fide sale made by any manufacturer of or person trading wholesale in such weapons, devices or contrivances to any person bona-fide dealing in such articles, and having an established and fixed place of business.

"6. Every peace officer may search any person whom he has reason to believe, and does believe, has upon his person any weapon, device or contrivance illegally in the possession of any person without a permit, and such weapon, device, or contrivance shall be forfeited to the Crown, to be disposed of as the Attorney-General of the province in which such forfeiture takes place may direct. This is to prevent the carrying of pistols and other concealed weapons, and has the support of the Chief Constables' Association of Canada, the City Council of Montreal, etc.

## Selling Pistol or Air Gun to Minor.

"5. Section 119 is repealed, and the following is substituted therefor: 119. Everyone is guilty of an offence and liable on summary conviction to a penalty not exceeding fifty dollars who sells any firearms or gives or sells any pistol or air gun or any ammunition therefor to a minor under the age of sixteen years, unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift, and that he had good reason to believe that such minor was not under the age of sixteen years. This is to prevent the sale of firearms to minors. The law remains the same as to pistols and airguns.

## Penalty for Contravention.

"6. Section 3 of chapter 9 of the statutes of 1907 is repealed, and the following is enacted as section 151: Everyone who, by himself or clerk, servant, agent or other person, violates any of the provisions of section 150 is guilty of an offence against this part and liable on summary conviction to a penalty of two hundred dollars and costs, and, in default of payment, to imprisonment for a term not exceeding three months; and upon any subsequent conviction to a penalty of three hundred dollars and costs, or to imprisonment for a term not exceeding six months, or to both, and in default of payment of such penalty to imprisonment or to further imprisonment for a term not exceeding three months; and imprisonment in each case shall be either with or without hard labor."

Note.—This changes the fine from \$50 to \$200 and from \$100 to \$300. Mr. Quibel, who was a Commissioner of Dominion Police, preserving order along the line of the Transcontinental Railway, reported the present penalty as insufficient, and recommended the increase.

## ADDING NEW LINES.

P. L. Robertson Mfg. Co., Milton, Ont., manufacturers of Robertson's socket head patent screws, screw-drivers, rivets, burrs, etc., are contemplating several extensions to their plant, and the plans for same are well under way. Bolts and nuts are among the new lines that will be added. In the early part of 1912 a wire drawing plant and wire nail plant was added to the works at Milton, and recently the Milton works have been greatly increased in the matter of buildings and machinery. The firm have also purchased the plant, assets and business of the Toronto Wire Nail and Tack Co., of West Toronto, Edwin Avenue and C. P. R. tracks. The company intend to build warehouses on this property in addition to the plant already located there, and will carry a full line of their products in order to serve the markets of Toronto and vicinity from the Toronto works.

St. Thomas, Ont.—The factory and plant of the Erie Iron Works Co. was badly damaged by fire last week. The loss will reach \$5,000.



# Sale of Toronto Silver Plate

The announcement was made last month of the purchase by the Canadian Rogers Company, Limited, of which S. J. Moore, Toronto, is president, of the business and all the assets of the Toronto Silver Plate Company, Limited. It has been known for some time that the Rogers Company contemplated entering the Canadian field, and it was assumed that it would build a new factory and establish a plant in competition with the already existing companies. The officers decided, however, that it would be a better stroke of business to acquire a going concern of established reputation in the same general line of business, and the purchase of the Toronto Silver Plate Co. is conceded to be a move of the greatest strategic importance. Its record for the past thirty-one years since its establishment, the high place that it occupies in the estimation of the retailers and general public of Canada, and the alert and progressive management that it has had under E. G. Gooderham, gives the institution a status as a commercial proposition that cannot fail to be of the greatest possible advantage to the new

owners. It is a satisfaction to know that the business will be carried on, at least for the present, under the present name and organization.

The business will be taken over as from January 1 last, which will permit of the new company getting into earnings from

and it was announced that the entire issue had been taken up.

Canadian Rogers Company, Limited, will shortly begin to manufacture the Wm. A. Rogers, Limited, lines of silverware and cutlery in Canada. The well-known "Horse-Shoe" and "1881"



*E. G. Gooderham, president and managing director, The Toronto Silver Plate Co.*



*S. J. Moore, President Canadian Rogers Co.*

the start. The net earnings of the Toronto Silver Plate Company for last year were about \$30,000, after allowance is made for the money borrowed during the year being replaced by capital, as is provided for by the present transaction.

The preference stock of the Canadian Rogers Company was offered at par, with a bonus of 35 per cent. in common stock, only to shareholders of Wm. A. Rogers, Limited, pro rata, at the rate of one new preferred share, as against (common and preferred) in the parent company. William A. Rogers, Limited, guarantees payment of the preferred stock dividend of the Canadian Company for ten years from April 1, 1914. Subscriptions finally closed on April 21,

brands of Wm. A. Rogers, Limited, have been sold throughout Canada for many years.



## ROSIN.

Northern Engineering and Supply Co., Fort William, Ont.—"Please advise me of firms making rosin."

Following are United States and Canadian firms handling this article:—Southern Manufacturing Co., Pittsburg, Pa.; Naval Stores Marketing Co., New Orleans, La.; W. H. Barber Agency Co., Minneapolis, Minn.; E. Fielding & Son, 34 Front Street W., Toronto; Canada Paint Co., Montreal, Que.; Wilson Patterson Co., Montreal, Que.; or almost any of the turpentine jobbers.—Ed.



# Progressive Hardware Retailing

The Importance of Actively Handling the Gasoline Trade—Hardware Firm Issues a Telephone Directory of a Novel Description, Containing Advertising Matter—Some Good Signs.

## A NOVEL DIRECTORY.

James & Reid, Perth, Ont., have issued a telephone directory in the shape of a card measuring 7 x 9 in., on which are arranged alphabetically the names of all telephone subscribers in town. The heading on the card reads as follows:—"Central, give me 81. I want James and Reid's, the hardware and coal people."

They also name some of the lines of goods they have for sale. The cards can be tacked or hung up in a convenient place and should prove a useful and ready reference. A card of this description obviates the necessity of always

we sell what we know is good."

"The quality remains long after the price of a good bicycle is forgotten."

## ARGUMENTS FOR SCREEN DOORS.

At this season of the year, when hardware merchants are pushing the sale of screen doors and windows, the following aphorisms taken from a New York State Health Bulletin are interesting and very much to the point. They might be used in advertising matter or on cards:

It is better to screen the cradle and wear a smile than scoff at the precaution and wear mourning.

gasoline. From the position of a rather minor by-product gasoline has become one of the most largely used commodities on the market.

This extraordinary growth in demand has not been entirely due to the popular craze for motoring. Gasoline has been introduced on the farm and to-day the best agriculturists are plowing, seeding and reaping by gasoline. It is not an uncommon sight to see large gasoline tractors at work in the fields of Western ranches turning out the work of many teams of horses.

The result of these developments, which, by the way, are of comparatively



*The use of gasoline in agriculture—A scene from near Regina, Sask.*

looking up the phone book, and keeps the name of the firm before the telephone users.

## SOME GOOD MOTOES.

The Treadgold Cycle and Sporting Goods Co., Kingston, Ont., are believers in signs and are making good use of them in their new sporting goods store. The firm are running a contest in which a bicycle is given away free. The particulars regarding same appeared in a recent issue of *Hardware & Metal*. Among the show cards displayed in the Treadgold store are the following:

"Better pay the price of a good bicycle than the penalty of a poor one."

"We know what we sell is good and

Screens in the windows prevent crepe on the door.

Flies in the dining-room usually precede nurses in the sick room.

Flies as well as bad water spread typhoid.

A fly in the milk may mean a member of the family in the grave.

A fly has natural enemies; the most persistent and most effective should be man.

It costs less to buy a screen door than to get sick and lie off for a month.

It's a short haul from the garbage can to the dining table via the fly route.

## HANDLING GASOLINE SUPPLIES.

Since mankind went motor mad, there has been a tremendous demand for

recent date, has been the opening up of a splendid opportunity for hardware men. By pushing the sale of gasoline the hardware dealers can work up a big trade with a correspondingly good profit, and in addition can establish a connection which leads to much valuable business.

The sale of dry cells with the farm trade has been large since farming by power became so general. This is a branch which the hardware dealer should develop.

It is not only in the sale of gasoline that an active connection with the automobile trade is valuable. Owners of automobiles are in continual need of supplies of some kind—dry cells, tools, carbide, repair parts, etc. In many of



the smaller places, where there are no garages or repair shops, all this trade can be secured by the hardware man. Even in the larger centres the latter can secure his share by going after it.

#### A \$1,400 IDEA.

Here's an idea contributed by the McMullen Mercantile Co., Jones City, Okla., that attracted a great deal of attention and produced a record-breaking for the store, their cash receipts for that day being over \$1,400; writes Mr. Wm. McMullen.

This "Court Summons" scheme was based upon a folder resembling a "summons;" the original being on tag board, or post card stock and folding to 9 x 4, and was mailed in a regular "official" envelope.

Jones City has a population of 250, and bringing \$1,400 over the counters in such a community is certainly going some.

Mr. McMullen says that "Some of the people thought they had been sued, others came to town to see what was wanted, others wanted to know where the case was going to be tried, etc., etc." But it brought the people—and their money—to the store. Inside, this "summons" read as follows:

"You are hereby summoned to read this action, and consider carefully all the testimony therein, and give your answer personally to this action, on the day of return of this summons.

"The Plaintiffs in action—McMullen Merc. Co.—dealers in general merchandise, with place of business at Jones, Okla., sayeth that they have been in business here for ten years, and that they have done an enormous credit business, which has resulted in their having thousands of dollars scattered out over this section of the country, and it is now up to them to raise money to meet maturing bills; and to keep from going broke they have concluded to put in a rousing big sale, to commence Saturday, Oct. 2nd, and continue thirty days, for cash. We need cash. It takes cash to buy the bargains at this sale.

"The Defendant in this action, Mr. Frank Cook, sayeth that he has been connected with this concern during the ten years as a hired man, and admits all the above as put forth by the plaintiffs as correct, and he further sayeth that he has contracted a partial paralysis of the hand caused by continuous charging of accounts, and he further sayeth, if all pencils used by him during this ten years were all in one pencil, it would be three hundred forty-six and one-half feet long, this being based on one ordinary pencil a week.

American Paint, Drug and Oil.

## Strong Selling Talks from Hardware Ads.

*The "—————" is the finest steel range we have ever placed in a home. It has a large cooking surface and large roomy warming closet with drop door—You owe it to your wife and to your home to have your kitchen equipped with one of these ranges. It will stop leaks in your fuel bill, and will smooth over many little differences that are due to an inferior cooking range or stove.—Alberni Hardware Co., Alberni, B. C.*

*You can't help but get satisfaction in everything you buy at our store, for the simple reason that we don't believe in inferior grades of goods and we don't carry them. You can come to us for anything you need in the hardware line, with the assurance that we will have just exactly what you want.—P. S. Stewart and Son, Renfrew, Ont.*

*Get out of doors, in touch with nature. Country-born folks who live in the city have longings to get "back to the soil" when leaves and flowers burst forth under the warm sunshine of spring. And even the city bred, influenced by some inherited instinct of primitive man, yearn to get close to the earth as May approaches. You may as well come to this store and order the tools you'll need from this list.—E. B. Davis, Cayuga, Ont.*

*A properly built refrigerator is a good investment for it saves ice. A poorly constructed one is a menace to health and a useless tax upon your purse. It is advisable to make your selection at once as the demand is heavy, and there is a limit to the amount of refrigerators that we can secure. The season's order has already been placed and filled.—Robert Simpson Co., Toronto.*

*Selling bad paint is like making bad friends—they never come back to the store which sells them. You can depend on our paint. We take the greatest care in buying it, for we want your custom next year.—L. F. Heartwell & Co., Rosetown, Sask.*

*A well kept lawn is a thing of beauty and a joy to every passer-by. The outward attractiveness of the home depends to a great extent on the appearance of the lawn. A poorly kept lawn will affect any other improvements which you may have added to the buildings.—Carter Bros., Picton, Ont.*

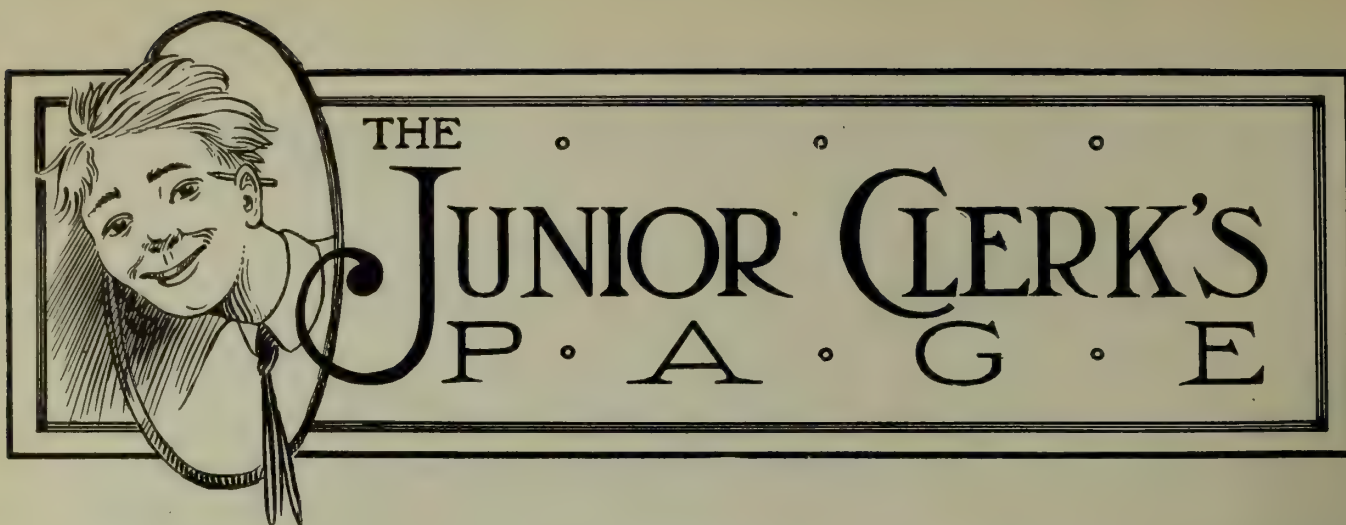
*The mixing of paint is quite an art in itself. The greatest care has to be taken in measuring the exact proportions of white lead, linseed oil and dryers, in order to get the best results. We sell you paints that are mixed by expert grinders and mixers and guaranteed absolutely pure.—Geo. Elliott, Jr., Brantford, Ontario.*

*We want your business and offer you in return our best attention and high quality goods. We will guarantee all the goods we sell and will replace any article not found up to standard. Our business is cash, and we feel that is the only basis to build on—cash and quality. Our ad. will be in the Daily News every Monday, and we will always try to advertise something of interest to you.—Cramer and Kelly, Nelson, B.C.*

*You wonder where all the flies come from until you discover a worn-out screen in your window, or no screen door some other place. There are thousands of other flies on the way. So screen your doors and windows with no delay.—Ingram and Davey, St. Thomas, Ont.*

*How many times have you felt like saying something about that clumsy saw vise you have to carry in your tool chest? Here's a new steel folding bench vise which folds into very small space and does your work well. It is silent in operation, being fitted with rubber pads, holds thick or thin saws and holds them tight.—Geo. Taylor Hardware Co., New Liskeard, Ont.*





### STICK TO FACTS.

The main thing, after all, is to have people believe you.

Some salesmen think they're smart when they can prove that black is white.

That is not what a salesman is for.

The duty of a salesman is to prove that black is black and white is white. A salesman is not a lawyer. He is not to fill his mouth full of excuses and apologies and suspicious arguments.

If he thinks for a moment that he was hired to deceive customers, he has made the greatest mistake of his life.

The difference between a lawyer and a salesman is that law means a fight and salesmanship means a bargain.

The purpose of a salesman is not to win a victory, but to win customers and to make them friends. Any cheap-Jack salesman can land a customer once, but it takes the real professional salesman to land a customer for life.

If a young man finds that he has been sent out to sell goods that are worthless, there is only one thing for him to do—get another job. If a salesman finds that his boss is requiring him to be a confidence man and a bunco steerer, there is only one thing for the salesman to do—quit.

There are many good employers. There are honest goods in every line of trade, and these goods are the only ones that ought to be sold. Nothing hurts a sale more than the false claim of a silly brag. Stick to facts. Tell what you have a right to tell. Tell what you can prove. Tell what you know is true. Be sincere; and verily I say unto you, your days shall be long in the land, and your customers will rise up and call you blessed.

LONG GREEN.

### ARTIFICIAL ICE.

"Well, by hickories," said the visitor from up country, stopping to read the inscription on a passing ice wagon: "Artificial ice! An' I'll bet these here city folks is paying just as much for it as if it was the real thing."

### ENTHUSIASM.

Enthusiasm is the greatest business asset in the world. It beats money and power and influence. Single-handed, the enthusiast convinces and dominates where the wealth accumulated by a small army of workers would scarcely raise a tremor of interest. Enthusiasm tramples over prejudice and opposition, spurns inaction, storms the citadel of its object and, like an avalanche, overwhelms and engulfs all obstacles. Faith and initiative rightly combined remove mountainous barriers and achieve the unheard of and miraculous. Set the germ of enthusiasm afloat in your plant, in your office or on your farm; carry it in your attitude and manner; it spreads like contagion and influences every fibre of your industry before you realize it; it begets and inspires effects you did not dream of; it means increase in production and decrease in costs; it means joy and pleasure and satisfaction to your workers; it means life, real and virile; it means spontaneous bedrock results—the vital things that pay dividends.

HENRY CHESTER.

### IN TRAINING.

An office boy had been guilty of prevarication, and the manager called him in for a little friendly counsel. "What becomes of lads who trifle with the truth?" he asked.

"When they grow up the boss sends them out as commercial travelers," replied the observant candidate.

### THE PROPER WAY.

"Hello, old man; how do you find business?" "How? By judicious advertising, of course.

### THE LOAFER.

You kin always tell a loafer, if there's loafin' in the crew;

You kin always tell a loafer 'cause he has so much to do;

When the men are in the maintop he is fussin' with a jib;

On the drive he's always lookin' fer a chance away to snib;

In the woods the smallest timber is the timber he will find;

In the yard the twelve-by-twelve is the kind he leaves behind.

He will fuss an' he will fiddle huntin' up the softest snap;

Life is one eternal treadmill for the take-it-easy chap;

Yes, it takes a lot of trouble skippin' labor day by day;

Fer a fellah has to figger how to dodge it all the way.

On the drive or in the timber, in the mill or in the yard,

You kin always tell a loafer 'cause he works so bloomin' hard.

### REMARKS OF THE JUNIOR CLERK.

A pessimist is merely a man who is never happy unless he isn't.

Some men use up a lot of time regretting the years they have wasted.

A man with lofty aims may be a poor shot.

There are but few shade trees in the average man's field of labor.

You would probably be surprised if you knew how much good has come out of some of your mistakes.

Few men can look back at their past without wanting to dodge up an alley.

For every sticker there are a dozen quitters.

Few of us want the little things that are to be had for the asking.

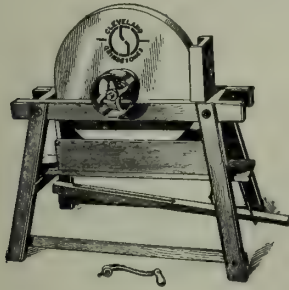
After he has failed to make good, a weakling spends all the rest of his time explaining that he did not get a square deal.



# New Hardware Goods

## FARMERS SPECIAL GRINDSTONE.

The "Farmers Special" is the name given to a new grindstone which has been produced by the Cleveland Stone Co., Cleveland, Ohio. The new machine has a wood frame and ball bearings, the latter making the stone light running. Although equipped with pulley for power, the model is claimed to be so free running that it can be operated by foot



treadle or even by hand and provision is made for doing so.

The wood frame is made of selected hardwood and the side and legs are extra heavy. The whole frame is oiled and varnished. With the exception of the frame the outfit is similar to the Empire power grindstone 24 to 26 in. x 2 to 3 inches; same fixtures with steel shaft, 6-inch pulley and hardened steel angular ball bearings. In addition to the equipment for a power grindstone, the Farmers Special is furnished with a foot treadle with ball bearings on the crank and a hand crank, either can be used in case of emergency. Frame is shipped K.D., and stone crated. The weight complete is 175 lbs.

## MACHINIST AND CARPENTERS CASES.

The Pilliod Lumber Co., Scranton, Ohio, manufacturers of cases, for ma-

here illustrated. One of the accompanying illustrations shows a machinist tool case equipped with seven drawers making a very compact and useful case for ma-



chinists. The other illustration shows a carpenters tool case, the interior of which is divided into compartments for holding various kinds of tools. The cases may be obtained in various sizes. Catalogues and information may be obtained regarding the new lines from the above named company.

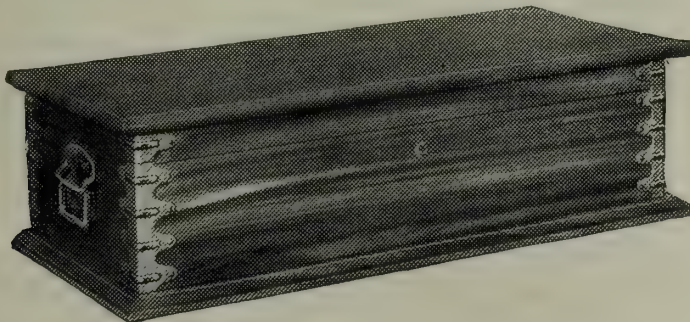
## UNEEDA WONDER DUSTLESS MOP.

Uneeda Specialty Mfg. Co., 236 Gladstone Ave., Toronto, Can., are offering to the trade the new "Uneeda Wonder Dustless Mop" for hardwood floors, walls and ceilings made of selected cotton strips, held in place by twisted wire frame. The brushes are treated by a special chemical process which is claimed to make the brush absolutely dustless and hygienic. The brush will absorb dust without scattering it. The mop is equipped with a patent connector which can be removed from the handle and, by reversing the brush, you

hold, the brush can be removed from the handle, washed and made like new. It is claimed that washing does not injure the duster. In addition to the mop here



ing furniture, hardwood stairs, automobiles, and general dusting without danger of marring or scratching the woodwork.



chinists, carpenters, salesmen, etc., are offering the trade five new lines of tool cases and tool chests, two of which are

can turn a clean side out and have practically a fresh brush. When both sides have absorbed all the dust they can

## COMPANIES INCORPORATED.

Orleans Cement manufacturing Co., capital, \$50,000. Head office, parish of St. Jean, Ile d'Orleans, Que.

Mississauga Pulp & Paper Co., with a capital stock of \$2,500,000. Chief place of business, Toronto, Canada.

Richard Sheet Metal Specialties, Ltd., capital stock, \$50,000. Head office, Montreal, Que.

Dominion Glass Co., Ltd., capital stock, \$8,000,000. Chief place of business, Montreal, Que.



# Current News of Hardware Trade

## Store Burglarized.

Pembroke, Ont.—The hardware store of S. M. Hunter has been burglarized.

## Reopens Store.

Englehardt, Ont.—Thos. Magladery has reopened his business. He was a sufferer in the recent disastrous fire that visited this town.

## Death of Hardware Merchant.

The death occurred on May 12 of F. S. Deyell, hardware merchant, Alameda, Sask. The deceased went west from Ontario about twenty years ago, and for several years had conducted a hardware store in Alameda.

## Waterworks for Wallaceburg.

Wallaceburg, Ont.—A by-law to provide \$130,000 for the construction of a waterworks system will be submitted to the ratepayers of Wallaceburg on June 2. The water will be brought from the Chenal Ecarte, four miles from town.

## Building Modern Workshop Warehouse.

T. McQuat & Son, Lachute, Que., are building a new steel and concrete shop near their new hardware store on Princess Ave. It will be equipped with an overhead crane 20 ft. span 140 ft. run. A railway siding will also be run alongside the building. The machinery in the new shop will be run by electricity.

## New Glasgow Firm Enlarging Branch.

New Glasgow, N.S. — Thompson & Sutherland, Sydney Branch, are making preparations to erect a new warehouse on Bentnick St., directly behind the present premises in the Forbes Block on Charlotte. The new building will be of re-inforced concrete with hard pine girders and posts and will provide 7,200 sq. ft. of storage floor space. The company also intend to erect another storey on the Forbes Block and the extra space thus obtained will be used for the storage of hardware.

## Death of Hardware Merchant.

The death occurred in Stratford on Monday, May 19, of Joseph R. Myers, who conducted a hardware and plumbing business. Mr. Myers was operated on for appendicitis a little over two years ago, and never fully recovered his former strength. He was 49 years of age, and was born in Centreville, Ont. At the age of eight years he went to Stratford with his family, and had resided there ever since. He graduated from the Stratford schools, and learned

the hardware and plumbing business in the store which he later owned, first with Jeffrey Bros., and later with A. Ward, from whom he purchased the business, which he successfully conducted until his death. The deceased is survived by his wife and four sons.

## Sudden Death of Walter Martin.

Hamilton.—Walter Martin passed away on Saturday in Chicago. The deceased was a native of this city, but for the past twenty years lived in Winnipeg, where he represented the Hamilton Stove and Heater Co. He was also second vice-president of the company. He had been to this city the early part of last week and left on Friday night for Chicago. He was in the best of spirits and was joking and talking with a couple of other passengers who were with him. On his arrival in Chicago he

## ON WORLD TOUR.

*D. Cinnamon, of Lindsay, who is now on a tour of the world, writes to the editor of Hardware and Metal from Colombo, Ceylon:*

*"Just a line to state thus far my trip 'around the world' has been a very pleasant one. Had very warm weather at Port Said, Egypt, Suez, and right through the Red Sea and Indian Ocean. Go to Kandy tomorrow and leave Sunday night for Straits Settlement. With kind regards to you and to all in the trade."*

*D. Cinnamon.*

entered a hotel bus, and just as it neared the hotel the driver noticed Mr. Martin fall off the seat. He turned hastily to pick him up and found that he was dead. An inquest was held and the report was that death had been instantaneous, caused by a rupture of the heart. W. H. Carriek, president of the Hamilton Stove and Heater Co., accompanied by H. A. Martin, brother of the deceased, left for Chicago at once.

## Business Changes.

Rosenfeld, Man.—Klassen & Son have taken over the hardware business of A. Johnson.

Calgary, Alta.—The Calgary Hardware Store, Ltd., have sold their Mount Royal branch to Halpenny & Johnston.

Jos. Picard and Fils, St. James Street West, Montreal, is selling out. Mr. Picard is retiring from business.

Montreal, Que.—Stern and Schasseur, importers cutlery, etc., have dissolved partnership, J. Stern continuing under same style.

Sutherland, Sask.—Fleming Bros. have given up their hardware store at Lanigan and have moved their stock to the Sutherland store.

Loreburn, Sask.—McLean Bros., hardware dealers, have dissolved partnership; Chas. and William McLean will continue the business under the title of The Western Hardware Co. John McLean has succeeded the McLean Bros. at Bridgeford.

## Enlarging Premises.

Deloraine, Man.—E. C. Arthan has built a warehouse in connection with his hardware store.

Regina, Sask.—The hardware business of Dunlop and Munro on Dewdney Ave. has been purchased by Dr. Duffett, of Broadview.

The business of David C. Mitchell & Co., 118 Queen St., Glasgow, Scotland, has been transferred to Mitchell's, Ltd., 142 Queen St., Glasgow. It has been arranged to continue and extend the existing business in larger premises at the new address given.

## Fire Losses.

Brantford, Ont.—Searfe & Son have suffered a loss by fire.

Calgary, Alta.—The Alberta Box Co.'s factory has been destroyed by fire.

St. Thomas, Ont.—The Erie Iron Works have suffered a loss by fire.

Maple Creek, Sask.—The hardware and furniture business of Mrs. S. Lawrence has been burned out.

## Personal Notes.

Dresden, Ont.—John McVean, of Chatham, formerly a Dresden boy, has accepted a position with W. J. Jeffs, who recently took over the hardware business of J. B. Carscallen & Son, here.

Peterboro', Ont.—Geo. Pratten has left the city and will in future be associated with a hardware firm in London, Ont.

## New Firms.

Lancer, Sask.—B. F. Hoffman has opened a hardware store.

Calgary, Alta.—H. C. Wright & Co. have opened a hardware store.

Retlaw, Alta.—It is reported that Brown & Mitchell are opening a hardware store.



## Catalogues and Booklets

### Minerva Paints.

Pinehin Johnson & Co., Canada, Ltd., Minerva House, Toronto, have issued to the trade a dealer's catalogue and price list of Minerva Paints, varnishes and specialties. The catalogue contains 48 pages and is well gotten up. Many half tone illustrations are shown and price lists are given. The catalogue also gives information regarding the seventy-nine years of progress of this firm since its inception in 1834.

### Sockets and Receptacles.

Canadian General Electric Co., head office, Toronto, have issued section 6 third edition, supply catalogue of sockets and receptacles containing 64 pages and showing half-tone illustrations of many lines of sockets and receptacles, together with list prices. Copies of the new catalogue will be mailed on request.

### Carborundum Co. Booklet.

The Carborundum Co., Niagara Falls, N.Y., have issued a 38-page booklet for the hardware trade illustrating and describing Carborundum and Aloxite products. Among the lines illustrated are Carborundum stones, razor strops, grinders, valve-grinding compound, etc. Copies of the booklets will be mailed on request.

### Luther Grinders.

Luther Grinder Mfg. Co., Milwaukee, Wis., have issued their new catalogue No. 29. The new catalogue contains 64 pages and shows their complete line of grinders, sharpening stones, boring devices, drill attachments, etc. Half-tone illustrations are shown and description given of the lines manufactured by the Luther Co. Copies will be mailed on request.

### Electric Toasters.

Landers, Frary & Clark, New Britain, Conn., have issued a booklet illustrating and describing their Universal Electric Toaster. The booklet gives information regarding toasting, etc., and also shows illustrations of toast that has been made on an electric toaster.

### Refrigerators.

J. H. Hanson, Tilley Co., Montreal, Que., have issued a 17-page catalogue of refrigerators and stove boards. Half-tone illustrations of their various lines are shown, and much valuable information regarding the use and care of refrigerators is given. Dimensions of the

various sizes are also given, and in addition the list prices of each line.

### Ross Rifles.

The Ross Rifle Co., Quebec, Canada, have issued a new catalogue No. 5, showing their line of rifles, including their new .280 sporting rifle. The catalogue is well gotten up and half-tone illustrations, together with descriptions and list prices are given. The catalogue gives some interesting information regarding records that have been made with various types of rifles. The Ross Co. have also issued a booklet entitled "The Rifle of My Dreams," dealing with the Ross straight pull .280 rifle and the Ross .280 capper tube cartridge. Copies of catalogue and booklet will be mailed on request.



## METAL MEN SHOW APPRECIATION OF THEIR PRESIDENT.

An interesting event took place recently in Toronto when the sales and

making the presentation, spoke of the good feeling existing between the members of the firm and its staff, and this opportunity was taken to emphasize and cement that good feeling. Every member of the staff, he stated, was proud of being connected with The Canada Metal Co., and every member of the staff was proud of W. G. Harris, sr., the president, and he asked Mr. Harris to accept the portrait as a token of esteem.

Mr. Harris, sr., replied in a fitting manner, and spoke of the wonderful growth of the business of The Canada Metal Co., for which he did not feel disposed to take all the credit, but rather to thank those who had been associated with him and given the company such valuable assistance.

In conclusion, he asked them to accept his sincere thanks for the kind thoughts which prompted the idea of presenting him with his portrait, and he would at all times be proud to say: "This is an emblem of the good feeling



*Wm. Harris, Sr.—A reproduction from the portrait presented to him by the staff of the Canada Metal Co.*

office staff of The Canada Metal Company decided to show their appreciation of W. G. Harris, sr., president of the company, by presenting him with his portrait painted by J. W. L. Forster, who certainly is to be congratulated upon the excellent piece of art. The portrait is certainly a speaking likeness.

The presentation was made on behalf of the staff by H. C. Crow, who, in

existing between us, and, though we are known as the metal men, yet here is proof that metal men have kind hearts."

After the presentation, which took place at the residence of W. G. Harris, jr., Sunnyside Avenue, a very enjoyable evening was spent, and it was toward the wee sma' hours before the party dispersed.



# A Review of Business Conditions

*Some few weeks ago Hardware and Metal ran a story telling how Morton and Co., hardware dealers, launched out on an advertising campaign. It was done on the suggestion of the senior partner, Mr. Morton, who wanted to clear out their stock of housecleaning lines. The junior partner, Mr. Watson, demurred, but the success of the sale convinced him. In the following account of their second sale, further proof was given of the fact that advertising pays.—Editor.*

Some interesting contributions to the discussion on business conditions have been received this week from many prominent hardware manufacturers, jobbers and retailers.

One man writes in part:

"Our company have greatly increased their business this year and we could have done this in a much larger way if we had not felt the need for being conservative.

"In view of the scarcity of money (which is universal) and the rather poor business experienced in one section during the past winter, we think it good policy to go slow, to curtail credits, and recommend customers to buy just sufficient to cover their immediate needs.

"We do not look for any set back and as soon as the war scare is entirely shelved, we are of the opinion that this country will see a wave of prosperity, the like of which we never had before.

"I have no doubt that some of our correspondents will refer to real estate speculation, which in the writer's opinion is not in the interests of legitimate interests. Of course this is mostly confined to the large cities and to the Western country and does not affect trade generally."

## Manufacturer is Busy.

A leading manufacturer writes: "Have heard a great deal about business slackness and have read more but cannot say that we have felt any evidences of it in our business. At the present time we have enough orders on hand to insure activity for our plant all summer. Will say, however, that we are alert to the possibilities of the situation to the extent of watching credits very closely."

This letter is fairly typical of all opinions secured from hardware manufacturers.

## Retailers Are Active.

A retailer, doing business in an Ontario city, writes:

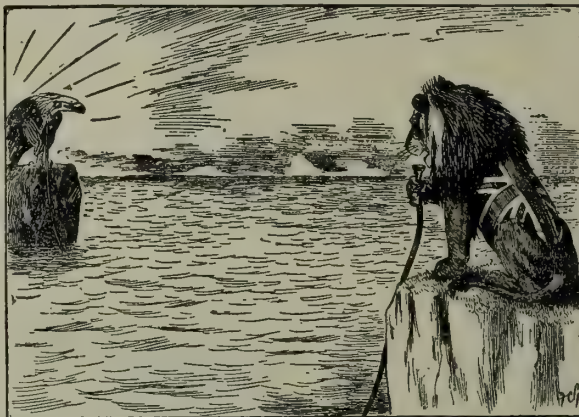
"If there is any depression in this country, it is not manifesting itself in the business that we are doing. We are selling more goods than ever before. None of our customers are talking hard times and they seem to have plenty of money to spend. Have not had any more difficulty with collections this spring than in past years."

## Review of Situation.

An interesting review is given in the last issue of Financial Post, which says in part:

The week in business circles has been uneventful, with the possible exception that in central and western territory there has been a disposition to exercise still greater caution. The Hon. R. P. Roblin, the Premier of Manitoba, who

Post's, with the addition that greater economy being exercised by the people of Canada is being made apparent by the dropping off in the demand for pianos, automobiles and similar commodities. So far there has not been a



## A HUNDRED YEARS OF PEACE.

British Lion: I say, Jonathan, we haven't had a fight for a hundred years!

American Eagle: Bully for both of us, John! Let's have a centenary! By the bye, mighty sorry to lose Bryce!

—From the Saturday Westminster.

is also a director of the Northern Crown Bank and other financial institutions in the West, stated to The Post that money was certainly tight, but, legitimate business was not been interfered with in any way as a result. Complaints made, he said, usually emanated from sources where much speculation was a normal condition. The terms he used were more forceful than these, and very specific. Mr. Roblin's analysis of the situation is the same as that of The

marked falling off in the volume of orders, for instance, coming to the manufacturers of hardware. Those products that may be classed as being in the non-essential class, however, are in much less demand.

This tendency towards economy is not one to be deplored. Some particular lines of industry may suffer, but it means that others will benefit.

There is an evident falling off in the amount of building being done. Many permits have been taken out and preparations for building commenced in the hope that the money situation will clear up. During the week, however, there has been no change in the somewhat hopeless outlook for the loaning agencies getting a supply of money that will approximate the demands awaiting satisfaction. It would not surprise The Post if many of the buildings contemplated, and for which permits have been issued, were not constructed this year, and the reason for the postponement will be the inability to get loans on them as anticipated. In Eastern Canada the demand for dwellings is as acute as it is in the far West and the central West, but the money supply there is quite as bare as anywhere else in the Dominion. It is possible, however, that the supply from the United States for this particular purpose may increase, and there are already indications that private capital will be employed to a larger extent than usual in the exploitation of the demands for dwelling houses.

## SEEDING IN WEST.

*Advice from Winnipeg and other important points in the West indicates that the wheat season is complete and that in Manitoba, the acreage will be approximately the same as it was last year. In Saskatchewan and Alberta the increase will be approximately 15 per cent. Early sown wheat is already above the ground and green. With the normal weather, there is a normal prospect of a good crop. Wheat has sufficient moisture everywhere for a good start. So far as can be gathered at the present time, the acreage in oats and barley will be 10 per cent. more than in previous years. Seeding, however, is still in progress.*



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

Reports from various sections indicate that the past week was a light one in point of business transacted. This was due, however, to the interruption provided by the holding of Victoria Day on Monday in many sections and the deterrent influence of the cold weather. Business is showing signs of active improvement at present writing.

It would appear that the paint manufacturers are busier at the present time than manufacturers in most other lines. They are finding it hard to fill all their orders on specified time. In the metal trade, business has not been as brisk for the past week.

Prices have remained firm for the most part and whatever changes have come about have been in an upward direction. Montreal reports an advance in tin and a 25c increase in the price of pig lead. Lead sheets are stated to be ripe for an advance. Toronto reports advances in tinned tacks, lead pipe and lead waste pipe and in tin. Spelter is down in price at Toronto.

The supply seems quite equal to the demand in most lines, although there is some talk of a scarcity in gas ranges, owing to the unusually heavy demand.

Collections are reported to be "fair."

### MONTREAL.

Montreal, May 28.—Trade is a little quiet in hardware circles this week, but this is easily accounted for by the unfavorable weather and the interruption caused by the holidays. Retailers report good business and are very optimistic.

Prices are holding firm with very few changes and these are confined to the heavy metals. Shelf hardware seems to be in good demand these days and prices are very firm.

Clothes lines are moving very freely. Poultry netting is still in big demand with the price still quoted at 50 per cent. off, while poultry netting staples are quoted at 55 per cent. off.

Fly poisons, fly traps and swatters are in good demand. Garden hose is selling in large quantities.

There is an increasing demand for asbestos roofing which is selling at \$3.00 to \$3.25 per cwt. Asbestos Mill Board is also selling very well at \$3.50 to \$3.75 per cwt. During the winter there has been very keen competition among the asbestos manufacturing firms with the result that prices were mercilessly cut, but now a saner policy is being pursued with the result that prices are more uniform and a little higher.

Wire nails are moving freely with prices firm at \$2.40 base. Cut nails are \$2.60 base and miscellaneous nails are 75 per cent., while cooper's nails are 33 1-3 per cent.

A revision of cordage prices is anticipated to go into effect within the next ten days. As reported last week Man-

ila is very firm with a strong upward tendency.

Metal markets recovering.—The metal markets generally show an improvement with tin still in the limelight. The latest war scare in Europe will likely have the tendency to depress prices again, but these are coming in so frequently now that they have more or less lost their effect on the markets. The demand for metals at present is none too brisk, which adds another disturbing feature, but the general prosperity of the country is strong enough to throw off these downward tendencies. All that is needed is confidence on the part of the buyers.

Tin up.—Tin is fluctuating under the pressure of the fight between the bulls

and the bears as reported last week, but is recovering from the slump of last week. The London market on spot tin is up £1, selling at £221 10s., while the futures are up £2 5s., selling at £217 10s. The New York Copper market is up half a cent per pound, being quoted at \$48.90 for round lots and \$49.12½¢ for small lots. The local market remains firm at \$54.00, but are firm at that level. Tin sheets are steady under a good demand.

Copper.—The local market is steady at \$17.75, but the primary markets are declining. The London market is down 8s. 9d., selling at £68 7s. 6d., while New York is down 7½¢ with \$15.37½ the ruling price.

Lead Advancing.—The English pig lead market continues to advance and is quite strong. The advance during the week was 12s. 6d., and the market shows sufficient strength to carry it still higher than to-day's quotations which are £20, but the newest war cloud may have a counter effect. The white lead market is strong and during the week the English white lead market advanced 10 shillings. The local market has advanced 25c on pig lead and lead sheets are ripe for an advance which will likely go into effect with any further advance in the pig lead market. The price on sheets is very firm.

The new prices on pig lead are:

Domestic pig, 110 lbs., \$5.25; Imported pig, 100 lbs., \$5.25; Bar pig per 100 lbs., \$5.75.

Spelter.—The English spelter market is down £1 10s., selling at £23, while St.

## Prices on Seasonable Goods

Clothes bars, 4 ft. per dozen .....	\$4.25
Clothes bars, 5 ft. per dozen .....	5.50
Clothes bars, 6 ft. per dozen .....	7.25
Ironing Boards, 12 in. x 60 in. dozen .....	5.75
Ironing Boards, 14 in. x 60 in. dozen .....	6.25
Step Ladder Chairs, each .....	2.00
Sleeve Boards, per dozen .....	1.50
Bake boards, with rim, 18 in. x 24 in. per dozen .....	4.50
Bake boards, with rim, 18 in. x 28 in. per dozen .....	5.00
Bake boards, with rim, 20 in. x 30 in. per dozen .....	5.50
Bake boards, with rim, 18 in. x 24 in. per dozen .....	4.00
Bake board, without rim, 18 in. x 28 in. per dozen .....	4.50
Bake boards, without rim, 20 in. x 30 in. per dozen .....	5.00
Folding garden seats, 3½ ft. long, per dozen .....	10.00
Lawn Swings, ea. ....	3.75, 4.25, 5.50
Gliding settees, ea. ....	8.50, 17.00, 20.00



Louis spelter is off 5c. The local market remains steady at \$7.00.

Pig iron is up 3d. in London, but the local market is steady and quiet with nothing to indicate any changes. Stocks are ample, but deliveries from mills are slow.

Antimony is unchanged.

The stove business is much brisker than it has been for some little time and orders are coming in quite freely. The manufacturers are making preparations for the entertainment of the Sanitary and Heating engineers at the convention to be held here on June 9 to 12. The stove men expect a nice business to result from this convention, and extend to all delegates their cordial invitation to call on them during convention week.

There is not much business doing in furnaces or radiators at present as building operations are sufficiently advanced for the installation of the heating apparatus, but it is expected that trading will be heavy about the beginning of July.

Heavy ranges are moving better, but the gas range is the biggest seller these days. Retailers report larger sales this year with the demand principally for the moderate priced stove, although there is an increasing demand for gas stoves of the better class. One retailer in Montreal is advertising very extensively a \$40.00 gas range and states that his advertising is paying well. Another firm has been selling a lot of \$23.00 gas ranges by advertising in the local papers.

Oil stoves are in good favor and selling well. Refrigerators are in fair demand.

## TORONTO.

Toronto, May 29.—The cool weather of the past week has had a tendency to check the flow of incoming orders for summer goods. Business with the hardware jobbers is very satisfactory, although metal merchants state that business is only fair, and that collections are a little behind.

Paint jobbers are very busy. Travelers are booking orders for fall delivery.

Prices on the majority of lines are unchanged, but firm. A slight advance has taken place in the price of tinned tacks. Merchants are buying household goods freely in anticipation of the usual rush for these lines during the month of June.

There is a big demand for gas ranges and a scarcity in some lines. Warmer weather would help considerably in moving the many lines of summer goods which are experiencing temporary quietness.

Very few changes have been noted in the metal markets during the past week. A fair business is being done, and

stocks are not heavy. Tin has advanced slightly, and there has been a decline in the price of spelter.

Caution is being observed in making purchases of metals. Iron and steel are unchanged. Only a limited amount of new business is being placed at present, but there is still a shortage on some lines. Collections are fair.

### Advance in Tin.

An advance of  $\frac{1}{4}$ c per lb. has taken place in the price of tin. This followed a decline of  $\frac{1}{2}$ c per lb. last week. Toronto quotations range from 53 $\frac{1}{4}$ c to 54 $\frac{1}{4}$ c per lb.

### No Change in Copper.

Toronto quotations still range from \$16.10 to \$16.25, and the market is in much the same condition as during the previous week.

### Decline in Spelter.

Spelter has declined 25c per 100 lbs., and fair business is being done.

### Other Metals.

Lead remains unchanged, and the market appears firm. Toronto quotations range from \$5.20 to \$5.70 per 100 lbs. Aluminum is quoted at 24c, and iron and steel are unchanged.

Solder is quoted from 28 $\frac{3}{4}$ c to 31c per lb.

Lead Pipe, Etc.—Lead pipe is still quoted at 7 $\frac{1}{2}$ c, less 15 per cent.; lead waste pipe, 9c, less 15 per cent.; traps and bends, 40 per cent.

base. Poultry netting is quoted at 50 per cent., and screen wire cloth at \$1.60 per 100 sq. ft. in 50 ft. rolls, and \$1.55 per 100 sq. ft. in 100 ft. rolls.

### Summer Goods in Demand.

There is a good demand for summer goods. Hose reels are quoted from \$7.75 to \$24.00 doz.; hammocks, \$8.00 to \$60.00 doz.; rubber hose is selling in fairly large quantities, and there is a good demand for hose nozzles, bands, couplings, etc. Ice cream freezers and refrigerators are moving in good numbers.

### Harvest Tools, Shovels, Etc.

Harvest tools are quoted at 50 per cent. discount; special brands at 47 $\frac{1}{2}$  per cent.; snathes, 35 per cent., and scythes, from \$6 to \$10.50 per dozen. Shovels and spades are unchanged, and discounts on same may be seen in current market quotations.

Washing machines and wringers are in good demand at 20 per cent. discount. List prices are shown in current market quotations.

### Ropes, Twines, Etc.

The rope market is unchanged, and the higher prices predicted some time ago are not expected. The next month should see a good demand for hay fork rope, which is generally sold in  $\frac{7}{8}$  in. and 1 in. sizes. A new rope has been placed on the market called African

## Revised Net Prices on Pipe

Toronto, May 29.—The following are the revised net prices on Standard Butt weld iron pipe in black and galvanized May 3 and May 10 issue of Hardware and Metal gave the revised prices showing list and discount. The following prices are figured out net, and include all sizes up to 4 in.

### Net Prices on Butt weld iron pipe.

Size	Black	Galvanized
$\frac{1}{4}$ in.— $\frac{3}{8}$ in.	2.28	3.18
$\frac{1}{2}$ in.	2.72	3.57
$\frac{3}{4}$ in.	3.28	4.43
1 in.	4.85	6.55
1 $\frac{1}{4}$ in.	6.56	8.86
1 $\frac{1}{2}$ in.	7.84	10.59
2 in.	10.55	14.25
2 $\frac{1}{2}$ in.	16.67	22.52
3 in.	21.80	29.45
3 $\frac{1}{2}$ in.	26.22	35.42
4 in.	31.07	41.97

### Advance in Tinned Tacks.

A slight advance has taken place in the price of tinned tacks. The discount was formerly 85 per cent., and is now quoted at 80-15 per cent.

### Wire Nails Unchanged.

Wire nails are still being quoted at \$2.40 base in small lots, but much lower quotations may be obtained for large orders. Cut nails are quoted at \$2.80

hemp, and is being sold at the same price as British Manila. Pure manila is still quoted at 17c base; British Manila, 13c base; African hemp, 13c base; sisal, 12c base; binder twine, 650 ft. to lb., 12 $\frac{1}{2}$ c lb.; 600 ft. twine, 11c lb.; 550 ft. twine, 10c lb.; 500 ft. twine, 9 $\frac{1}{2}$ c lb.;  $\frac{1}{8}$ c lb. allowance on 5 tons or over;  $\frac{1}{2}$ c lb. allowance on 10 tons or over. Lath yarn, single, quoted at 11 $\frac{1}{4}$ c and double, 11 $\frac{3}{4}$ c. Sisal bed cord, 48



ft., at 72c doz; 60 ft. at 90c doz.; 72 ft. at \$1.08 per doz.

#### Enamelware, Tinware, Etc.

There is a good demand for enamelware, and the discounts are as follows: Blue, 50-10 per cent.; white, 75 per cent.; gray, 60-10 per cent. Galvanized tubs are in good demand. The discount quoted is 45 per cent.; garbage cans are

#### ADVANCE IN LEAD PIPE.

*Toronto, May 30.—Lead pipe and lead waste pipe have advanced, the discount now being 10 per cent. instead of 15 per cent. Lead pipe is quoted 7½c less 10 per cent. and lead waste pipe at 9c less 10 per cent. This is the second advance in the past few weeks. Traps and bends are unchanged.*

quoted at 40 per cent. discount.; pieced tinware is quoted at 35 per cent. discount, with exceptions, and japanned ware at 45 per cent. discount.

#### Scarcity of Gas Ranges.

There is an exceptionally heavy demand for gas ranges, and some difficulty has been experienced in Toronto in getting prompt deliveries. The gas range is growing in popularity, and there is a noticeable increase in the demand for the better grade. Summer stoves are moving rapidly, although the cool weather of the past few days has put a temporary check on incoming orders.

#### Electrical Appliances.

A good business is being done in electrical goods. Irons are quoted from \$2.75 to \$6 each; toasters, from \$2.75 to \$5 each. There is a good demand for vacuum cleaners, prices ranging according to style and make of machine.

#### WINNIPEG.

Winnipeg, May 28.—The demand for builders' hardware is quite satisfactory, and building permits in the city are now at the \$7,000,000 mark. It looks as though the total building for 1913 will fall but little short of 1912, and some are of opinion it will even exceed last year's record.

Collections are showing some improvement, and money is undoubtedly a little looser. As a matter of fact, the only people in the community who are really grouching about conditions are the bucket shop sub-division mongers, who sprung into existence during the last two years, and who now are trying to subsist by taking in each other's washing. The busting of the real estate boom cannot come too soon in the interest of all legitimate business.

Summer goods, hammocks, tents, camp furniture, etc., are now moving freely, and enquiry for guns, ammuni-

tion and fall sporting goods shows that these lines will be active in a few weeks. Barb wire, poultry netting and woven wire fencing have been seasonably active among retailers.

Prices are firm on all staple lines, and no immediate changes are anticipated.

#### Heavy Hardware—Metals.

An advance in iron and galvanized pipe was recorded last week, and this week lead pipe is a little stiffer. Plumbers' supplies are reported to be at present in only indifferent demand, but an improvement is looked for as the building season progresses. The metal market is in normal condition, with the difficulty so long experienced of getting orders filled in reasonable time gradually improving.

#### Stoves and Kitchenware.

Wholesale stove men report a very satisfactory business in booking orders for the fall trade. The demand for summer camping outfits is very keen at present, and a taste of real good old summer time weather has thrown a little life into freezers and refrigerators, business in which lines was somewhat disappointing owing to the cold and backward weather that prevailed throughout most of the month of May.

Retailers report stove sales as slow, but this is to be expected at this time of the year. There is, however, a fair demand at far out points for light cook stoves, such as settlers usually buy during their first years of Western house-keeping.

Carriage painters' and sign painters'

#### HOOP IRON PRICES.

*Hoop iron has advanced and the new prices are:*

½ x 22, \$4.65; ⅝ x 22, \$3.85; ¾ x 22, \$2.95; 7/8 x 19, \$2.75; 1 x 19, \$2.60; 1¼ x 19, \$2.55; 1½ x 19, \$2.55; 2 x 16, \$2.40; 2½ x 15, \$2.40; 3 x 15, \$2.40.

materials are a little more active, and all lines of outdoor paints are in good demand, but inside finishes and renovators are back to normal after having had a very satisfactory run.

## Merger of Steel Products Industries

Montreal, May 26.—Messrs. Richardson & Co., brokers, announce the purchase of the Gananoque Spring and Axle Company, Limited; the D. F. Jones Manufacturing Company, Limited, of Gananoque, and the Dowsley Spring and Axle Company, of Chatham, Ont.

The new merger will be operated under the name of the Steel Products of Canada, Limited, and will have a



The following items were taken from the issue of Hardware and Metal of June 3, 1893:

"R. Haddon's hardware store in Picton was broken into on Sunday and a quantity of goods, including four breach-loading guns taken. The loss will be between \$50 and \$60." Editor's Note.—The store in question is now conducted by C. E. Haddon.

• • •

"Trade has not developed any particularly new features during the week. The volume of business remains about the same—fairly good."

• • •

"An agreement to amalgamate has been entered into between the hardware firms of McKee and Davidson, and Fortye and Phelan, of Peterboro' with the intention of carrying on business as wholesale and retail hardware merchants. The premises facing on George and Simcoe Sts. are to be torn down and suitable buildings erected."

Editor's Note.—This site is now occupied by the store of the Kingan Hardware Co.

#### TENNIS BALL FREE.

The National Sporting Goods Co., 312 Yonge St., are offering a tennis ball free with every racquet purchased during the month of May. The heading of their advertisement states they are doing this "Just to get popular." The ad. also gives the names of the various makes of racquets on which the offer applies.



# Methods of Retailing Paints and Varnishes

## Selling Paint for Summer Cottages

**The Exodus of Summer Holidayers Should Result in Sales of Paint if Proper Use is Made of the Opportunity—Paint Converts Ramshackle Huts Into Attractive Summer Homes in Keeping With Surroundings.**

While the active paint season is by no means over, the time is now close at hand when the annual fitting to summer homes and resorts starts. This will to a certain extent curtail the number of people who will be using paint to improve and decorate their homes. There is no reason, however, for the summer exodus to make any difference in the amount of paint sold; rather it should bring about an increase.

The average summer cottage is a rough-and-ready structure, a cross between the modern bungalow and the hillside home of the primitive cave man. Rough boards loosely matched for walls, a ramshackle attempt at a verandah, and a flag on top, and there you have the typical summer home. It generally suits the city man, who does not feel that he is really having a vacation unless he gets as close as possible to nature and as far away from the home comforts, that he couldn't be without the rest of the year, as a summer cottage allows, which is pretty far. Unless he has to walk a mile for fresh water and sleep under a roof which leaks like a sieve when it rains, the city bred man thinks he is being cheated.

However, there is another point that the summer cottager is strong on: he wants natural beauty and picturesque surroundings. The spot can't be too romantic—and rheumatic probably—to suit him. He wants it "wild, rugged, and graced by the haunting touch of perfect beauty"—to quote the railroad circulars. He wants to be able to sit under a tree and smoke and look around at scenes of nature at her best.

And there can be no doubt that the rickety little house that he sleeps and eats in, with its stained and weather-beaten boards and its general appearance of prosaic and ugly utility, is a blotch on the landscape, the one fly in the ointment of his aesthetic content. If it were freshly painted now, a nice green, say, it would not be half bad looking, and would sort of tone in with the surroundings—and there's the point.

No summer cottager with a true pride in his place should allow it to go unpainted. It is surprising what miracles

can be wrought by a few pots of paint and a brush. The rough, tumble-down shack, suggestive of spiders and chills, becomes a picturesque little home, suggestive of the pastoral delights of the simple. A few dollars will make this difference.

And so the hardware and paint dealer should have no difficulty in persuading customers who go away for a certain time during the summer to cottages of their own that a supply of paint is a necessary investment. There are plenty of reasons why every one of them should buy.

It is not only paint that they will need, however. Living in a summer home is not far removed from the primitive life, and the cottager needs to be equipped properly. There is continual necessity arising for tools. A buck saw and axe—shades of ye boyhood days!—will be in constant requisition to keep the cook stove supplied. Something will always be in need of repair; the roof may be leaking or the steps may be rotting through. Hammer, nails, screw driver, saw, chisel and a dozen and one other tools, will be in constant demand.

The average man never has a complete set of tools in his possession, not complete enough at any rate to do for the summer home. In the manner of tools, the householder is generally penny-wise, pound foolish, in that he buys a cheap tool when the necessity arises for one. It soon breaks or becomes hopelessly injured in some way and, consequently, the home is never properly equipped. When the summer exodus comes, there is always necessity for some tools to fill in. The trouble is that people never fill in of their own accord; they don't think about it. They wait until they reach the cottage ten miles from anywhere before they discover that the axe has a broken handle and the saw has reached old age—the sere and toothless age. The result is that they have to struggle along under handicaps and inconveniences which could be removed if the tools were there. The remedy quite obviously is for the hardware dealer to reach them

before they get away from the city. This can be done by advertising at the proper time—now—and in the proper vein.

## HARDWARE LETTER BOX



### Enamel or Crockery Face Washboards.

Subscriber, Conestogo, Ont.—"Please advise me through your paper what firms manufacture enamel or crockery faced washboards; also what firms manufacture a fluid or flux for soldering aluminum."

National Lumber and Woodenware Co., Cairo, Ill., manufacture enamel faced washboards; The Wm. Cane & Sons Co., Newmarket, also manufacture a line something similar to this. The soldering flux can be procured from Thos. Robertson Co., Montreal; Jas. Robertson Co., Montreal; or any of the aluminum ware firms.—Ed.

### Cordage Trade Journal.

John Corbett, Kingston, Ont.—"Please advise me where I can procure a cordage journal."

Chas. H. Delano & Sons, 81 Fulton Street, New York, publish the Cordage Trade Journal.—Ed.

### Foot Power Grindstone Frames.

A. M. Bell & Co., Ltd., Halifax, N.S.—"Can you advise us what firms in Canada manufacture foot power grindstone frames?"

Richards Wilcox Canadian Co., London, Ont.—Ed.

### Buggy Speedometers.

S. B. Young, Newdale, Man.—"Will you please inform me what firms manufacture a speedometer for a buggy?"

Can any of our readers give this information?—Ed.

### Flexible Metallic Tubing.

Reader, Montreal, Que.—"I would be greatly obliged if you could give me the names of United States manufacturers of flexible metallic tubing."

Chicago Tubing and Braiding Co., Chicago, Ill.; American Metal Hose Co., New York; A. Kauffman Mfg. Co., New York.—Ed.

**"61"**  
**FLOOR VARNISH**

**Vitalite**  
The Long-Life **WHITE ENAMEL**

## Be a Pratt & Lambert Dealer

**O**F course you're interested in Vitalite, because one coat does almost as much work as two coats of some other enamels—because it is so easy working that it can be applied in one-fourth less time, and will cover a third more surface. Vitalite stands cleaning—its porcelain-like surface sheds dirt, it can easily be washed off. Being non-porous, it cannot absorb dirt—thus it remains a pure intense white, through all its long life.

Of like efficiency in application and lasting qualities is "61" Floor Varnish — mar-proof, heel-proof and water-proof.

Send for booklets and panel.

## The Winnipeg Paint and Glass Company, Limited

"Everything for a Building"

Calgary Paint and Glass Co., Ltd.  
CALGARY

WINNIPEG

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

## What Does Your Store Stand For In Varnishes?



*A world-wide business has grown from this old kettle.*

**H**AVE you a consistent varnish-buying policy?

Have you a consistent varnish-selling policy?

Are you getting all you should in profit and volume of business?

Are you giving all you should in quality, uniformity and reliability?

These are vital questions.

Your varnish success depends on your ability to answer "YES" to them.

Thousands of dealers are realizing more out of their varnish business than ever before by accepting the opportunity offered by our new selling-plan. Write to-day for particulars.

**BERRY BROTHERS**

The World's Largest Varnish Makers

WALKERVILLE,

ONTARIO

**BERRY  
BROTHERS'  
VARNISHES**



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, May 28.—The paint market continues very active, with the demand pretty scattered over the entire list and coming from all sections of the country equally well. The mixed paint trade is well patronized and gaining popularity, as retailers are coming to see the advantages of handling this line, and are going after the business more energetically, with the result that sales are greatly increased.

White lead is very firm owing to the fact that the pig lead market continues to advance, and during the past week cables were received advising an advance of 10 shillings in the price of English white lead. The price here is still \$8.25, but an advance is imminent, and will likely go into effect with another advance in the pig lead market. Stocks are quite large in the jobber's hands.

Glass.—There is nothing new to report in the glass situation other than that the shortage is beginning to lose some of its serious proportions, and the situation is becoming more normal. Prices are steady under a good demand.

Turpentine.—There is no change in turpentine, and quotations are steady at 60c per gallon for ordinary and 63c for extra refined. A few sales have been reported at shaded prices, but this is no criterion of the market situations, and is more likely induced by interior influences in the firm itself.

Linseed oil remains firm at 60c for raw and 63c for boiled. The market is firm at these prices under a steady and heavy demand. The local market is still lower than the comparative price of foreign oils, and this has the tendency of keeping prices very firm.

Petroleum is steady at 17c. Gasoline is firm at 27½c in single barrels and 24c in drums, with a very heavy and increasing demand. Benzine is firm at 27½c. There is very little in sight to indicate any price changes in the near future.

Rosin is steady at \$7.25 per cwt.

## TORONTO.

Toronto, May 29.—Business with paint manufacturers and jobbers is exceedingly brisk. Retailers are also doing a large business in their paint departments. Quotations remain unchanged. Reports from the south state that turpentine is firmer. There has been an exceptionally heavy demand for turpentine in Toronto during the past week. Oil remains unchanged and some price cutting has been reported. White lead is unchanged but firm. Further ad-

vances have occurred in the lead market in England and it may have a tendency to advance prices here. All lead contracts will be completed by May 31.

White lead is quoted at \$8.20 in ton lots with 20c per 100 lbs. advance in less than ton lots.

## Linseed Oil.

Raw Linseed Oil is quoted at 60c per gallon in single barrels; 59c per gallon in 3 to 5 barrel lots. Boiled linseed oil is quoted at 63c per gallon in single barrels and 62c per gallon in 3 to 5 barrel lots. Less than barrel lots 7c per gallon additional.

Turpentine.—No price change has occurred although reports from the south state that the market is firmer. Toronto quotations are 60c per Imperial gallon in single barrels; 59c per Imperial gallon in 2 to 4 barrel lots; 5 gallon lots 67c per Imperial gallon.

## Gasoline, Coal Oil, etc.

Gasoline is quoted at 26c per gallon in single barrels; benzine 24½c per gallon in single barrels; Coal Oil remains unchanged at prices shown in current market quotations.

## Wood Alcohol.

Wood alcohol is quoted at 1.00 per gallon in 5 gal. lots with an extra charge of 50c for can. 8 oz. bottles 2 doz. in case, are quoted at 2.30 per case net; 16 oz. bottles 2 dozen in case \$3.60 per case net; 32 oz. bottles, 1 dozen in case \$3.40 per case net. Merchants selling wood alcohol should see that all packages are properly labelled as required by law. May 10 issue of Hardware and Metal contained a full report on the law governing the sale of alcohol, paris green, etc.

Paris Green.—The ruling price on pure paris green is 19¼c in barrel lots; 22¾c in 1 lb. pkgs.; prices on other sizes may be seen in current market quotations. Merchants should see that all packages are properly labelled.

## Quotations on Painters' Trestles.

6 ft. \$1.50 each; 8 ft. \$2.00; 10 ft. 2.50; 12ft. 3.60; 14ft. 4.20; 16 ft. 4.80; 18 ft. 5.40; 20 ft. 6.00.

## Arsenate of Lead.

Quotations range from \$17.50 per 100 lbs. in 1 lb. packages to \$8.00 per 100 lbs. in 600 lb. casks. 2 lb. packages are quoted at \$15 per 100 lbs.; 5 lb. packages \$12 per 100 lbs.; 25 lbs. \$11 per 100 lbs.; 50 lb. kegs, \$9.75 per 100 lbs.; 200 lb. kegs, \$9.60 per 100 lbs.; 300 lbs., \$9.50 per 100 lbs., f.o.b., Toronto, Montreal, St. John, Halifax, Hamilton.

## Varnishes in Good Demand.

There is a good demand for varnishes of all kinds and prices are unchanged. Shellac is also in good demand and is quoted at the following prices: pure orange shellac, \$1.80 in 1 gals.; No. 1 orange \$1.75 in 1 gals.; pure white shellac, \$1.97 in 1 gals.; No. 1 white, \$1.88 in 1 gals.

## ACT GOVERNING SALE OF POISON.

On May 10th issue Hardware and Metal gave a lengthy report on the law governing the sale of poisons in Hardware stores. Since that time we have received several enquiries from hardware merchants in various provinces in Canada asking for information regarding the law in their respective provinces. We will deal with this matter in an early issue of Hardware and Metal. In the meantime any merchant who follows out the instructions given in our May 10 issue will in all probability be fulfilling the law in this respect as the Ontario regulations are more strict than in some of the other provinces.

## CANADIAN YALE HEADQUARTERS.

Because of a recent notice of the removal of the New York office of the Yale and Towne Manufacturing Company from 9 Murray Street to 9 East Fortieth Street, New York City, there seems to have been some confusion in the minds of Canadians that this might have reference to some change in the Canadian offices of Canadian Yale and Towne, Ltd., at St. Catharines, Ont. This is not so. The Yale offices at St. Catharines are the headquarters for all Yale locks and hardware sold in Canada, and all Canadian mail should be sent to this address. The makers of Yale locks and hardware take great pride in the fact that Yale products sold in Canada are now both made in Canada and distributed through a Canadian organization. The Yale plant at St. Catharines is growing so fast that it bids fair some day to rival in size the present Yale works at Stamford, Connecticut.

## COMPANIES INCORPORATED.

Ontario Silver Co., Niagara Falls, Ont.; Standard Concrete Equipment and Cast House Co. of Canada, Toronto, Ont.; Canadian Concrete Products Co., Toronto.

**F**OR those Merchants who take care to be on the *safe* and profitable side:

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Brandram's B. B. Genuine White Lead.

---

Offered you with  
the recommendation of  
a hundred years' Service—

*First* tried more than a hundred years ago. It immediately set the world's white lead quality standard. Its pre-eminence remains unchallenged to-day. The process by which it is made is *exclusive*.

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It makes whiter white lead.

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It makes finer white lead.

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Therefore Brandram's B. B. Genuine White Lead makes a finished job *look* better. Its wonderful covering capacity makes for *economy*. And, above all, it *endures*.

---

*Therefore*, Brandram's B. B. Genuine White Lead enables you to go after and get the biggest and best contracts in your territory.

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A postcard brings quotations.

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**BRANDRAM-HENDERSON**

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

**ANTIMONY.**  
Cookson's or Hallett's, lb. 10 75 11 00  
**BABBIT METAL.**  
Canada Metal Company—Imperial, genuine; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Allum-old, Mogul, No. 3, No. 4, from 6c to 80c lb.  
Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 25c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.  
Spooners Copperine, Tough, Hard, Finest, No. 1 and 2.  
Nicoliumum, Grad. No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.

## BOILER PLATES AND TUBES

Montreal Toronto  
Plates, ½ to ¾ inch, per 100 lbs. 2 40 2 50  
Heads, per 100 lbs. 2 65 2 75  
Tank plates, 3-16 inch 2 70 2 80  
Boiler tubes, 100 ft. 1½ in. 45 9 75  
" " 2 " 12 11 00  
" " 3 " 13 30 12 70  
" " 3½ " 15 55 15 20  
" " 4 " 19 30 19 00

## BRASS.

Spring sheets, up to 20 gauge. 0 27  
Rods, base ½ to 1 inch, round. 0 23  
Tubing, seamless base, per lb. 0 26  
Tubing, iron pipe size, 1 inch base 0 26  
Copper tubing, 4 cents extra.  
**BRASS GOODS, VALVES, ETC.**  
Ground work, 65 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flapway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot 17 75 16 25  
Out lengths, round bars, ½ to 3 in. 27 00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches 29 80  
Copper sheet, tinned, 14 x 60, 14 oz. 30 00  
Copper sheet, planished, 14 x 60, base 37 00  
Brazier, insheets, 6 x 4 29 00  
**COPPER AND BRASS WIRE.**  
Brass, 45 & 2½ p.c.; copper, 45 p.c.  
**IRON AND STEEL.**  
In car lots. Montreal Toronto  
Canadian foundry, No. 1, 21 00 21 00  
Canadian foundry, No. 2, 20 50 20 50  
Sunmerlee, No. 2 pig iron 19 50 19 50  
Carron, soft 22 75 22 75  
Cleveland, No. 1 22 00 22 00  
Clarence, No. 3 21 50 21 50  
Jarow 25 00  
Glenarnock 26 00  
Radnor, charcoal iron 31 00 34 50  
Aysome, No. 3 25 00  
Ferro Nickel pig iron (800) 25 00  
Steel billets, Bessemer or open hearth, L.O.B. Pittsburgh 27 50  
Angles 5 x 5 base 2 50 2 50  
Common bar, per 100 lbs. 2 15 2 05  
Forged iron, per 100 lbs. 2 30 2 35  
Refined iron, per 100 lbs. 2 40 2 40  
Horsehoe iron, per 100 lb. 2 40 2 40  
Mild steel 2 25 2 25  
Sleigh shoe steel 2 25 2 25  
(domestic) 2 30 2 25  
Iron finish steel (foreign) 2 30 2 50  
Reeled machinery steel 2 75 3 00  
Tire steel 2 35  
Sheet cast steel 0 15 0 15  
Toe cask steel 3 10 3 15  
Mining cast steel 0 07½ 0 07  
High speed 0 65 0 65  
Capital tool steel 0 50  
Cammell Laird 0 08 0 08  
Black Diamond tool steel 0 08  
Corona tool steel 0 06½  
Silver tool steel 0 12½  
Cold Rolled Shafting.  
9-16 to 1-16 inch 0 06  
¾ to 1 7-16 inch 0 05½  
1 7-16 to 3 inch 0 06  
Montreal, 35 and 1 7 yards 30.

BLACK SHEETS.		Montreal.		Toronto	
10 gauge	2 70	2 70	2 70		
12 gauge	2 75	2 75	2 75		
14 gauge	2 80	2 80	2 80		
16 gauge	2 85	2 85	2 85		
18 gauge	2 90	2 90	2 90		
20 gauge	2 95	2 95	2 95		
22 gauge	2 95	2 95	2 95		
24 gauge	2 95	2 95	2 95		
26 gauge	2 95	2 95	2 95		
28 gauge	2 95	2 95	2 95		

CANADA PLATES.		Montreal.		Toronto	
Ordinary, 52 sheets	3 10	3 10	3 10		
All bright, 52 sheets	3 70	3 70	3 70		
Galvanized—Apollo D, Crown	4 45	4 45	4 45		
18x24x52	4 70	4 70	4 70		
20x28x80	8 90	8 90	8 90		
20x28x80	9 40	9 40	9 40		

GALVANIZED SHEETS (CORRUGATED)		Montreal.		Toronto	
22 gauge, per square	6 75	6 75	6 75		
24 gauge, per square	5 50	5 50	5 50		
26 gauge, per square	4 25	4 25	4 25		
28 gauge, per square	4 60	4 60	4 60		
Less 10 p.c.					

GALVANIZED SHEETS.		Montreal.		Toronto	
B.W. Queen's	Fleur-de-Lis	Gorbals			
gauge.	Head.	de-Lis.	Best Best		
16-20	3 85	3 60	3 85		
22-24	4 00	3 75	4 00		
26	4 25	4 00	4 25		
28	4 50	4 25	4 50		
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.					
Apollo brand—					
24 gauge, American	3 75	3 70			
26 gauge, American	3 95	3 90			
28 gauge (26 English)	4 30	4 20			
10% oz., equal to 28					
English	4 50	4 40			

IRON PIPE.		Black.		Galv.	
¼	2 28	3 08			
½	2 72	3 57			
¾	3 28	4 43			
1	4 85	6 55			
1¼	6 56	8 86			
1½	7 84	10 59			
2	10 55	14 25			

**IRON PIPE FITTINGS.**  
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

**SOIL PIPE AND FITTINGS.**  
Medium and extra heavy pipe up to 8 inch, 60 p.c.; 7 and 8 in pipe, 45 p.c. Medium and extra heavy fittings 70p.c. Light pipe, 60, fittings, 60 and 5 p.c.

**RANGE BOILERS.**  
30-gallon, Standard, \$5.00; extra heavy, \$6.50.

**KITCHEN SINKS.**  
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.50.

**HEATING APPARATUS.**  
Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Deal-ers' buying prices:		Montreal.		Toronto	
Heavy copper and wire,					
lb.	0 11½	0 11½			
Light copper & bottoms	0 10½	0 09½			
Heavy red brass	0 10½	0 10½			
Heavy yellow brass	0 08½	0 08½			
Light brass	0 06½	0 06½			
Tea lead	0 02½	0 02½			
Heavy lead	0 03	0 02½			
Scrap zinc	0 03½	0 04			
No. 1 wrought iron	9 00	10 00			
Machinery cast scrap,					
No 1	14 00	14 50			
Store plate	12 50	13 00			
Malleable	10 00	9 00			
Miscellaneous steel	6 00	6 00			
Old rubbers	0 08½	0 08½			

**LEAD.** Montreal. Toronto  
Domestic (Trail), pig, 110 lbs. 5 25 5 20  
Imported pig, per 100 lbs. 5 25 5 00  
Bar pig, per 100 lbs. 5 75 5 50  
Sheets, ¾ lb. sq. ft. 6 75 7 50  
Sheets, 3½ lb. sq. ft. 6 75 6 75  
Sheets, 3½ lb. sq. ft. 6 62½ 6 50  
Sheets, 4 to 6 lb. sq. ft. 6 50 6 50  
Cut sheets ¾ per lb. extra.  
Cut sheets to size, ¾ per lb. extra.

**LEAD PIPE.**  
Lead pipe, 7½c. 10 per cent. off.  
Lead waste pipe, 9c; 10 per cent. off.  
Traps and bends, 40 per cent.

**SOLDER.** Per lb.  
Bar, half-and-half, guarant'd 0 30½ 0 29½  
Wiping 0 29½ 0 28

**SHEET ZINC.**  
5-cwt. casks 8 25 8 00  
Part casks 8 50 8 50

**SPLITTER.**  
Foreign, per 100 lb. 7 00 7 00  
**TIN AND TINPLATES.**  
Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. \$54 00 53 50  
Reddipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box	
I C, 14x20 base	8 00	8 00	
I X, 14x20 base	8 25	8 25	
I X X, 14x20 base	9 50	9 50	
Raven and Murex Grades—			
I C, 14x20 base	5 00	5 00	
I X, 14x20 base	5 00	5 00	
I X X, 14x20 base	7 00	7 00	
I X X X, 14x20 base	8 00	8 00	
"Dominion Crown Best"—Double, COATED, TISSUED.			
I C, 14x20 base	7 00	7 00	
I X, 14x20 base	8 25	8 25	
I X X, 14x20 base	9 50	9 50	
"Allaway's Best" Standard Quality.			
I C, 14x20 base	4 65	4 65	
I X, 14x20 base	5 85	5 85	
I X X, 14x20 base	6 65	6 65	

**BRIGHT COKES.**  
Bessemer Steel—  
I C, 14x20 base 4 50  
20x28, double box 9 00

**CHARCOAL PLATES—TERNE.**  
Dean or J. G. Grade—  
I C, 20x28, 112 sheets. 8 25  
I X, Terne Tin 9 75

**CHARCOAL TIN BOILER PLATES.**  
Cookie Grade—  
XX, 14x56, 50 sheet box. 7 50  
XX, 14x60, 50 sheet box. 7 50  
XX, 14x65, 50 sheet box. 7 50

**TINNED SHEETS.**  
72x30 up to 24 gauge, case lots 8 50  
72x30 up to 26 gauge, case lots 8 95  
Less than case, 25c 100 lbs. extra.

**WIRE.**  
Annealed Cut Hay Baling Wire.  
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.20; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.  
**CLOTHES LINE WIRE.**  
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

**COILED SPRING WIRE.**  
High Carbon, No. 9, \$2.40 in cars.

**FINE STEEL WIRE.**  
Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.50; No. 23, \$7.65; No. 24, \$8; No. 25, \$8; No. 26, \$8.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.  
**HAY WIRE IN COILS.**  
No. 13, \$2.40; No. 14, \$2.45; No. 15, \$2.55 f.o.b. Montreal, Toronto, Hamilton and London.

**GALVANIZED WIRE.**  
From stock f.o.b. Montreal—100 lbs., Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed. Poultry Netting.  
2-in. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

**SMOOTH STEEL WIRE.**  
No. 9-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra.  
Extra net per 100 lb.—Oiled wire 10c. spring wire \$1.25, bright soft drawn 15c. charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ¼-lb. hanks, 75c.

**WIRE CLOTH.**  
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.50 per 100 sq. ft.  
**WIRE FENCING.**  
Galvanized barb 2 47½  
Galvanized, plain twist 2 95  
Car lots and less.

**F.O.B., WIRE ROPE.**  
Galvanized, 1st grade, 6 strands, ¾ wires, ¾, \$5; 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

**WROUGHT STAPLES.**  
Galvanized 2 85  
Plain 2 50

**PAINTS, OILS AND GLASS.**  
**BARN PAINT.**  
In barrels, 5-gal. tins 0 80 0 80  
In barrels, 5-gal. tins 0 80 0 80  
**BEESEWAX.**  
Per lb. 0 60

CHEMICALS.		In casks per lb.	
Sulphate of copper (bluestone)....	0 67		
Litharge, ground .....	0 97		
" flaked .....	0 97½		
Green copperas (green vitrol)....	0 01		
Sugar of Lead .....	0 08		
COLORS IN OIL.			
Venician red, 1-lb. tins pure ..	0 13		
Chrome yellow, pure .....	0 18		
Golden ochre, pure .....	0 13		
French ochre, pure .....	0 12		
Chrome green, pure .....	0 10		
French permanent green, pure..	0 15		
Signwriters' black, pure .....	0 13		
Marine black, 25 lb. tins .....	0 04½		

Per gallon in quart tins.  
M. L. Floorlaze (Imperial V. & C. Co.) 1 80  
Cee Pee Co. enamel 4 50  
Sterling Enamels 3 20  
Anchor Floorlustr 1 80  
Glue. Per lb.  
French medal 0 10  
German common sheet 0 09  
German prima 0 18  
White pigfoot 0



## FLAT WALL FINISHES

are the most up-to-date decorative materials for all buildings, public or private.

# MINERVA FRESCONETTE

The Perfect Washable, Flat Wall Finish stands unrivalled for the decoration of walls and ceilings where beauty and absolute sanitation are of prime importance.

Color Chart and Specifications supplied upon request.

**PINCHIN, JOHNSON & CO.**  
(CANADA), LIMITED.

Toronto

Winnipeg

Vancouver

Established in England 1834

T-43

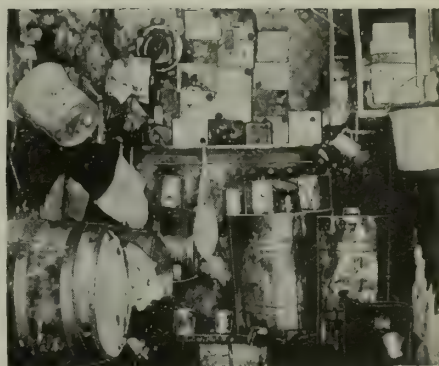
## Why Burn Electric Lights? Candles or Lamps Give Light

And they are possibly more economical. But are they as convenient? Don't they require too much attention, and are they not an extra fire hazard?

Electric lights illuminate every corner by simply turning a switch. Now, if you gave the same careful consideration to other needs around your store as you do the lighting problem, you would secure greater benefits. For instance—Why not throw the searchlight into your paint-oil room? What do you find?

### Oil Soaked Floor—Dirty "Gummed-Up" Containers

These are due to your using the original packages for storage and distribution. In this department you leave the Twentieth Century for the days of candles, and thereby you lose 15 to 20% of your profits. Why not avoid this inconvenience, fire hazards and actual losses by installing a



### BOWSER SAFE OIL STORAGE SYSTEM

and bring your oil room "up to date"—up to the high-grade efficiency of the balance of your store.

A Bowser Equipment stores and accurately measures and records your paint oils, keeping them free from "foots" and "fats," and providing an evaporation, leak, burglar and fire-proof equipment; built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. They reduce your insurance premiums and soon pay for themselves through their many other savings.

Send for free book giving more interesting facts. Promptly mailed

**S. F. BOWSER & CO., Inc.**

66-68 Frazer Avenue,

Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen

Sales Offices in all centres and representatives everywhere. Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measure, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.





# HARDWARE AND METAL

Crystal Damar	2.80
No. 1	2.35
Pure asphaltum	1.40
Oilcloth	1.60
Lighting dryer	0.85
Elastilite varnish	2.25
Copaline varnish	2.25
Granitine floor finish	2.35
Janisone's floor enamel	1.75
Sherrin-Williams' kopal varnish	2.50
Canada Paint Co.'s rum	2.25
"Kyanite" interior finish	2.40
"Flint-Lac" coach	1.80
B.H. Ltd. "Gold Medal" cases	2.25
Dependol Lt. H. Oil Finish	1.55
Everlastic Floor	2.45
Flatline floor finish	3.00
Elastic exterior finish	4.35
Stovepipe varnish, 1/4 pt., gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.65
No. 1 orange shellac varnish, bbls	1.40

WINDOW GLASS.		
Size United	Double	
Inches.	Star Diamond	
Under 26	\$ 4.25	\$ 2.25
26 to 40	4.65	6.75
41 to 50	5.10	7.50
51 to 60	5.35	8.50
61 to 70	5.75	9.75
71 to 80	6.25	11.00
81 to 90	7.00	13.50
91 to 95	7.50	15.00
96 to 100	7.75	17.50
101 to 100	8.00	20.50

TORONTO, 15 P.C.		
Montreal prices, no discount.		
Size United	Double	
Inches.	Star Diamond	
Under 26	\$ 3.45	\$ 2.00
26 to 40	3.60	5.45
41 to 50	4.00	6.25
51 to 60	4.25	6.75
61 to 70	4.50	7.25
71 to 80	4.75	7.75
81 to 90	5.00	8.50
91 to 95	5.25	9.00
96 to 100	5.50	10.00
101 to 100	5.75	11.00

WHITE LEAD GROUND IN OIL.		
Montreal-Toronto		
Per 100 lbs.		
Ton Lots.		
"Anchor," pure	8.25	8.20
Brandram's B.B. Genuine..	9.25	9.40
O.P.C. decorators, pure	8.25	8.20
Crown and Anchor, pure..	8.25	8.40
Elephant, Genuine	8.65	8.50
Essex, Genuine ( Windsor )	8.50	8.00
Island City Decorators		
pure	8.25	8.50
Lily Pure	8.25	8.20
Moore's Pure White Lead..	8.00	
Monarch ( Windsor )	8.50	
Munro's Select Flake White	8.50	8.65
Purity C.O. Co.'s, Ltd.	7.70	
Ramsay's Pure Lead	8.25	8.40
Ramsay's Exterior	7.80	8.15
Sterling Pure	8.25	8.25
Tiger Pure	8.25	8.25
"James" Genuine	8.25	

WESTERN SCHEDULE.		
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.		

WHITE ZINC (DRY)		
Extra Red Seal, V.M.	0.074	
WHITE ZINC IN OIL.		
Pure, in 25-lb. tins	0.10	
No. 1	0.07	
No. 2	0.054	
WHITING.		
Plain, in bbls.	0.70	
Gliders bolted in barrels	1.00	

HARDWARE.		
ADZES.		
Carpenter's, per doz.	13.50	14.00
Plain ship	18.00	22.00
Single bit, per doz.	0.75	0.50
Double bit	10.50	12.50
Bench Axes	6.75	10.00
Broad Axes	32.75	25.00
Hunters' Axes	5.00	6.00
"Boys" Axes	5.75	6.50
Lathing hatchets	4.70	10.00
Shingle hatchets	1.45	1.75
Claw hatchets	1.75	1.80
Barrell hatchets	5.50	6.50

ANVILS.		
Buckworth, per lb	0.104	
AMMUNITION.		
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 10 and 1 1/2 p.c.; Shot Cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.		
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense-Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.		
Shot standard, 100 lbs., \$2.00, 47 1/2 p.c. cash discount, 2 p.c. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 50c; no. 28 ball, \$1.200 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.		

AUGERS AND BITS.		
Ford's auger bits	30 and 10	
Irwin's auger	47 1/2	
Gilmour's auger	50 and 10	
Buckford auger	50 and 10	
Gilmour's car	47 1/2	

Clark's expensive	40
Jennings' Gen auger net list	
Tobin High Speed Bits, 60 and 5.	
Tobin Never Choke, 60 and 5.	
BARN & PARLOR DOOR HANGERS	
Richards Wilcox No. 021 B.D. Trol-	
ley, pr.	0.80
Richards Wilcox No. 117 P.D.	
Hanger, full set	2.75
Stearns wood track	Special
Zenith	9.00
Atlas, steel covered	5.25
Perfect, No. 1	8.50
Perfect, No. 1 1/2	9.50
Perfect, No. 2	10.00
New Milo, flexible	6.00
Double strap hangers, dosen	
sets	5.50
Standard jointed hangers,	
dosen sets	6.45
Steel King hangers, dos. sets	6.40
Storm King and safety hang-	
ers	6.25
Storm King rail	4.25
Crown	4.85
Crescent	6.50
Sovereign	7.25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.).	3.25
Steel track, 1 1/4 in.	4.75

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 5 in., 60 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		
Lace leather, per cage, 85c; cut laces, 55c.		

BIRD CAGES.		
Brass and Japanned, 40 p.c.		
BOLTS AND NUTS.		
Carriage Bolts, common, new,		
\$1 list.		
Carriage Bolts, 1/2 & smaller, 60 & 15		
Carriage Bolts, 7-16 and up, 55		
Carriage Bolts, Norway Iron		
(\$1 list)	55 & 15	
Machine Bolts, 1/2 and less, 55 & 5		
Machine Bolts, 7-16 and up, 57 1/2		
Plough Bolts	55 & 5	
Blank Bolts	55 & 5	
Bolt ends	57 1/2	
Sleigh Shoe Bolts, 1/2 and		
less	55 & 10	
Sleigh Shoe Bolts, 7-16 and		
larger	50 & 5	
Coach screw	70 & 10	
Nuts, square, all sizes, 44c per lb. off		
Nuts, Hexagon, all sizes, 44c per lb. off		
Store rods, per lb., 5 1/2 to 6c.		
Store Bolts, 50, 7 1/2 per cent.		

BUILDING PAPER, ETC.		
Tarred Slaters' Paper, per roll.	0.85	
O.K. Paper, No. 1, per roll.	0.85	
O.K. Paper, No. 2, per roll.	0.70	
Plain Fibre, No. 1, p. 400 ft. roll	0.50	
Plain Fibre, No. 2, p. 400 ft. roll	0.35	
Tarred Fibre, No. 1, 400 ft. roll	0.62	
Tarred Fibre, No. 2, 400 ft. roll	0.43	
Tarred Fibre Cyclones, 25 lbs., roll	0.62	
Dry Cyclones, 15 lbs.	0.80	
Plain Surprise, per roll	0.42	
Resin sized Fibre, per roll.	0.42	
Asbestos Building Paper, p. cwt.	3.25	
Heavy Straw, plain and tarred,		
per ton	36.00	
Carpet felt, per cwt.	2.60	
Tarred wool roofing felt, cwt.	2.00	
Pitch, Boston or Sydney, 100 lbs.	0.85	
Pitch, Scotch, per 100 lbs.	0.85	
Heavy fibre, 32 ft. x 60 ft.,		
per 100 lbs.	2.60	3.00
2 Ply Ready Roofing, per sq.	0.75	
2 Ply Ready Roofing, per sq.	0.95	
2 Ply Ready Roofing, per sq.	1.15	
3 Ply complete, per roll	1.35	
Liquid Roofing Cement, bbls., per		
gallon	0.17	
Liquid tins cement, 5a	0.19	
Crude coal tar, per bbl.	4.50	
Refined coal tar, per bbl.	5.00	
Shingle Varnish, per bbl.	5.00	
Caps, per lb.	0.05	
Rails, per lb.	0.05	
Mop Cotton, per lb.	0.17	

BUITS.		
Plated, bower barff & Nickel, No. 241,		
45 per cent.		
Wrought brass, 45 p.c. off revised list.		
Cast iron loose pin, 60 p.c.		
Wrought steel fast joint and loose pin,		
70 p.c.		
Crescent brands, 70 p.c.		
CEMENT AND FIREBRICK.		
Canadian Portland, bags, per		
bbl.	1.55	1.75
White Bros. English	2.00	2.05
"Lafarge" cement, in wood.	3.40	
Fire brick, Scotch, per 1,000	28.00	28.00
"English, low	17.00	21.00
"American, low	23.00	25.00
" " high	27.50	31.00
Fire clay (Scotch), net ton.	6.50	
Fire clay (American) net ton	5.00	10.00

CHALK AND PENCILS.		
Carpenters Colored, per gross	0.65	0.80
" lead pencils, p. gr.	2.40	4.75
CHISELS.		
Cold chisels, 5 x 6 in., doz.	2.20	
Bevel chisel, 1 inch, doz.	2.50	
CHAIN.		
Proof coil, per 100 lbs., 1/4, \$6.00; 5-16,		
\$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16,		
\$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1,		
\$3.40.		
Stall fixtures, 35; trace chain, 45; jack-		
chain, iron, 60; jackchain, brass, 50; cow		
ties, 40; halter chains, 50 and 5; tie outs,		
75; coil chain, 30 and 5; hammock		
chains, galvanized, 35 and 5.		
12 in., doz. prs.	4.65	4.30

CHURNS.		
No. 0, \$9; No. 1, \$8; No. 2, \$10; No.		
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. To-		
ronto, Hamilton, London and St.		
Marys, 40 per cent.; f.o.b. Ottawa,		
Kingston and Montreal, 37 1/2 and 10		
per cent.		
Malleable swivel head, 4 in.	2.80	
" adjustable, 4 in.	7.60	
Carpenters, 3 feet	3.60	
CONDUCTOR PIPE.		
3 inch, in 10 foot lengths	3.45	
4 " " "	4.20	
5 " " "	5.53	
6 " " "	7.60	
7 " " "	9.25	

COTTER PINS.		
Cotter pins, 90 p.c. Montreal.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, 40 per cent.		
Copper tea and coffee pots, 40 per cent.		
Copper pitta, 30 and 5 per cent.		
Foundry goods, hollow ware, 45 p.c.		

DOOR KNOBS.		
Canadian knobs.		
Porcelain, mineral and jet knobs, 5c		
doz. more than list price.		
Canadian Door Sets.		
Door pulls, 60 per cent.		
DOOR HANGERS (PARLOR).		
Single sets, each (Easy brand)....	1.90	
Double sets, each	3.25	
Unbreakable rail, 100 feet	5.50	
DOOR SPRINGS.		
Chicago (coil), 25 per cent.		
Reliance (coil), 20 per cent.		
DRAW KNIVES.		
Carpenters 6 inch, doz.	5.25	
Folding handles, 8 inch, doz.	1.00	
DRILLS.		
Bit Stock Drills, 60 and 5 per cent.		
Wood Drills, 35 per cent.		
Straight Shank Drills, 50 and 10 p.c.		

ESCUTCHEON PINS.		
Steel, discount 50 per cent.		
EAVETROUGHES.		
8 inch, in 10 ft. lengths, per 100 ft	3.02	
10 " " "	3.31	
12 " " "	3.38	
15 " " "	5.53	
Add extra 10c per 100 ft. O.G. Round		
Head Trough.		

FACTORY MILK CANS.		
Milk cans and pails, 35 p.c.		
Creamery cans, 35 per cent.		
Cheese factory cans, 35 per cent.		
Hand delivery and creamery cans, 35 p.c.		
Railways cans, 40 per cent.		
Cream cans, 35 per cent., with dome		
top, 15c extra. Retinned, 7 1/2 and 5.		
Plain, 7 1/2 and 15. Creamery trim-		
mings, 75 and 12 1/2 per cent.		
Common, cork-lined, 35 per cent.		
FILES AND RASPS. Per cent.		
Diston's	75	
Great Western American	75	
Kearney & Foot, Arcade	75	
J. Barton Smith, Eagle	75	
McClellan, Globe	75	
Black Diamond	64 1/2	
Delta Files	60	
Nicholson	66 1/2	
Jowett's (English list)	27 1/2	
Spear & Jackson (English list)	35	

FORGES.		
Blacksmiths portable, 135 lbs.	9.85	
GALVANIZED WARE.		
Duffern pattern rails, 45 per cent.		
English pattern, 45 per cent.		
Galvanized washbasins, 45 per cent.		
GRINDSTONES.		
Over 40 lbs. and 2 in. thick, per 100		
lbs.	1.25	
Smaller sizes extra.		
HAMMERS.		
Tack, iron, doz.	0.35	
Ladies claw, handled, doz.	0.60	
Adze eye nail hammer, 10 oz., doz.	1.25	
" hickory handle, 1 lb., doz.	6.25	
" straight claw, 1 lb., doz.	7.00	
Farmers hammers, 10 oz., doz.	5.50	
Tinners setting, 3/4 lb., doz.	4.50	
Machinists, 1/4 lb., doz.	3.25	
Sledge, Canadian, 5 lbs. and over.	0.06	
Sledge, Masons, 5 lbs. and over.	0.06	
Sledge, Napping, up to 2 lbs.	0.09	

HARVEST TOOLS.		
50 per cent.		
Samson, 47 1/2 per cent.		
Sidewalk and stable scrapers, net \$2.25.		
Wood hay rakes, 40 and 10 per cent.		
Lawn rakes, net.		
HALTERS (SNAP AND RING).		
Jute Rope, 1/4-inch, per gross	8.00	
" 3/4-inch, per gross	10.00	
" 1-inch, per gross	13.50	
Leather, 1-inch, per doz.	4.00	
Ladders, iron, doz.		
Tack, claw, handled, doz.	0 80	
Adze eye nail hammer, 10 oz., doz.	1 22	
" " hickory handle, 1 lb., doz.	1 22	
" " straight claw, 1 lb., doz.	7 00	
Farriers hammers, 10 oz., doz.	5 00	
Tinners setting, 3/4 lb., doz.	4 50	
Machinists, 1/4 lb., doz.	3 20	
Sledge, Canadian, 5 lbs. and over.	0 00	
Sledge, Masons, 5 lbs. and over.	0 00	
Sledge, Napping, up to 2 lbs.	0 00	
HARVEST TOOLS.		



EVERY DEALER  
SHOULD SELL

# Black Diamond Roofing



**"It is the Repeat Order Kind"**

The quality is absolutely uniform, and we guarantee it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade Wrapping Papers.

F. J. COX, Winnipeg—Sole Agent for West.

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

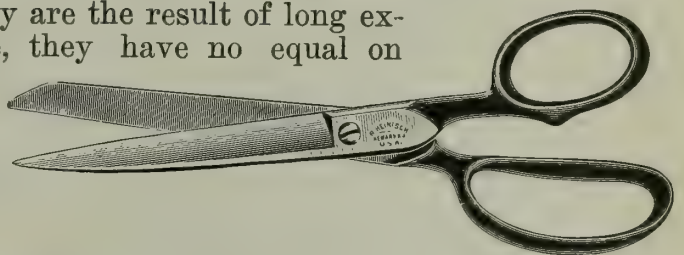
## HEINISCH SHEARS

**The High Quality and Perfect Temper Will Bring You Many Re-Orders**

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Tinnerns' Snips, etc.

Your jobber has them.



R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

## RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**

TORONTO WAREHOUSE, THE ONTARIO METAL PRODUCTS CO. 102 Front St. E.

Agents for Alberta: Tees and Persse of Alberta Ltd., Calgary.



# HARDWARE AND METAL

LUMBERMEN'S SUPPLIES.	
Ant hooks, dozen, from	12 00
Axe handles, from	6 80
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
MALLET.	
Tinsmiths' 2 1/2 x 5 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 8 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
MATS.	
Wire door mats, standard, 16x24, doz.	9 00
METAL POLISH.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50
MINERS SUPPLIES.	
Mattocks, 6 lb., 18 in., \$5 dozen.	
Picks, 6 lb., 18 in., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2 in. per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	
MOPS AND IRONING BOARDS.	
Mops, per doz.	1 20
Folding ironing boards	16 25
Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
OAKUM.	
Plumbers...per 100 lbs.	3 25
OILERS.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
PLATED GOODS.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Slingalee" and "Alask," Nevada silver flatware, 42 per cent.	
PIECED TIN WARE.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitta, 30 and 5 p.c.	
CLAY PICKS.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
PLATES.	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
PLOUGH LINES.	
Russia snap, 35 per gross	30 00
Indian snap	25 00
RAZORS.	
Boker's	1 50
Boker's King Cutter	13 20
Henckel's	1 50
Gillette Safety Razor	3 75
Star Safety Razor, 33 1-3 p.c.	
Edgewell	16 00
ROPE AND TWINE.	
Sisal rope, 16 and upwards, 10 1/2.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/4
Sisal bed cord, 48 feet, per doz.	0 73
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine.	0 38
" 4-ply twine.	0 45
Mattress twine, per lb.	0 35
Staging	0 35
REFRIGERATORS.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
RIVETS AND BURRS.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb.; 1/2-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
RIVET SETS.	
Canadian, 35 to 37 1/2 per cent.	
RULES.	
Borwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 ft., each	3 50
SAND AND EMERY PAPER.	
Sand and emery paper, 40 per cent.	
SASH WEIGHTS.	
Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 65

SASH COORD.	
No. 3, per lb.	0 30
SAWS.	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
SAW SETS.	
Canadian discount, 40 per cent.	
Screen Doors and Windows, Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 30
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Plaster window screens, 11x18, open 2 1/2 inches	1 00
Perfection window screens, 11x15, open 2 1/2 inches	1 80
Model window screens, 11x22, open 3 1/2 inches	2 25
SCALES.	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scale, 50 per cent.	
Fairbanks Standard, 30; Dominion, 60; Richelleu, 50.	
SCYTHE SNATHS.	
Canadian, 40 per cent.	
SCREWS.	
Wood R.H., bright and steel	.85 10
" R.H., bright	.80 10
" F.H., brass	.75 10
" R.H., brass	.70 10
" F.H., bronze	.70 10 5
" R.H., bronze	.65 10 5
Drive screws	.65 10 5
Set, case hardened	.60
Square cap	.50 and 50 05
Hexagon cap	.45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25
SCREWS (MACHINE).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
SCREW DRIVERS.	
Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80
SCISSORS AND SHEARS.	
Clauss, nickel scissors and shears, 60;	
Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and Japanned, 40 per cent.	
SHELF BRACKETS.	
No. 140, 65 and 10 per cent.	
SKATES AND HOCKEY STICKS.	
Star skates, 35 per cent.	
Boker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$5.25.	
Pucks, net, \$1.50.	
SHOVELS AND SPADES.	
1st 2nd 4th	
Shovels	60 55 and 2 1/2 45
Draining tools	60 50 and 10 45
Scoops	50 and 5 45 and 5
Hollow backs and sand shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades	50 per cent.
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
SQUARES.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/4, doz. net	\$2 85
SNAPS.	
Harness, 25 per cent.	
SOLDERING IRONS.	
Base, per lb., 28 cents.	
STAMPED WARE.	
Plain, 7 1/2 and 15.	
Retinned, 7 1/2 and 5.	
Tinners' trimmings, 7 1/2 and 5.	
SAP SPOUTS.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
STAPLES.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
STABLE FITTINGS.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
STOVE BOARDS.	
Lithographed, 60 and 10.	
STOVEPIPES.	
5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
STOVEPIPE ELBOWS.	
5 and 6 inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimble, Empire, 70 per cent.	
STOCKS AND DIES.	
No. 20 Beaver Die Stock	18 75
STONES—OIL AND SCYTHE.	
Washita Oil, No. 1, 6 in., Dozen	
7 in., 8 in.	3 60 4 00 5 10
No. 2, 6 in., 7 in., 8 in.	2 50 3 10 3 50
Hindustan	per lb. 0 06
" oil	0 15 20
" axle	0 16
Deer Creek	0 18
Deerlick	0 25
" axle	0 15
Lilly White, 6 in., 7 in.	
8 in., doz.	6 00 6 50 7 60
Arkansas	1 60
Water-of-Ayr	0 10
Scythe	per gross 5 00 5 00
TACKS, BRADS, ETC.	
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90;	

brush, blued and tinned, bulk, 70 and 10; Swedes gimp, blued, tinned and Japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk and tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
TAPE LINES.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 90
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., each	1 35
Steel, No. 1840, 60 ft.	1 10
THERMOMETERS.	
Tin case and dairy, 75 and 10 p. c.	
TINNERS' TRIMMINGS.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
TRAPS (STEEL GAME).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
TRAPS (RAT AND MOUSE).	
Out O' Sight Mouse Traps	1 20
" Rat Traps	0 45
Easy Set Mouse Traps	0 95
" Rat Traps	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
6-Hole Tin Chokers	0 80
VISES.	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Baw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	
WASHING MACHINES.	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A	100 25
Ideal Power	130 00
Daisy	73 25
Stephenson, net	72 00
Puritan Mtor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor. No. 2 & 3.	85 00
20 per cent.	
WHEELBARROWS.	
Navy, steel wheel, dozen	21 70
Garden, steel wheel, dozen	32 40
WHIPPLETREES.	
Tubular steel whippletrees, 28 in.	0 70
" 34 in.	1 00
" 36 in.	1 25
" neekyokes, 36 in.	1 25
" doubletrees, 40 in.	0 95
" lumbermans, 44 in.	0 95
WOOD HANDLES.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 60 per cent.	
Carriage neekyokes, oval and whiffash Carriage neekyokes and whiffetrees, ash 35, hickory, 40 per cent.	
Team neekyokes oval and round whiffetrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Wrenches.	
Agricultural, 67 1/2 per cent.	
WROUGHT IRON WASHERS.	
Canadian, 40 per cent.	

chine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 3/8, 50 1/2; 7-16 and up, 40 1/2.	
Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$15.	
Blocks—Steel, 50 per cent.; wood, 60 per cent.	
Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.	
Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 28c. Crowbars—4 1/2c per lb.	
Corrugated Iron—23 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85 28 gage, \$5.20. Canada Plates—Half polish, 6 1/2 inch, \$3.65; 8 inch, \$3.90; full polish, 6 1/2 inch, \$4.50; 8 inch, \$4.75.	
Clevises—7 1/2c per lb.	
Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 60; granite, 60 per cent.	
Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c. Galvanized Iron—Apollo, 16 gage, \$1.20; 18 gage, \$4.20; 20 gage, \$4.30; 22 and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or 10 1/2 oz., \$5.10.	
Fleur-de-Lis. Head.	
28G (equal 10 1/2 oz.)	5 10
26G (equal 28 Amer.)	4 85
24G	4 40
22G	4 65
20G	4 30
18G	4 20
16G	4 20
Galvanized Ware—37 1/2 per cent.	
Grindstones—Per 100 lb., \$1.65.	
Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.	
Horseshoes—"M.R.M." and "Ball" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$5.50.	
Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.86; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.	
Harvest Tools—50 and 5 p.c.	
Hinges—Light T and strap, 65 per cent.	
Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.	
Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.	
Iron Pipe—Black, 3/4 inch, \$2.65; 1/2 inch, \$2.80; 1/4 inch, \$3.35; 1/8 inch, \$4.10; 1 inch, \$6.10; 1 1/4 inch, \$8.20; 1 1/2 inch, \$9.75; 2 inch, \$13.20; 2 1/2 inch, \$20.25; 3 inch, \$27.35; 3 1/2 inch, \$32.75; 4 inch, \$38.75; 4 1/2 inch, \$43.75; 5 inch, \$50.60; 6 inch, \$56.65; 7 inch, \$91.40; 8 inch, light, \$96.00; 8 inch, heavy, \$110.00.	
Galvanized Pipe—1/2 inch, \$3.75; 3/4 inch, \$3.90; 1 inch, \$4.30; 1 1/4 inch, \$5.30; 1 inch, \$7.90; 1 1/4 inch, \$10.65; 1 1/2 inch, \$12.65; 2 inch, \$17.10; 2 1/2 inch, \$27.20; 3 inch, \$35.70; 3 1/2 inch, \$44.35; 4 inch, \$52.00; 4 1/2 inch, \$57.15; 5 inch, \$66.60; 6 inch, \$86.50.	
Logging Chain—1/4 in., \$3.00; 5-16 in., \$6.50; 3/8 in., \$7.75.	
Lantern—Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.	
Poultry Netting—65 per cent.	
Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.	
Pig lead—\$5.25. Lead pipe—Full coil, \$6.75 per cwt.; cut lead, \$7.75 per cwt. Lead Waste—\$7.25.	
Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.	
Rope—Sisal, 12 1/2c; Pure Manila 17 1/2c; British Manila, 13 1/2c; lath yarn, 11 1/2c. Steel Squares—40 off new list.	
Shovels and Spades—Jones polished, \$3.10 per doz.; Fox & Oida, \$7.10 per doz.; Scoops, D-handle, "Blair Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90; No. 6, \$9.40; No. 8, \$9.25; No. 10, \$9.80.	
Solder—Half and half, \$29 per cwt. Screws—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.	
Staples—Bright wire per cwt., \$2.50 at Fort William; \$2.90, Winnipeg.	
Linseed Oil—Raw, per gal, 65c; boiled, per gal, 68c.	
Turpentine—Per gal., barrel lots, 75c. Dry Colors—White lead in ton lots, decorators' pure, \$9.00; decorators' special, \$8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.00; yellow ochre, in barrel lots, 2 1/2c; less than barrel lots, 3c; golden ochre, barrel, 3 1/2c; less than barrels, 4c; Venetian red, barrel, \$2.90; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb.; Blue Stone, per cwt., \$5.75.	
Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3 40.	
Paris Green—2 1/4 cents per 113-lb.	



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**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

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Should sell, the MOORE Line and make more money with less investment.

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Condensed Ad.

page

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# STEPHENS SHINGLE STAINS

These stains dry with a beautiful finish  
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In Buying a Typewriter  
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Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

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*It's the satisfaction of use that brings repeat orders, and  
this is the sort of satisfaction which is in every can of  
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Hay Unloading Tools.  
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The word "MYERS" assures  
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FORD AUGER BIT CO. HOLYOKE, MASS.

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**IS AN EXCELLENT  
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It stays in condition and when sold gives  
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Its surface-covering qualities are above the aver-  
age and it wears splendidly.

The result is a steady and increasing demand for  
New Era Paints, which it will pay you to supply.

**STANDARD PAINT & VARNISH CO., LTD.**

WINDSOR, ONT.

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**



**THE  
RIGHT  
PAINT**

**RAMSAY'S PAINTS**

**TO  
PAINT  
RIGHT**



**To Our Agents—**

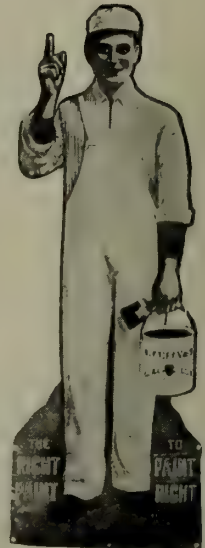
This window trim will assist you with your paint sales. It is free to you. Send for it at once.

**To Those Who Are  
Not Our Agents—**

We would say that this is only one of many selling helps that go with the Ramsay agency. Write for particulars.

**A. Ramsay & Son, Montreal**

Paint Makers Since 1842



**OUR MAPLE LEAF  
DECORATIVE AID  
DEPARTMENT**

assists varnish consumers in choosing the right varnish for any use. Suggests how to use them to advantage and refers them to the nearest M. L. Agent for their varnishes.

**STRAIGHT VARNISH TALK**

about

**MAPLE LEAF VARNISHES**

**The Measure of Value in Varnishes**

DEPENDS upon the quality and length of their service. An inferior or inappropriate varnish lacks service, and is costly at any price.

A varnish that is not equal to meeting conditions under which it must be used lacks in service and therefore has not real value.

M. L. VARNISHES were originated over twenty years ago to meet Canadian conditions.

They have WON OUT against the severest Canadian climatic conditions and give full value service at all times.

In short, they have made good because they were made good.

**THE  
IMPERIAL VARNISH & COLOR CO.  
LIMITED**  
WINNIPEG TORONTO VANCOUVER  
CANADA

# ONE OF THE REASONS FOR THE EVER INCREASING

554

FARMER'S ADVOCATE AND HOME JOURNAL, WINNIPEG



"I always do a little painting at house-cleaning"

"It improves so much the appearance of the various parts of the house, and the walls, woodwork and floors, when you keep clean." This is the experience of many expert housewives. So if you will use a little paint and varnish this spring with S-W Floor Paint or Floor-lac. Use Family Paint on the walls with Flat-tone. Touch the shabby furniture.

There is a Sherwin-Williams Agent

## SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto.



"When I have an odd moment, I do a little painting"

This is what a progressive farm owner said, and his farm is pointed out by the neighbors as being a prosperous, well-managed farm. This man has discovered one of the secrets of success, so well expressed by the old adage, "A stitch in time, saves nine." He knows that farm machinery or is a good deal, he knows that a little paint used occasionally will keep it in good shape.

Well painted farm implements do not rust, the woodwork does not crack or rot, and they keep in good condition for the longest possible time. Look around your farm today, and see if anything needs painting. Buy the paint at once, and use it at odd times. There is a Sherwin-Williams Agent in every town.

## SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.



Is Sherwin-Williams Advertising bringing customers to you? If you sell S-W Products the answer is — yes.

demand for

## SHERWIN-WILLIAMS FINISHES

is  
persistent  
and  
effective  
advertising  
which  
keeps  
before  
the mind  
of the  
consumer  
what he  
can  
accomplish  
with

**S-W  
PAINTS  
AND  
VARNISHES**

When he  
buys  
paint  
he is  
familiar  
with  
the name,  
the uses,  
and the  
quality,  
it is only  
natural  
he goes  
to the  
S-W dealer

2

FARMER'S MAGAZINE

Advertising  
Section

### The Time To Paint Is Now

Painting is important, not only because it makes your buildings look better and so raises their value, but more important because it protects them from the wear and tear of the weather. A few dollars spent in paint occasionally, saves many dollars spent in repairs or new buildings later on.

Look over this list and see what you need this spring to put your property in good shape.

S-W-P Sherwin Williams Paint (Prepared) for buildings. You will find S-W-P the homes of prosperous farmers, because they know it is the best paint value their money can buy.

S-W Wagon and Implement Paint for all kinds of farm machinery, tools and wagons.

S-W Buggy Paint gives a finish that protects your rigs from the wear and tear they are put to.

S-W Varnish Stain and S-W Family Paint for brightening up furniture and woodwork about the house.

THERE IS A SHERWIN-WILLIAMS AGENT IN YOUR TOWN.



## SHERWIN-WILLIAMS

### COUNTRY LIFE IN CANADA



See your local  
S-W Dealer to-  
day.

Don't throw away  
your old furniture,  
but re-finish it.

You can do this at a very small cost. For instance, if you have an old table, or chair, or a bureau that is worn and scratched give it a coat of S-W Varnish Stain. It will look as good as new.

Or if you prefer an enameled finish, use S-W Enamel, which comes in fifteen delicate colors suitable for woodwork, furniture, decorating, etc.

You can make ten dollars worth of improvement with one dollar's worth of reliable paint or varnish.

## SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.





## Better Bronze Paint Assures More Sales

Bronze Paint that is made by mixing

# Reflex Bronze Liquid

with bronze powder is far better than prepared bronze paint. Comparative tests have proved that it does not deteriorate near as quickly.

Any unexperienced person can easily mix these ingredients correctly by following directions.

You will get and keep the bronze paint buyers coming your way if you sell this combination.

*Start now.*

Send us a trial order.

**The  
Ault & Wiborg Co.**  
OF CANADA, LIMITED  
**TORONTO**  
WINNIPEG MONTREAL

# DOUGALL

## SELL FIRST CLASS VARNISHES to build a FIRST CLASS TRADE

Send for 60 page book of selling points of the "Varnish That Lasts Longest."

**The Dougall Varnish Company, Limited**  
MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

# VARNISH

## PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that **QUALITY** is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the **SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.**

	Name of Brand
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solve"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

**Chadeloid Chemical Company**  
100 William Street, New York, N.Y.



**PAINT  
THE  
PURE  
KIND**



**PROFIT  
THE  
SURE  
KIND**

**It is the Dealer's Duty**  
to himself to make a good profit  
on every can of paint he sells. How  
to get that profit is a question that interests  
him and us.

**MARTIN-SENOUR PAINT**  
100% PURE

has pointed the way to profit for hundreds of dealers whose profits  
were limited before they sold the *PURE KIND*.

Think this over—but get our whole story before you make up your mind.  
Write today for further facts.

**The Martin-Senour Co.**  
(LIMITED)

MONTREAL

CHICAGO

WINNIPEG

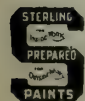
LINCOLN



**For  
Satisfied  
Painters**



**Sell  
Sterling  
Paints**



These paints have proved that they are reliable and economical by years of actual service. They  
are easily applied and have no superiors as surface coverers.

"Sterling" Paints are carefully tested and must pass expert inspection before being offered to the  
trade.

A trial will convince you that Sterling Paints are very profitable as well as reliable.

Why not profit by the users' experience? We will be pleased to get you in touch with some  
users, so that you will be convinced of Sterling Quality.

Write us to-day.

**Canadian Oil Companies, Limited, - Toronto**

HALIFAX

CALGARY

ST. JOHN

EDMONTON

MONTREAL

HAMILTON

QUEBEC

LONDON

WINNIPEG

OTTAWA







A  
TIME SAVER  
AND  
SYSTEM  
PROMOTER

Every Up-to-date  
Hardware Store  
Should Have One

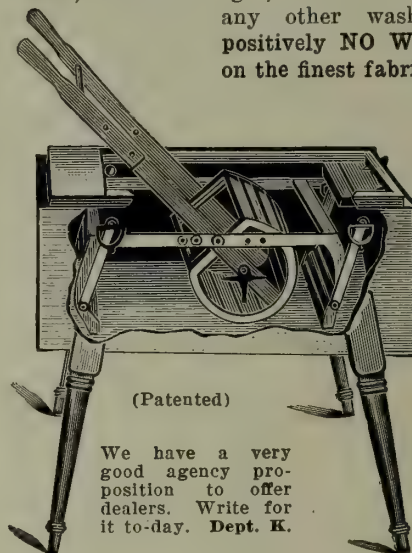
No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them. Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer. Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS

**THE AMERICAN BOLT AND  
SCREW CASE CO., Dayton, Ohio**

## The Knoll Double-Action Washing Machine

The one that will do the whole work in one operation, and do it right, do it faster and better than any other washer made, with positively **NO WEAR and TEAR** on the finest fabrics.



(Patented)

We have a very good agency proposition to offer dealers. Write for it to-day. Dept. K.

Knoll Washers make satisfied customers everywhere.

They are the most dependable line that you can handle. The greatest labor-saving machines ever invented.

Over 100,000 in use — not one has ever been returned as not giving satisfaction.

**Schultz Bros. Co., Limited**  
Brantford, Ont.



## This Step Ladder Chair

Is Just What Every Housewife Needs

A three-root ladder or a handy kitchen chair. Costs but little more than the ordinary kitchen chair. Made of select hardwood lumber, natural oil finish. The construction assures strength and security.

Write for a catalog on Woodenware, Willowware, Brushes, Brooms, Cordage, Twines and Wrapping Paper.

**Walter Woods & Co.**

HAMILTON

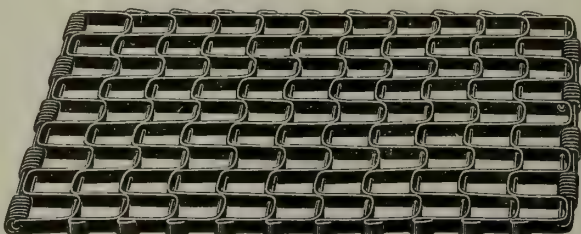
and

WINNIPEG



## Your Customers Want The Most For Their Money

When you have a call for a door mat be prepared to sell "Keystone" Flexible Steel Mats. They cost no more than ordinary kind and will last a life-time. Can be used in wet places as they will not rust.



"Keystone" Mats have continuous crimps of ribbon steel—no short pieces. They are well made and attractively finished.

If your jobber can't supply you, write us.

**Kuhne-Anderton Mfg. Co.**

SOLE MANUFACTURERS

PORT HOPE, ONTARIO, CANADA



## Play Ball!

Keep a clear *head*, a watchful *eye*, and steady *nerves*.

*That's* the gospel of the game—that and *team work*—*follow it* and the pennant's *yours*.

It's the gospel of your business, *too*.

Do *you* follow it?

What is team work but co-operation?

Are you *getting* it? *We* work *with* you—not *at* you. We can't begin to do justice to our 1913 proposition to the trade in print. It's the biggest, best and *most profitable* for *you*. Write us about it *to-day*.

The *Glidden* Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, - CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels,  
Endurance (Mission) Wood Stains, Waterproof Flat Wall  
Finishes and Cement Coatings.



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

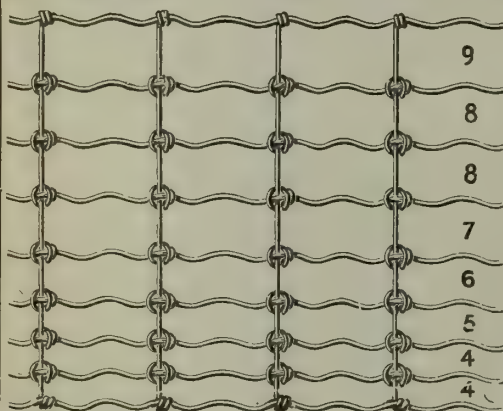
Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable  
Fence You Should Stock

## MONARCH FENCES

They are made suitable for any purpose, even close enough  
for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the best ring lock in Canada, and  
cannot slip or come loose.

Do not lose a sale by being unable to supply a fence like  
this—send us a trial order NOW.

Write for catalog and prices.



**OWEN SOUND WIRE FENCE CO., LIMITED**

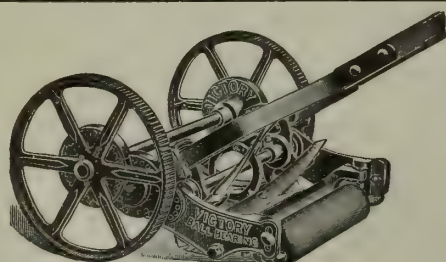
Owen Sound, Ontario



## The Easiest Running High-Speed Washer Is MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is  
of red cypress, that will last a lifetime. Wringer board stands clear, allowing  
almost the whole top to open. Basket rack supplied extra if desired. The  
"Champion" has proven a great seller. Write for prices and particulars.

**DAVID MAXWELL & SONS, St. Mary's, Ont.**



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

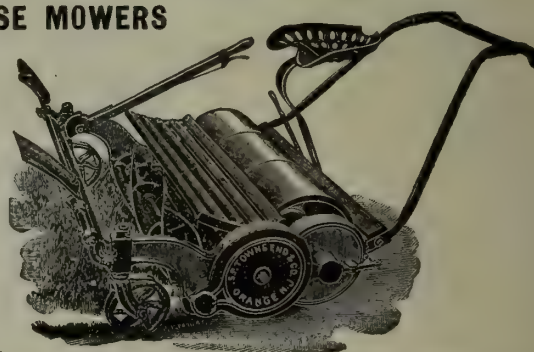
All Our Hand Mowers  
Are Ball Bearing

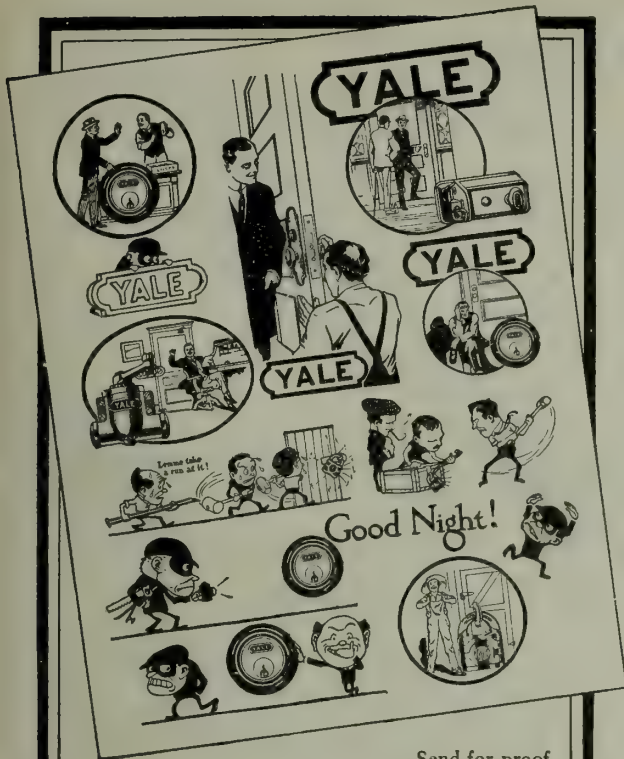
SENT ON THEIR MERITS

Write for Catalog

**S. P. Townsend & Co.**

ORANGE, N. J.





Send for proof  
showing these cuts full size

Liven up your newspaper advertisements with these attractive pictures—the cuts are free to Yale Dealers.

A clever picture will get the eye of a reader more quickly than anything else, and if it tells a story about something you sell, the business-getting quality of your advertisement is increased.

We go to a great deal of trouble and expense to get good pictures for our dealers, and we have the word of many of them that this advertising help pays.

Send for proofs today and order what you need. This is only one of the ways in which our Dealers' Advertising Service helps you to earn more money. Some of the other ways are shown in our new book, "Selling More Yale Door Checks." Ask for your copy today.

### Canadian Yale & Towne Ltd.

The Makers of YALE Products in Canada  
Locks, Padlocks, Builders' Hardware,  
Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.  
New York Chicago San Francisco  
9 East 40th St. 74 East Randolph St. 134 Rialto Bldg.

## This Gun In Your Window



with the price displayed on it, will catch the eye of any boy that passes by your store. And you know that when a boy really sets his heart on anything, he can find ways and means of raising the money. Higher-priced rifles are out of his reach, but he'll buy the Hamilton-27 as soon as you are ready to sell it to him.



are the product of years of experience, careful reductions of manufacturing cost, and exclusive patents. Thousands of boys and men think this gun is superior to rifles costing much more; thousands more are waiting to buy it as soon as it is shown them. Why not get the profit for yourself?

Now is the time to place an order with your jobber for a case of Hamilton rifles, Models 27 and 027. You will be surprised to see how soon you come back for more.

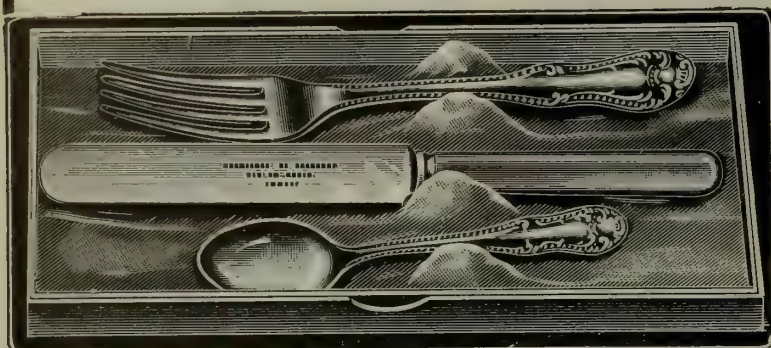
### C. J. Hamilton & Son

Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.



## High Grade Cutlery---Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



### This Child's Set Will Make A Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit and are guaranteed to give perfect satisfaction.

**McGLASHAN CLARKE CO., LTD.**  
NIAGARA FALLS, CANADA

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que.  
N. F. GUNDY, 61 Albert St., Toronto, Ont.  
BENJ. ROGERS, Charlottetown, P.E.I.

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

*Our Motto—"QUALITY"*

### THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

## Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors



### "DWARF" brand RAZORS



Will bring you satisfied customers. Made of the best

English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.



Write for our catalogue.

## Your NOTION COUNTER Will Bring Better Results

If You Sell Our

### HIGH GRADE GOODS

If you are not selling them send us a trial order at once.

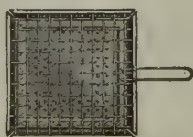
They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



THE "IDEAL" TROUSER HANGER



BREAD TOASTER



### Andrews Wire Works of Canada, Ltd.,

WATFORD, ONT.  
ROCKFORD, ILL.





## The Wrench that Always Works Easy

If you have ever worked with a stubborn, weak wrench you'll appreciate the change to a "W & B Railroad Special" model. Designed for hard service, it is heavier and stronger than the ordinary types.

## "W & B Railroad Special" Wrench

HIGH SPEED  
STEEL TWIST  
DRILLS, SMALL  
TOOLS, ETC.

Head and bar are drop forged in one piece, jaws are case hardened, handle is of toughest iron—a strong, rigid wrench throughout. We recommend and guarantee it absolutely for machine shop, factory and construction work, and all other places where hard, continuous service is the rule. Screw and Drop Forged Wrenches for all purposes. We manufacture the most complete line of wrenches in the world. Machinists' Supply Catalog No. 823 on request.

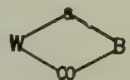


**THE WHITMAN & BARNES MFG. CO.**

ESTABLISHED 1854

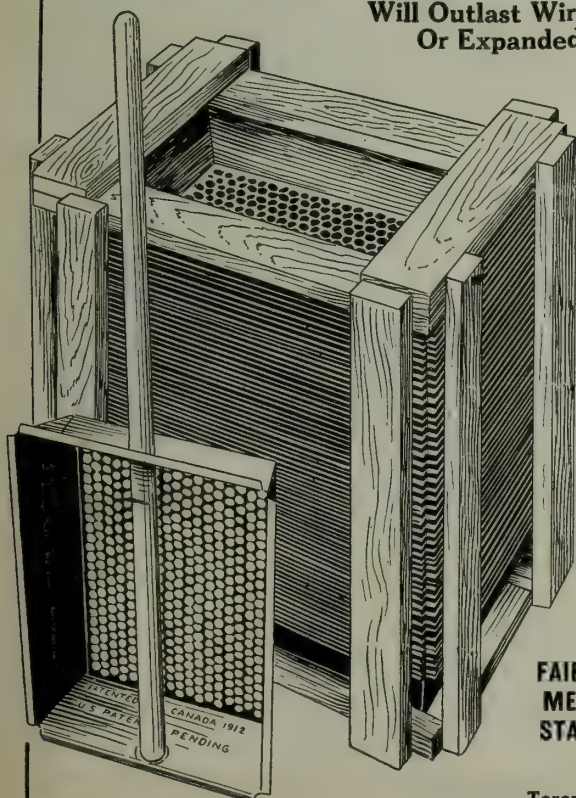
FACTORY AND OFFICE, ST. CATHARINES, ONTARIO

Stocks Carried at Winnipeg and Montreal



## Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh  
Or Expanded Metal



All  
Metal.  
One  
Piece.  
See  
your  
Jobber.  
Good  
Profit.

**FAIRGRIEVE  
METAL &  
STAMPING  
CO.**

Toronto, Ont.

## "THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by



hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)





# Paint and Varnish **BRUSHES** That are Profitable

The Good Quality Combined With Low Price  
Makes Them Quick Sellers



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

Get them from your jobber. If he does not have them, write us.

Send us a card for catalog

## Meakins & Sons

Limited

Hamilton, - Ontario



## National Steel Rim Locks

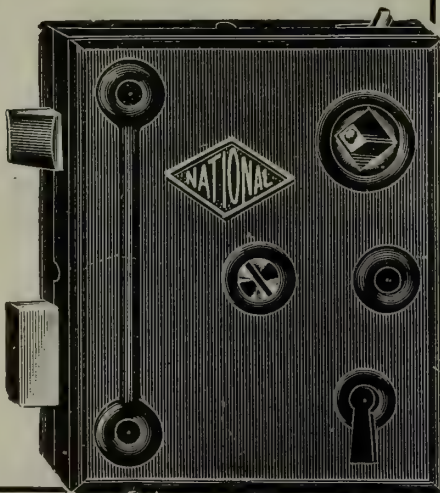
STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us for particulars and prices.

**NATIONAL  
HARDWARE  
CO., Limited**

ORILLIA, ONT.  
CANADA



## Particular People Make Friends With The "HERCULES" Step Ladder

It is the most perfect ladder made

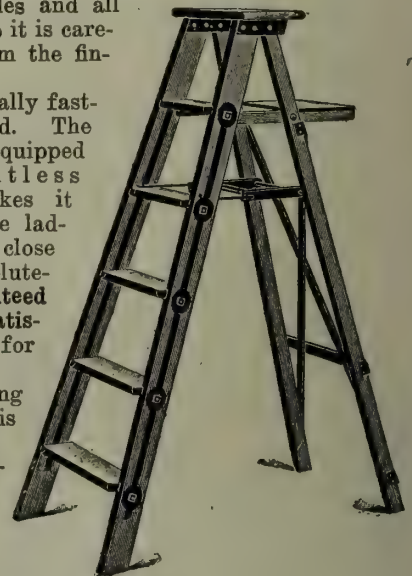
The wide top sides and all stock entering into it is carefully selected from the finest material.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction. Write for price.

You can't go wrong by stocking this ladder now.

Write for full particulars.

We also manufacture Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.



**The Stratford Mfg. Co., Limited**  
Stratford Ontario Canada

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

**Robert Sorby & Sons, Ltd.**

**High Quality  
Sheffield  
Tools**

**Stocked in  
Canada**



**at  
Winnipeg  
and  
Vancouver**

**Send in  
your orders to  
Geo. H. Saywell Co.  
Winnipeg**

## A Soft Snap for Hard Water

This device will make HARD water as SOFT as RAIN water and overcome the accumulation of lime, magnesia and other incrusting minerals in Water Backs, Coils, Heaters, Boilers and wherever these difficulties are experienced.

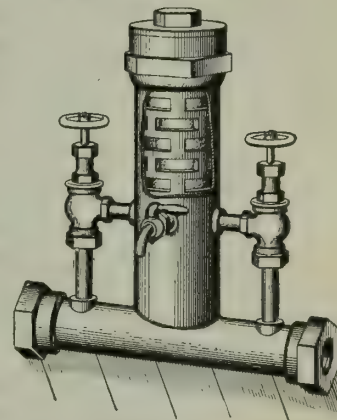


Fig. 119, Patented

MORE THAN 15 YEARS IN UNIVERSAL USE. They are installed for every type of installation. Your customers will appreciate them. BIG MONEY in it for the Dealer.

For further information, write for our illustrated Catalog No. 16.

**Compound Injector & Specialty Company**

Sole Manufacturers of DEHN'S SANITARY SPECIALTIES  
419-421 H. N. 52d Avenue, - Chicago, U. S. A.  
Long Distance Telephone Austin 543



**Over 5,000,000 Mendets in use.**

**Order from your jobber or  
write direct.**

**COLLETTE MANUFACTURING CO.  
Collingwood, Ont.**

## CASTOR OIL

**"HOMCO" BRAND**

**British Manufactured.**

**Guaranteed absolutely pure.**

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

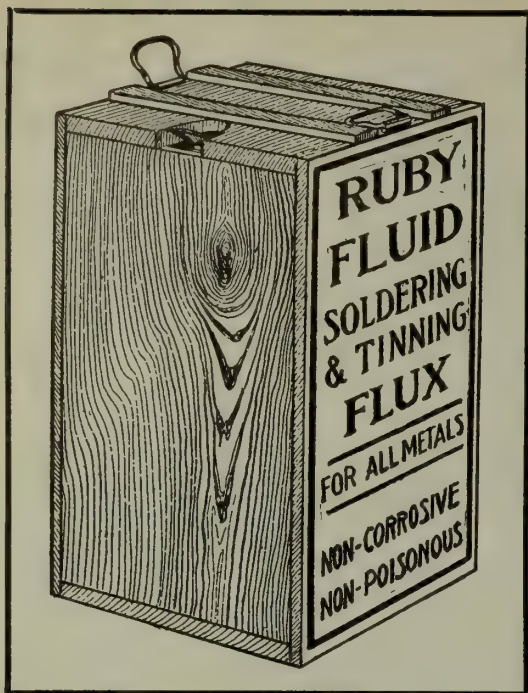
**For all medicinal or lubricating  
purposes.**

**Can be procured from all oil dealers.**

**B. & S. H. THOMPSON & CO.  
Limited**

**MONTREAL - TORONTO - WINNIPEG**





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

By The Introduction Of Expensive Machinery  
We Are Able To Make The Very Highest Quality

## GARBAGE CANS



These cans have no hoops or wooden strips to protect them on the outside and cause them to rust out and be unsanitary.

The BEADS make them very strong and rigid and there is no place for dirt to lodge in and make unsanitary conditions. Will not rust.

While we cater to a class of trade wanting first-class, strong garbage cans we can supply any kind.

We make a specialty of garbage can made of 18 gauge Galvanized Steel. Material that will stand severest usage.

Send trial order—the profit will appeal to you.



**The Steel Trough & Machine Co.**

Limited

TWEED  
GORDON & SON  
Eburne, B. C.

ONTARIO  
J. H. ASHDOWN CO.  
Winnipeg

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



**HANDSOME**

**PRACTICAL**

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO

Every Hardware Dealer Who Does Plumbing Work  
Should Get Full Details Regarding Our  
**BATHS, LAVATORIES, BRASS GOODS,  
FITTINGS, WROUGHT IRON PIPE,  
SOIL PIPE, SLOAN VALVES  
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

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Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

**Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks**

**The  
JOHN  
STEVENS  
Co., Ltd.**

Wholesale Plumbers'  
Supplies,  
WINNIPEG

## Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



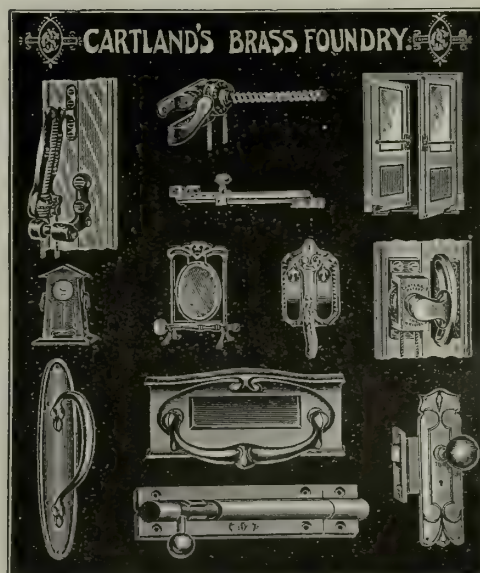
The  
**R. McDougall Co., LIMITED**  
GALT, CANADA

## JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.



## You Need Star Hack Saw Blades



Because no other blade is so entirely reliable for all classes of work. A Star Blade 12 x  $\frac{1}{2}$ —14 teeth, can be used on anything excepting tubing with walls less than 1-16 inch thick, hence you don't have to carry a puzzling assortment of hack saws. One Star Blade does for all classes of work, and saves you a world of trouble and possible blunders.

For tubing 1-16 inch thick or less, use Star Blades, 21 teeth to the inch.

A reputation gained by 25 years' successful use, stands back of every Star Blade we send out. Can anyone beat it?

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28 Warren Street,  
New York



Standard  
for  
25 years.

Ensure Absolute Satisfaction  
By Selling

## Peterboro Hardware

An  
Artistic  
Design  
for  
1913



No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

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LIMITED

PETERBOROUGH, ONT.

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

The Aylmer Pump  
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AYLMER, ONTARIO

Tools Stamped with the Buck's Head  
Admitted duty free when  
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A full line  
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The most complete assortment  
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Send for our Catalogue.

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## SUPPLY YOUR FARM TRADE

with

# STILL'S

## Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

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Old Standard. Eagle, Pyramid and Globe

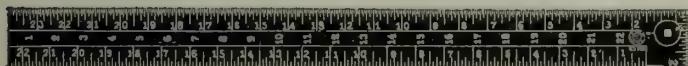
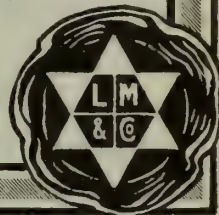
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Are Recognized Everywhere  
AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc. Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

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31 FULTON STREET  
NEW YORK U.S.A.  
ESTABLISHED 1849



Easily Taken Apart, but Rigid  
and True When in Use

That's why it's the most practical take-down square on the market. It is strong at the heel, perfectly made and beautifully finished.

### P. S. & W. Take-Down Square

The P. S. & W. Line of Guaranteed Steel Squares is the most advanced in construction and includes Rafter, Take-Down and Common in all markings and finishes.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

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Send for Hand-Tool catalog 12-B, listing and describing the complete line.

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MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware.

Established 1819.

Address 29 Murray Street, New York, N.Y., U.S.A.



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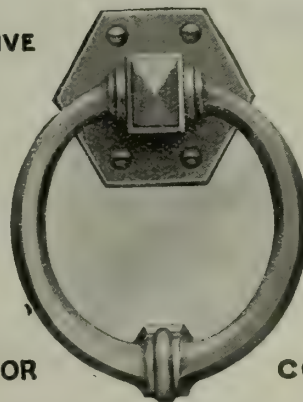
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WRITE FOR

COMPLETE

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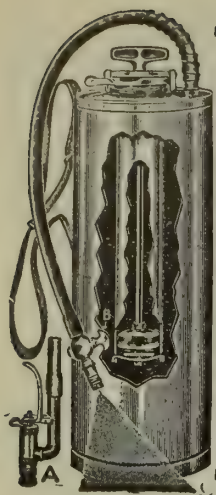
TO THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

**MAY & PADMORE LTD BIRMINGHAM ENG.**





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The Best Hand Sprayer on the market to-day, at the price.

The demand for Sprayers of all sorts is going to be greater in Canada this year than ever before.

Drop a card to-day for prices.

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## Step Ladders 4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, - Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

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Avoid imitations of our

### CUTLERY

By seeing that this exact  
mark is on each blade.



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MONTREAL



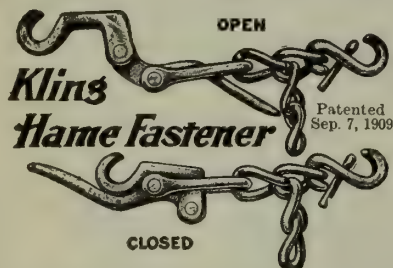
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It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

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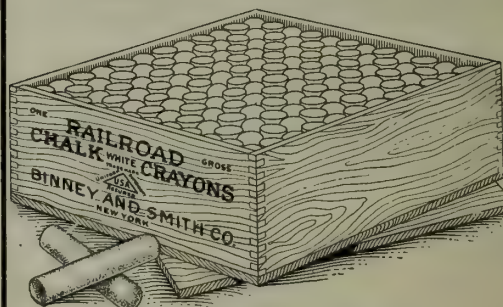


The Kling Home Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Sells fast at 25 cents. Costs you \$2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 31, Wilmington, O., U.S.A.  
Sole manufacturers of the Klingsnap and Kling Hame Fastener  
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Mill Crayon,  
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Telephone Adelaide 3599

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*We beg to announce to the Heating Trade  
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**PEASE-WALDON COMPANY OF WINNIPEG**

*will in future conduct business as the*

**PEASE WESTERN FOUNDRY**

Limited

Winnipeg

**The PEASE FOUNDRY CO., LIMITED**

Head Office:—TORONTO.

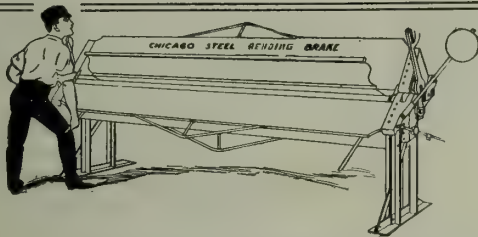
Works:—BRAMPTON.

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**CHICAGO STEEL BENDING BRAKES**  
(Made in 200 sizes)

If you are in the market for a Bending Brake apply to us for catalogue and price list. There is no use trying to get along with antiquated tools. To be successful you must be up-to-date. The Steel Brakes do the largest variety of work with accurate results.

**THE STEEL BENDING BRAKE WORKS, LTD.**  
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The Bear Brand is

the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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**COUPLINGS, DOWEL PINS,  
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DRIFT SPIKES**

Prompt Shipments



LONDON, CANADA

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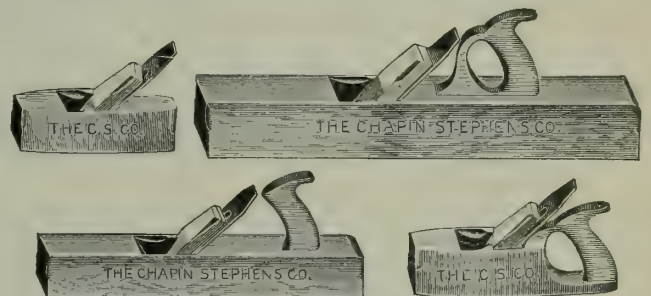
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All kinds of  
**WOOD  
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**THE CHAPIN-STEPHENS CO.,**  
UNION FACTORY  
PINE MEADOW, CONN., U.S.A.

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Corporate Mark

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Granted 1780.

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For Sale by Leading Wholesale Houses

THIS

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of the  
many kinds of  
Machines I  
supply for  
WIRE  
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DRAWING, NETTING,  
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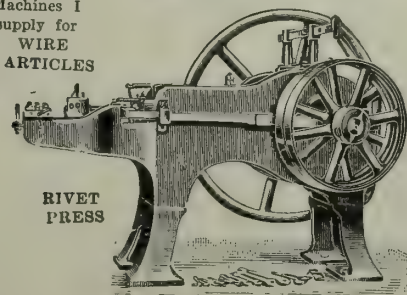
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Electric-welded Chain,  
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Hinges, Hooks, Locks,  
Nails, Rivets, Screws,  
Staples, Wire Nails,  
and Any other Article  
made from WIRE.

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RIVET  
PRESS



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



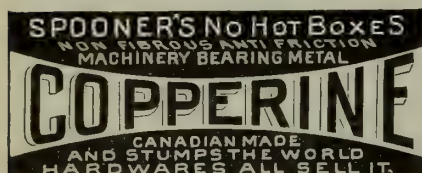
Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including a full line of Folding Beds, Children's Cribs. etc.  
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LETTERS  
FIGURES**  
**HAMILTON STAMP & STENCIL WORKS, LTD.,**  
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### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario

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From **J. E. BEAUCHAMP & CO.**

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Bell Phone 3033 P. O. Box 367  
**Bossé & Banks**  
Steel Beams, Columbus, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.  
Board of Trade Building.  
36 ST. PAUL STREET, QUEBEC

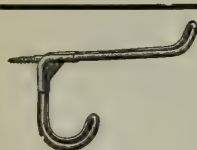
**J. H. BUTLER, Limited.**



Wolverhampton, Eng.

Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Bars, Rivets, and all  
kinds of fittings for  
Iron and Tin-plate  
workers' use.  
Wedges, Clips and  
Wire Strainers for  
Illustrated list on  
Fencing.  
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all kinds of Wire

## HOOKS.



### HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

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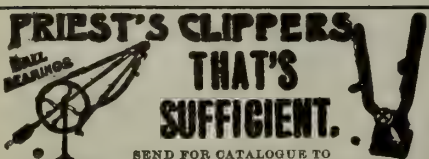
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TORONTO

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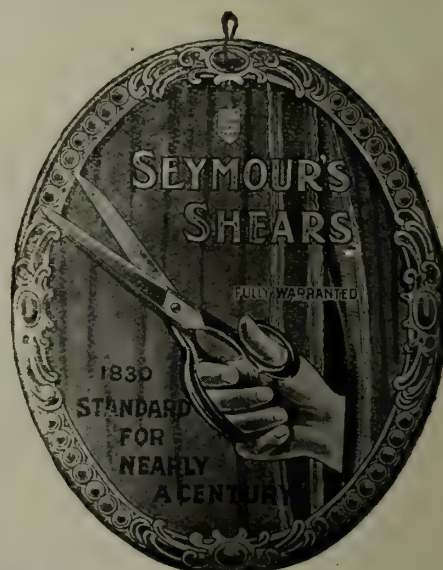


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Storage facilities.



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**NEW SEYMOUR SHOW CARD**  
12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to  
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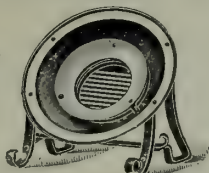


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Electric Kettles      Electric Irons  
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Write  
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Absolute-  
ly Safe

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THE BEST MADE

Star Brand Cotton Rope  
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All Wholesale Dealers Sell Them

## CARRIAGE SPRINGS & AXLES

ANCHOR  
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THE CUELPH SPRING & AXLE CO.  
LIMITED

CUELPH, ONT.



## Oakey's

The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.

'WELLINGTON'

## KNIFE POLISH

JOHN OAKEY & SONS, Limited  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

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Sales Agents, Ontario: Baines & Peckover, Toronto  
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You can talk across the continent for two cents per word with a WANT AD. in this paper.

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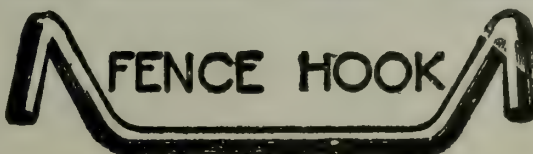
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

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For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.





## "Uneeda" WONDER Dustless Mop

For Hardwood Floors, Linoleums, Walls and Ceilings. Treated by a special chemical process, making the brush **Absolutely Dustless and Hygienic**. The brush will **absorb** dust without scattering it. Has patent connector, which can easily be removed from the handle, and by reversing brush you can turn clean side out and have practically a fresh brush. This gives double wearing quality. When both sides have absorbed all the dust they can hold, the brush can be removed from the handle, washed and in a few minutes made like new. **Washing does not injure the Duster**. Retail price only \$1.65. Write for prices to the trade. Our Dustless Duster is built on the same principle.

The Wonder Dustless-Duster 75c.

Write for Prices. The Wonder Dustless-Cloth 25c.

**"Uneeda" Specialty Manufacturing Company**  
236 Gladstone Ave., TORONTO

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WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
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No order too large or too small.

Building and Sheathing Papers  
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Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Siding  
Sewer Pipe and Tilings  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

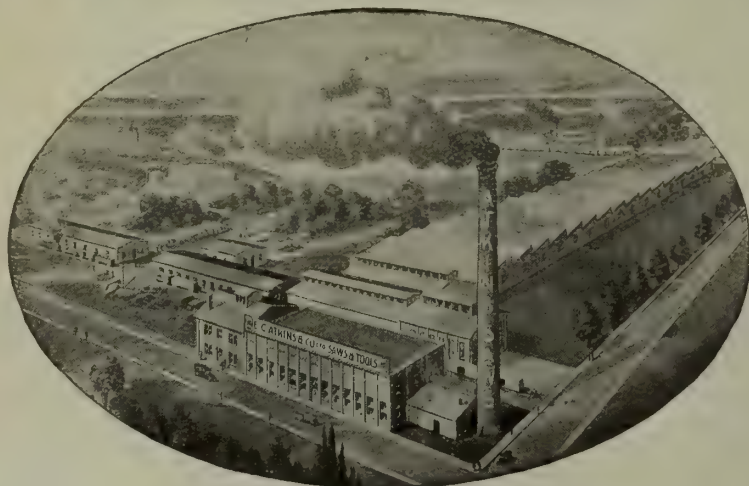
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MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring! Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.

# WHIP ASSORTMENT No. 34

Costs \$10.00

Sells \$20.00

1 doz. "Lord Kitchener" Rattan .....	to sell	.25c
¾ doz. "New Idea Rawhide" .....	"	.50c
½ doz. "Buffalo Bill Rawhide" Gilt Mounts .....	"	.75c
1-3 doz. "Rocky Mountain Rawhide" Loaded .....	"	1.00
1-6 doz. "Monarch Rawhide" Black Mountings .....	"	1.25
1-12 doz. "Our Famous Substitute for Whalebone" .....	"	1.50

When Ordering Please Ask for Package Assortment No. 34.

HAMILTON WHIP CO.

Hamilton, Ontario

## The Quality That Prevails in D. PERES Barrel Brand CUTLERY

Is the Kind Your Customers Want

Barrel Brand Cutlery makes pleased buyers everywhere, and for this reason it is a splendid line for the hardware dealer to handle.

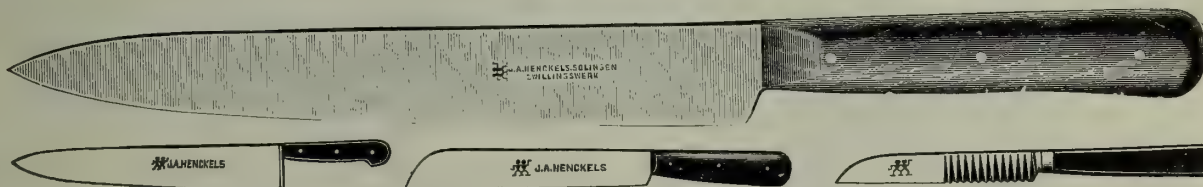
Test the selling qualities of this Cutlery. Our guarantee protects dealers and their customers.

Canadian Agents: GREEFF-BREDT &amp; CO., TORONTO

Western Office: Feilman & Jardine,  
222 Portage Ave., Winnipeg.(Razors, Pocket Knives  
and Scissors)

J. A. HENCKELS

## Twinworks Cutlery



Quality Unsurpassed.

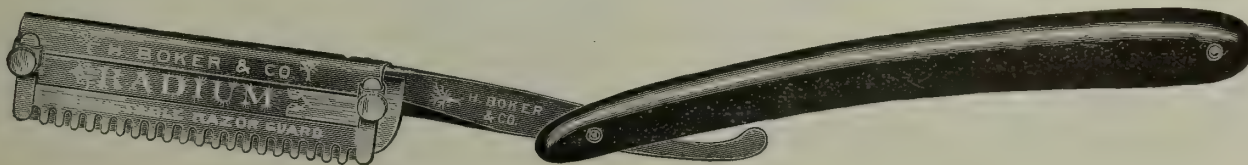
None Genuine without Trade Mark

Sole Agents, F. W. LAMPLOUGH &amp; CO.

Unity Building, MONTREAL

## Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.



Specify Boker's Tree Brand Cutlery on your next order.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS



## This Is An Inexpensive But A Very Durable And Efficient Brake

that does sheet splitting, makes any design of cornice, ridge roll, valleys, gutters, square pipes, octagon conductor pipes, any size of eave-trough, either with square or round head, etc.

By the combination of the treadle and the handles the machine can be operated from either end or any place in front, thus small sections of work can be formed without the operator requiring any assistant or going to the end of the machine each time to release the clamping leaf.

ALL IRON AND STEEL



No. 7  
8 FOOT  
LIGHT  
CORNIC  
BRAKE

Patented in  
Canada  
and  
United States

The Brown-Boggs Co., Limited, HAMILTON ONT., CAN.

Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies

## SCREW HOOK and STRAP HINGES

M. H. Brand Hardware never fails to please.



In all our goods only first-class material is used, and the finish is always good. Your customers will appreciate these qualities in M. H. Goods.

Montreal Hardware Mfg. Co., Limited  
MONTREAL

**McClary's**

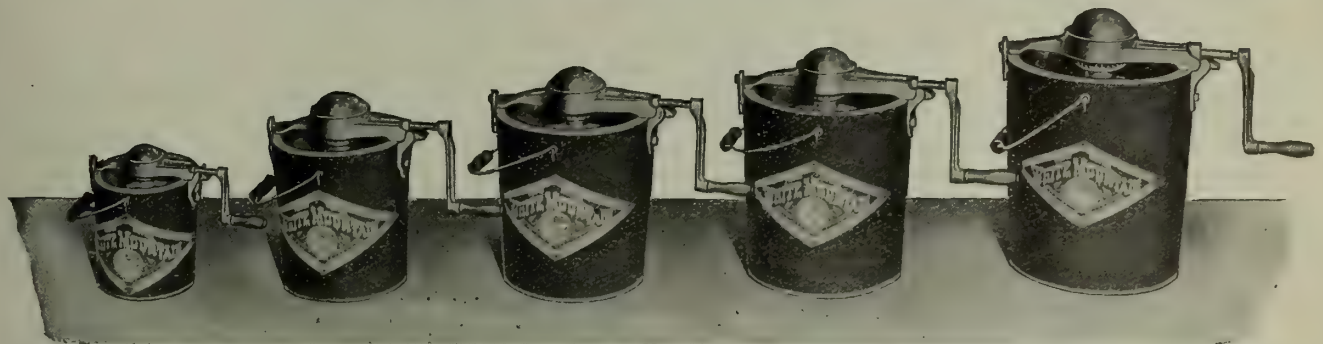
London  
Toronto

Montreal

Winnipeg  
Vancouver

**McClary's**

# White Mountain Triple Motion Ice Cream Freezers



Tubs never  
become water  
soaked

Castings  
never  
rust

Only Triple Motion made—Nothing to corrode—Excels in quickness and ease of operation

**McClary's**

London  
Hamilton

Montreal  
Calgary

Toronto  
St. John, N.B.

Winnipeg  
Saskatoon

Vancouver  
Edmonton

## Those Who Know Cane's Washboards Always Specify Them

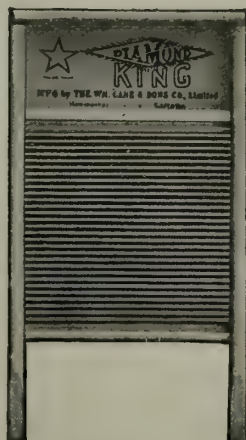
Because They are Right in Price and  
Give the Best Service

Cane's Washboards stand in a class by themselves  
for neat construction, quality and durability, and  
pay an attractive profit.

Among the 13 different styles and grades you will  
have one to meet every demand.

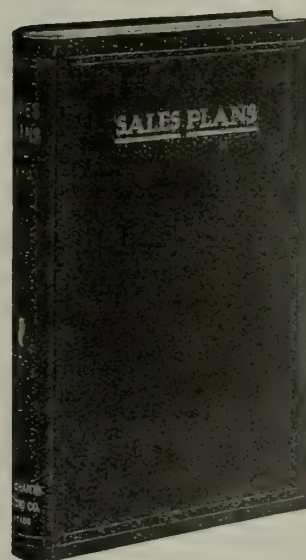
If you haven't our catalog on  
"Cane's" Wash-day wooden-  
ware, we will be pleased to  
send you one.

**WM. CANE & SONS CO.**  
LIMITED  
NEWMARKET, ONT.



## Every Ambitious Merchant

SHOULD  
READ



## SALES PLANS

A collection of  
three hundred  
and thirty-three  
successful ways  
of getting busi-  
ness, including a  
great variety of  
practical plans  
that have been  
used by retail  
merchants to  
advertise and  
sell goods.

PRICE \$2.50

Sent postpaid only on receipt of price.

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any hardware  
dealer, anywhere in  
Canada, who does  
not subscribe to  
Hardware and Metal?

If so, you will be doing him  
a good turn by giving us his  
name and address, so that  
we may send him a sample  
copy and an order blank.

**HARDWARE & METAL**  
Canada's Only Weekly Hardware Paper  
**MONTREAL TORONTO WINNIPEG**

# HARDWARE AND METAL

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## Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

**THE DEFOREST SHEET & TINPLATE CO.**

Niles, Ohio.



**Quick Deliveries  
Superior Quality**

**6,000 tons of standard sizes  
carried in Mill Warehouse.**

Canadian Sales Agents:

**WITTING BROS., LIMITED**  
Montreal, - P. Q.

## CLASSIFIED LIST OF ADVERTISEMENTS—Continued.

**Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Douglass Varnish Co., Toronto.  
Glidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.  
G. F. Stephens & Co., Winnipeg.

**Ventilators.**  
Brantford Oven & Rack Co., Brantford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

**Vises.**  
Henderson & Richardson, Montreal.

**Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

**Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowsell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.

**Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.

**Wagon Jacks.**  
Richard Wilcox Can. Co., London, Ont.

**Washers.**  
Cowan & Britton, Limited, Gananoque.  
F. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.

**White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

**Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdq. Co., St. Louis, Mo.

**Windmills.**  
Dominion Well Supply Co., Cargill.

**Windshields.**  
Kinzingier Bruce & Co., Niagara Falls.

**Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.

**B. Greening Wire Co., Ltd., Hamilton**

**Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton

**Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton

**Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton  
Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.

**Wire.**  
P. L. Robertson Co., Milton.

**Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton  
Kuhne-Anderton Co., Port Hope.

**Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.

**Wire Goods.**  
J. E. Beauchamp & Co., Montreal.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.

**Wire Machinery.**  
Ed Brand, 473 Moss Lane, Manchester Eng.

**Wire Products.**  
Andrew Wire Works, Watford, Ont.

**Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.

**Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton  
Henderson & Richardson, Montreal.

**Wire Stretchers.**  
Richard Wilcox Can. Co., London, Ont.

**Wood Finishes.**  
Berry Bros., Walkerville.  
G. F. Stephens & Co., Winnipeg.

**Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdq. & Tool Co., Springfield, Mass.



# HARDWARE AND METAL

## CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**  
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**  
Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Barrington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**  
Onesida Community Ltd., Onesida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**  
Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
Alonso W. Spooner, Ltd., Port Hope  
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**  
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills, Co., London.
- Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls
- Beltting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**  
E. T. Wright & Co., Hamilton.
- Binder Twine.**  
Consumers Cordage Co., Montreal.  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**  
London Bolt & Hinge Works, London, Ontario.  
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**  
Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.  
Hamilton Store & Heater Co., Hamilton.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
- Books.**  
Technical Book Dept., MacLean Pub. Co., Toronto.
- Box Strapping.**  
J. E. Beauchamp & Co., Montreal.
- Braces.**  
Goodell-Pratt Co., Greenfield, Mass.  
Peck, Stow & Wilcox Co., Cleveland.  
Stanley Rule & Level Co., New Britain.
- Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.
- Bridle Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananogue.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros, Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**  
Bellville Hardware & Lock Mfg. Co., Bellville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananogue, Ont.  
P. & F. Corbin, New Britain, C.  
Hamilton Store & Heater Co., Hamilton.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.
- Burlap.**  
Dominion Oilcloth Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
- Burrs.**  
P. L. Robertson Co., Milton.
- Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain C.  
Cowan & Britton, Ltd., Gananogue, Ont.  
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**  
Cowan & Britton, Ltd., Gananogue, Ont.  
Archibald Kenrick & Sons, Winnipeg  
Jas. Smart Mfg. Co., Brockville.
- Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.
- Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.
- Cash Registers.**  
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Onesida Community, Limited, Niagara Falls, Ont.
- Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Cana Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.
- Clothes Reels and Lines.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
J. H. Connor & Son, Ottawa.  
David Maxwell & Sons, St. Mary's.  
American Wringer Co., New York City  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Onesida Community, Ltd., Niagara Falls
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Cutlery, Razors, Scissors, etc.**  
Caverhill, Learmont & Co., Montreal.  
Crooks, Jonathan & Son.  
Dorben Bros. & Co., Montreal.  
Greeff, Bredt Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinrich's, R., Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto.  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.
- Disinfectant.**  
Soclean, Limited, Toronto.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, C.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Dry Colors.**  
G. F. Stephens & Co., Winnipeg.
- Dustless Sweeping Compound.**  
Soclean, Limited, Toronto.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enamels.**  
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananogue, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananogue.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Diaton, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.  
Furnaces, see Stoves.
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lynght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**  
Pelton, Godfrey B.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananogue.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananogue.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.



# HARDWARE AND METAL

- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Household Cleaners.**  
Soclean, Limited, Toronto.
- Ice Cream Freezers.**  
McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Seetees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks.**  
Hamilton Stove & Heater Co., Hamilton.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos. & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
McIntosh, H. F. & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Matting—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.
- Leslie, A. O. & Co., Montreal.**  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallmadge Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**  
Deforest Sheet & Tinsplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oakley, John, & Sons, London, Eng.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Moth Killers.**  
Soclean, Limited, Toronto.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oilers.**  
The Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowler, S. F. & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Radiators.**  
Hamilton Stove & Heater Co., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greenf-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorcen Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor I hones.**  
Carborundum Co., Niagara Falls, N.Y.
- Refrigerators.**  
McClary's, London.
- Registers, Cash, Credit.**  
Dominion Register Co., Toronto.
- Registers.**  
Hamilton Stove & Heater Co., Hamilton.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**  
Dunham Co., Beres, O.
- Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex. & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**  
Independent Cordage Co., Toronto.
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Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C. & Co., Hamilton.  
Dixson, Henry, & Sons, Philadelphia.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
R. Heineisch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shells.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
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Oneida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
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- Springs.**  
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Henderson & Richardson, Montreal.
- Spring Hinges, etc.**  
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Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
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Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
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McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Store Ladders.**  
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- Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Sweeping Compound.**  
Soclean Limited, Toronto.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
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Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
MacLean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Toots.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
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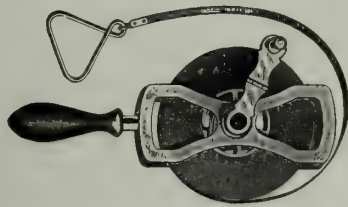
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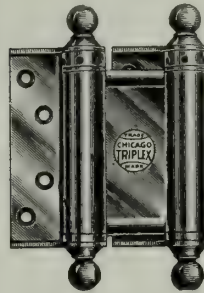
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### Chicago "Triplex" Spring Butts

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Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

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## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE



Enables anyone to keep the waste pipes of sink's, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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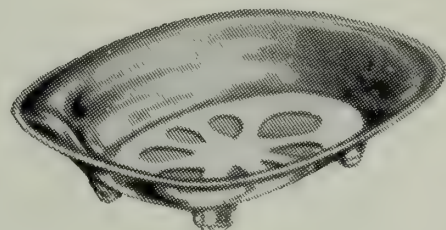
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A Handsome Soap Dish made with Rubber Feet

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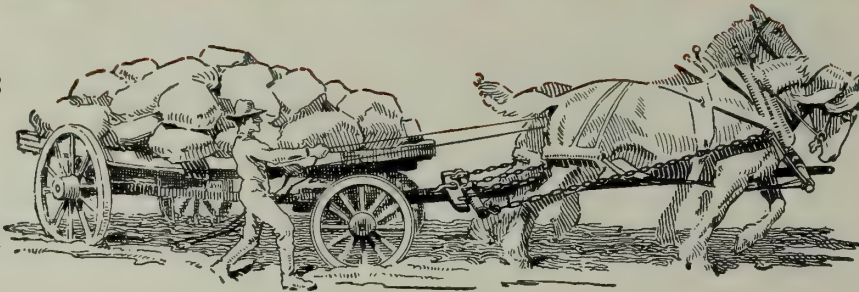
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Before Welding



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## Electric-Welded Trace Chains

The double thickness of stock is welded, then finished to leave a tapering swell of 25 per cent. at the weld, the point of most wear and possible weakness. Every chain is tested and put up in rustproof bags, assuring perfect welds and freedom from rust; 25 per cent. more weld means 25 per cent. more strength and 25 per cent. longer wear.

Made at  
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Sold by  
**McKinnon Chain Company**  
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## MCKINNON WHIP SOCKETS

### An Open Way To Profits

Think of how many rigs stop at your door that have lost, or have never been equipped with whip sockets! Each one makes a possible customer for a

#### **MCKINNON WHIP SOCKET**

Anyone owning a screw driver can easily attach them. We make sockets for

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ST. CATHARINES, ONT.

Troy, Ohio



# HARDWARE<sup>AND</sup> METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
June 7, 1913

No. 23

## THE JEWELL HEAT CONTROLLER

### With Time Attachment

For Use with all kinds of Heating Apparatus



Keeps the house within one degree of any desired temperature ranging from fifty to ninety degrees.

IF THE INDICATOR IS SET AT 70 DEGREES AND THE TEMPERATURE FALLS BELOW 70 DEGREES, IT AUTOMATICALLY OPENS DRAFTS AND ALLOWS THE FIRE TO BURN UP UNTIL THE TEMPERATURE RAISES TO THE POINT INDICATOR IS SET, THEN CLOSES DRAFTS.

With the aid of time attachment you can keep your house at 50, 55 or 60 degrees during the night and at time set in morning the clock will move indicator hand forward to 70 degrees or point set, and open drafts and allow house to heat to temperature desired and close the drafts when temperature is reached.

**Prevents useless waste of coal. Will pay for itself in fuel economy.**

**Put this Heat Controller in now  
when installing heating apparatus.**

*Write for full particulars and descriptive catalog.*

## The J. H. Ashdown Hardware Co., Limited

CALGARY

WINNIPEG

SASKATOON





## Make the Gillette a Feature of Your Outing Displays and Advertisements

These alluring June days are weaving round indoor workers everywhere the spell of the great outdoors. Their thoughts keep stealing off to paddle and sail and oar, to fishing-rod, gun and camp-fire. Their dollars are pouring out freely for all sorts of outing equipment.

Now is the time for those Outing Windows and Newspaper Spreads, cleverly planned to excite those desires which your stock will satisfy.

When you lay out these trade-getters, give the Gillette Safety Razor the prominence which it deserves. Though essentially an all-the-year-round seller, the Gillette makes a special appeal to the man who is off for two weeks' travel or camp-life, where shaving facilities are at a premium.

With the Gillette Safety Razor at hand, time and place and bath-room con-

veniences matter but little. It will give a cool, comfortable shave where another razor would be useless or dangerous.

Emphasize these points—your customers will be interested. Give special attention to the Pocket Editions and the Combination Sets containing complete shaving outfits. These you can often sell to men who already own Standard Sets.

For window displays you will find our big Panel Sign particularly useful, as it shows the different styles without the necessity of exposing the sets themselves in the windows. If you haven't one of these Panel Signs—if you are short of other display matter—or if you can use illustrations of Sets in your advertisements—we'll send them to you for the asking.

**The Gillette Safety Razor Company of Canada, Limited**

**Office and Factory: The New Gillette Building, Montreal**



## Belleville Design

Made in  
Wrought Brass  
Bronze and  
Steel

in complete  
sets

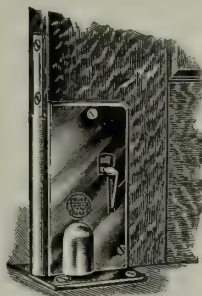
The Belleville Hardware  
& Lock Mfg. Co., Limited

BELLEVILLE, CAN.

## CHICAGO SPRING BUTTS

### TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



#### CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

## Have You Placed Your Order For GEM and BLIZZARD FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

Your Jobber Has Them.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.





# KEEP A FEW OF OUR "Barrett" Jacks in Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense.

The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set leads by using either the top of the rack or the projecting foot at the lower end.

The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases.

The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—Frame or Base—Malleable iron.  
Rack—Forged steel, machine cut teeth.  
Pawls—Drop forged open hearth steel of high carbon.  
Fulcrum Pin—High carbon rolled steel, machined.  
Bearings—Hardened steel.  
Handles—Selected ash or hickory.  
Barrett Jacks are imitated in appearance, but not in quality.

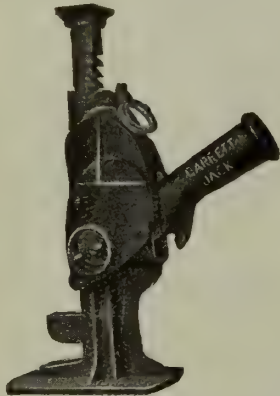
WRITE FOR PARTICULARS AT ONCE.

## The Canadian Fairbanks-Morse Co. LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA



AUTOMATIC  
LOWERING JACKS



TRACK OR TRIP  
JACKS

# THE S.M.P. Enameled Preserving Kettles and Fruit Jar Fillers

WILL SOON BE IN DEMAND

## Are You Prepared for the Rush?



Prices  
on  
Application



Our brands "DIAMOND" and "PEARL" Wares will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. Send us your orders.

## THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Limited

### Kemp Manufacturing Co.

Montreal

TORONTO

Winnipeg

# Do You Handle Lawn Rollers?

Are you handling the **Best Lawn Roller** made? The Lawn Roller which is the latest product of the largest and best manufacturers of this most useful and necessary lawn tool?

In short, are you handling

## DUNHAM WATER-WEIGHT LAWN ROLLERS

### Roller Bearing

By Actual Test 40% Easier Running Than Any Other Make

There is a growing demand for Lawn Rollers from every section of the country.

We recommend that you stock one or two sizes of Dunham Rollers, and are sure you will find them profitable.



Lawn Rollers are not only for use in leveling off or rolling down the ground, but are indispensable in the successful growing of pretty grass lawns.

Get in touch with us on this Best of all Lawn Rollers.

### With Electrically Welded Seamless Steel Water Drum

With Outside Handle Balancing Weights (except No. WB5, which has no weights).

Cast Iron Cylinders, Spokes and Hubs, Outer Edges Rounded to prevent tearing up the turf. In the Two-section Rollers the cylinders revolve independently of each other, thus facilitating the movement of the Roller when turning about.

The Handle Balancing Weights are hung on the outside of the Cylinder Ends and attached in a way which prevents their becoming loose.

1 inch Round High Carbon Steel Axle with **Steel Roller Bearings**; Wrought Steel Handle Bars with Hardwood Grip. Aluminum finished ends.

Nos.	Length	Sections	Diameter	Weight			Each
				Empty	Filled with Water	Filled with Sand	
*WB 5	24 inches	1-24 inch	18 inches	75 lbs.	300 lbs.	500 lbs.	\$16.30
HW 4	24 "	1-24 "	18 "	135 lbs.	360 lbs.	560 lbs.	20.00
HW 6	24 "	1-24 "	24 "	185 lbs.	560 lbs.	860 lbs.	25.20
HW 12	32 "	2-16 "	24 "	230 lbs.	710 lbs.	1060 lbs.	35.20

\*WB5 has no Handle Weights.

Liberal Discount to Dealers.

**LEWIS BROS., LIMITED, MONTREAL**  
 OTTAWA                      TORONTO                      VANCOUVER



THE NAME OF QUALITY

**Wrico**

A new line of quality Tinware and Galvanized Ware that has already established for itself a name in every province of the Dominion.

Discriminating purchasers are looking for goods of the

**Wrico**

quality, and are quite willing to pay the slight extra advance in cost in consideration of the much better value that this ware offers.

**Wrico**

ANTI-RUST GALVANIZED WASH TUBS.

Extra special strength and quality—Striped with two Broad Blue Bands—Large Rigid Varnished Wood Handles— $\frac{3}{4}$  in. Bottom Rim—Bossed Bottoms—Corrugated Wringer Support electric welded to tub—Top edge wired with  $\frac{1}{4}$  rod.



Nos.	81	82	83
Diam. top, ins. ....	20 $\frac{1}{4}$	22 $\frac{1}{4}$	24 $\frac{1}{2}$
Diam. bottom, ins. ....	17 $\frac{3}{4}$	19 $\frac{3}{4}$	22
Height, ins. ....	10 $\frac{3}{8}$	10 $\frac{3}{8}$	10 $\frac{3}{4}$
Weight per doz., lbs. ....	132	144	156

Each Tub labelled. Wired  $\frac{1}{4}$  doz. in bble.

Never out of Stock—Orders shipped same day as received.

**E. T. WRIGHT CO., Limited,** - **HAMILTON, CANADA**  
VANCOUVER WINNIPEG TORONTO

**CANADIAN TUBE & IRON CO., LIMITED** Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

**OUR WROUGHT PIPE**

Black and Galvanized, Sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES  
Black and Galvanized  
All Sizes.

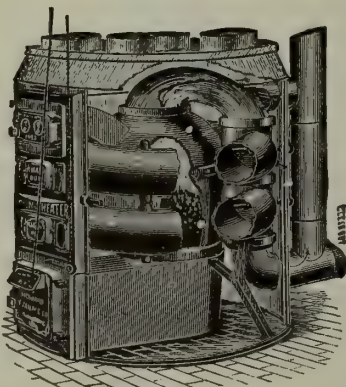


**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,** Works: Lachine Canal

IT'S QUALITY AND ADVANTAGES THAT MAKE

**CANADIAN HOWARD DOUBLE RADIATOR FURNACES**

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

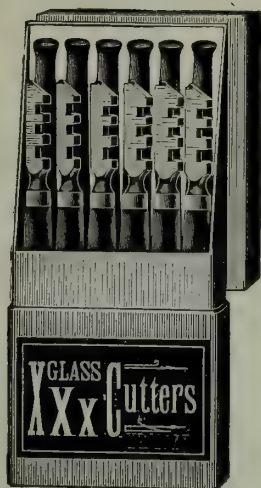
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

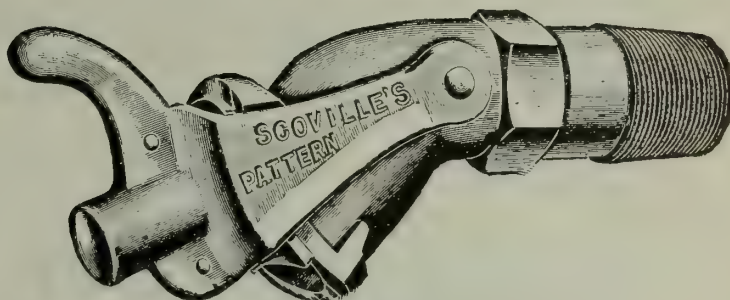
We also manufacture Summit Low Down Furnaces

**The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.**

We Can Fill Your Order for These—Promptly



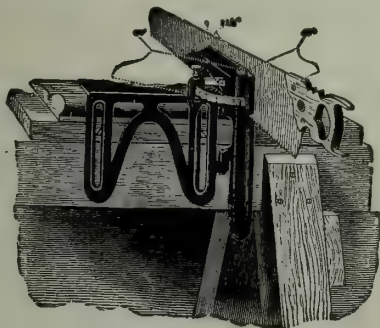
No. 292—Red Devil  
Glass Cutters  
The Silent Salesman



Scoville's Pattern Molasses Gates  
with a discount that will interest you.



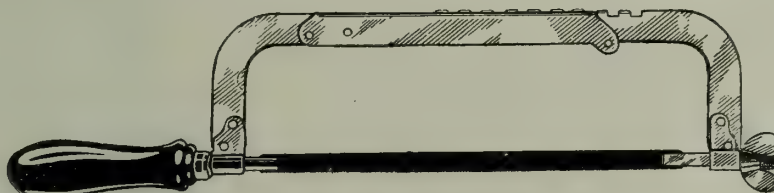
Storm King Auger Bits  
made up in any assortment to suit your requirements



No. 159—Red Devil  
Mitre Box



No. 77—Perfection Saw Vise



No. 092—Adjustable Hack Saw Frame  
8—12 inches—nickel-plated.

Red Devil Goods Never Fail to Please

SMITH HARDWARE CO., LIMITED  
MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

## HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

# WROUGHT IRON PIPE

Agricultural Pipe  
Bedstead Tubing  
Conduit and  
Signal Pipe

Steam and Gas Pipe  
Fencing Pipe  
Railing Pipe

**Black and Galvanized      Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **CLEAN SURFACE** free from blisters and other irregularities.

**UNIFORMITY** is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of **EVEN** and **PERFECT** Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

---

# LEAD PIPE

MADE OF THE BEST PIG LEAD

**Soil or Waste,      Composition Gas Pipe,      Fountain or Aqueduct**

---

—SALES OFFICES—

Hamilton  
Vancouver, B.C.

Montreal  
Victoria, B.C.

Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.



Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

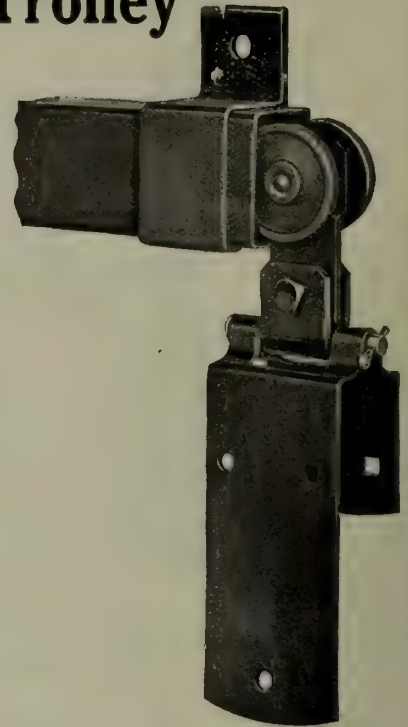
**Allan Hills Edge Tool Co.**  
LIMITED

GALT, ONTARIO, CANADA



## You Want the Most Satisfactory Hanger—Then Specify The “Hatch” Trolley

The dealer who handles the “Hatch” Trolley hanger always wear the smile of the man who is satisfied that he is handling the best, and knows he is making a big profit on his increased hanger sales. If you do not wear this smile get acquainted with the “Hatch.”

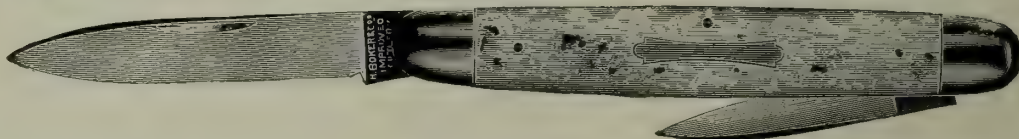


**Canada Steel Goods Co., Ltd.**

HAMILTON, ONT.

Makers of the reliable Crescent Brand Butts and Hinges

## Most Up-to-date Hardware Stores Sell H. BOKER & CO.'S “TREE” BRAND CUTLERY



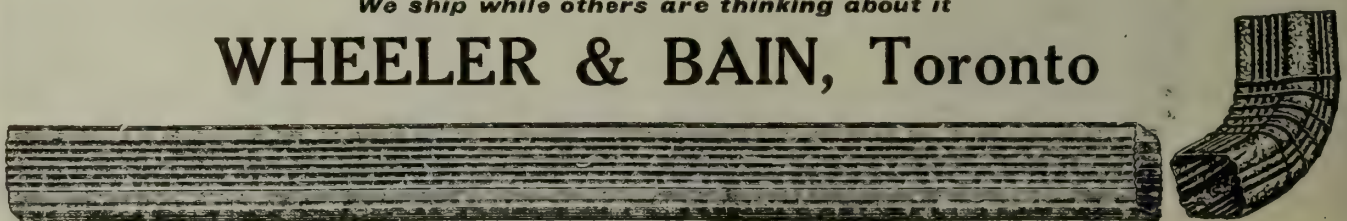
Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

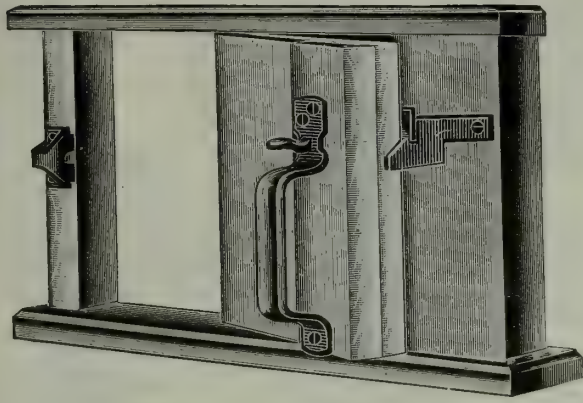
Ask Your Jobber to Show You The “Tree” Brand Lines

**Are you in a hurry ? If so, send us your orders for**  
Eavetrough, Conductor Pipe, Elbows, Skylights, Ventilators, Valleys, Ridge Roll and  
**CORRUGATED IRON**

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**





Door Open

## Our Idea of Perfection

### No. 29 All-Steel Latch for Barn Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a  $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

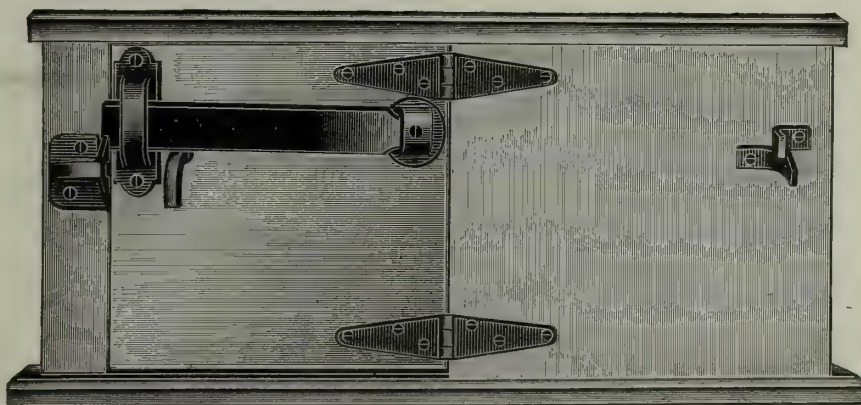
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

# NATIONAL MFG. CO.

STERLING

ILLINOIS



Door Closed

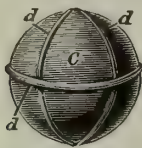


# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



**Eley "Grand Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

**Eley  $\frac{5}{8}$ -in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38 Automatic**



**.32 Automatic**



**Eley .22 Long Rifle "E" Brand Blue Label**



**.25 Automatic**



*Sold by all Jobbers throughout the Dominion.*

**Wholesale only: ELEY BROS. (Canada) Limited North Transcona, Man.**

**TO THE TRADE:**

## Bargains in Binder Twine

About 6 tons of 500 ft. Sisal,	-	-	9c. per pound
" 60 " " 600 ft. Pure Manilla,	10c.	"	"
" 13 " " 650 ft. " " "	11½c.	"	"

DELIVERED IN ONTARIO IN TON LOTS OR OVER.

**WRITE FOR SAMPLES.**

**W. B. DALTON & SONS, Limited**  
**KINGSTON, ONTARIO**

# GLUE IN PACKAGES

THAT MEANS

## BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

## H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight  $5\frac{1}{4}$  to  $6\frac{1}{2}$  lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

**Harrington Richardson Arms Co.,**

**715 Park Avenue,  
Worcester, Mass.**



The name YALE helps make the sale



Our June advertising is talking Yale  
Padlocks in thousands of homes

This advertising is reaching your best trade  
—suggesting padlock uses—urging care

in buying—driving home “Yale” quality. Your trade is learning that there are padlocks and padlocks; that “Yale” is a good padlock’s first name and that this name identifies padlocks made by us.

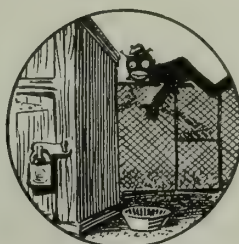
**Your Yale Padlock business is limited only by your willingness to push it. Think of the uses and every use a sale! For instance:**



Yale Padlocks for  
Boats and Boathouses



Yale Padlocks for  
Camping Out



Yale Padlocks for  
Chicken Houses



Yale Padlocks for  
Desks



Yale Padlocks for  
Door Mats



Yale Padlocks for  
Gates



Yale Padlocks for  
Dogs and Dog Kennels



Yale Padlocks for  
Lockers

How can you better serve your trade and better serve yourself than by meeting every padlock call with a Yale? To increase those calls we supply free, trade-bringing newspaper ads for your local paper, displays for your windows and lantern slides for the moving picture shows. Write us about this Dealers' Service. Our new book, “Selling More Yale Padlocks,” shows you how to make many sales grow where *none* grew before. Write today for a copy. It is free.

## Canadian Yale & Towne Ltd.

Makers of YALE Products in Canada

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

NEW YORK: 9 East 40th Street

CHICAGO: 74 East Randolph Street

SAN FRANCISCO: 134 Rialto Building



# Bissell's Fan Offer

In force June 1st

## Fifty Folding Japanese Fans Free

with each dozen "Cyco" BALL BEARING sweepers to be shipped between now and July 31st. Let us mail you a copy of our handsome *Fan Offer Announcement*.

**Bissell Carpet Sweeper Co.,**  
Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World.)

Branches—NEW YORK CITY (Salesroom  
and Export Department)  
25 Warren St.

NIAGARA FALLS, ONT. (Factory)  
PARIS, FRANCE  
LONDON, ENGLAND (Agency)

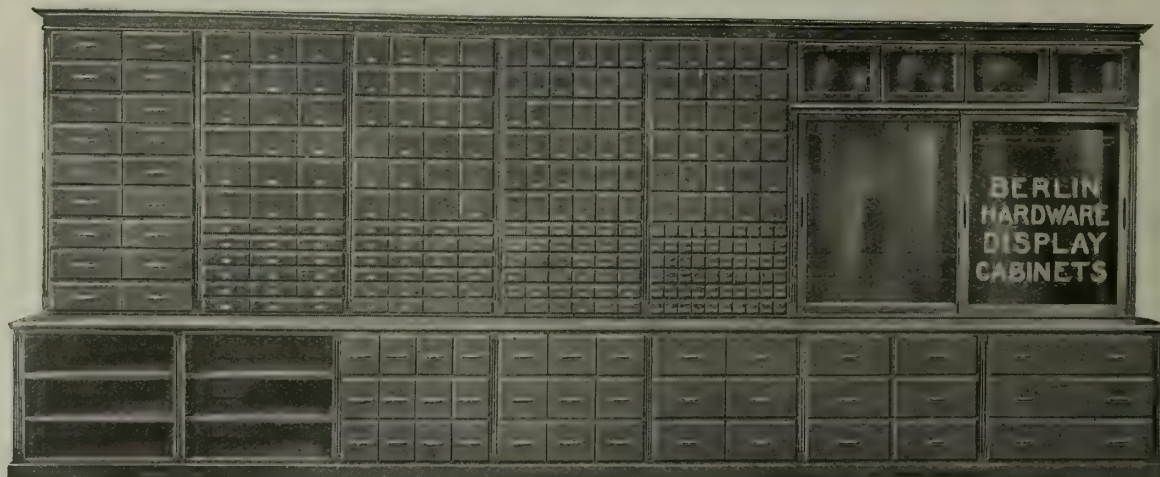
## The More Attractive and Convenient You Make Your Store—The More Trade You Will Procure

Berlin Hardware Display Cabinets make it easy for customers to select what they want quickly, because goods are displayed behind glass doors or display front compartments. Articles thus displayed are kept free from dust, and as a result they always retain their original good finish and appeal to all prospective buyers.

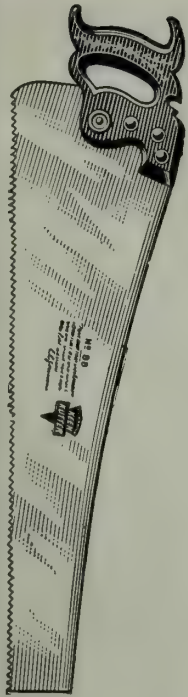
Our Display Cabinets are made from the best oak and splendidly finished.

The illustrated section of Shelf Boxes and Tool Cabinets supplied to C. H. Tarbell, Comox, B.C.

Write for circulars.



**The Walker Bin and Store Fixture Co., Limited**  
BERLIN MANUFACTURERS AND DESIGNERS OF MODERN STORE FIXTURES ONTARIO



# TRIPLE Your Sales

Are you doing a nice, **quiet** little business?

Keen Kutter dealers who sell Keen Kutter Tools and Cutlery are doing a **big, lively business.**



# KEEN KUTTER

## Tools and Cutlery

will satisfy the most expert mechanic. The quality of Steel, Cutting Edges, Points, Handles and Temper—all of these essentials—must be absolutely right before any tool can bear the famous Keen Kutter Trade Mark.

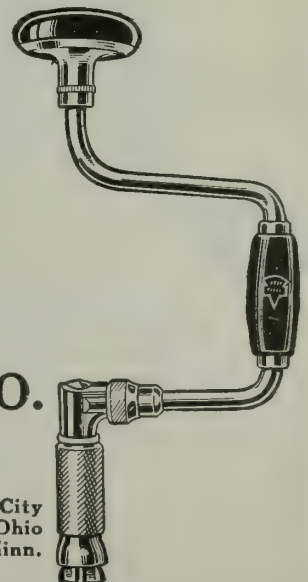
In addition to the unexcelled quality of Keen Kutter Tools and Cutlery we extend to every Keen Kutter Dealer who appreciates the value of local and direct advertising all the local assistance that brains can devise.

We furnish booklets and window signs that tell people you have the Keen Kutter things they want; fence and barn signs, street car cards, store cards and cuts to illustrate your local newspaper advertising.

All this help is given every Keen Kutter Dealer gratis.

Can you afford to do without Keen Kutter Merchandise and lose Keen Kutter sales possible in your community?

Write us—



## SIMMONS HARDWARE CO.

(Incorporated in U.S.A.)

Manufacturers and Distributors

Philadelphia, Pa.  
Sioux City, Ia.  
Wichita, Kans.

St. Louis, Mo.  
U. S. A.

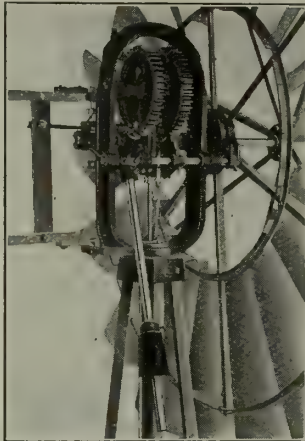
New York City  
Toledo, Ohio  
Minneapolis, Minn.



## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.



**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## Nicholson-made SOLID HANDLE MOWER FILES

This is  
the REGULAR  
Section file

This is the  
REVERSE  
Style File

**T**HIS new Nicholson-made File saves farmer's time at haying and harvest. It sharpens knife sections without taking the knife from cutter bar. It is made in regular (  ) or reverse (  ) style.

### STOCK THEM, WHY?

We are advertising them to farmers in Montreal Star; over 1,000,000 such advertisements will be printed. We direct these men to your store. More than that, we suggest that they buy 3 such files a season from you. This solid handle mower file saves time at harvest—beats other knife-sharpening methods by an hour a day, and gets you continuous business. Note the Regular and Reverse Sections—remember, you need both kinds.

**NICHOLSON**  
File Company

**Port Hope, Canada**

**American, Arcade, Globe,  
Great Western, Kearney & Foot**

**ORDER YOUR STOCK  
TO-DAY**

Get stock from regular jobber—in your regular Nicholson-made Brand. Remember to order "Solid-handle Mower File, Regular Section," and "Solid-handle Mower File, Reverse Section." Be ready for customers.

# CANNON BALL BARN DOOR HANGER

## Model Number 384

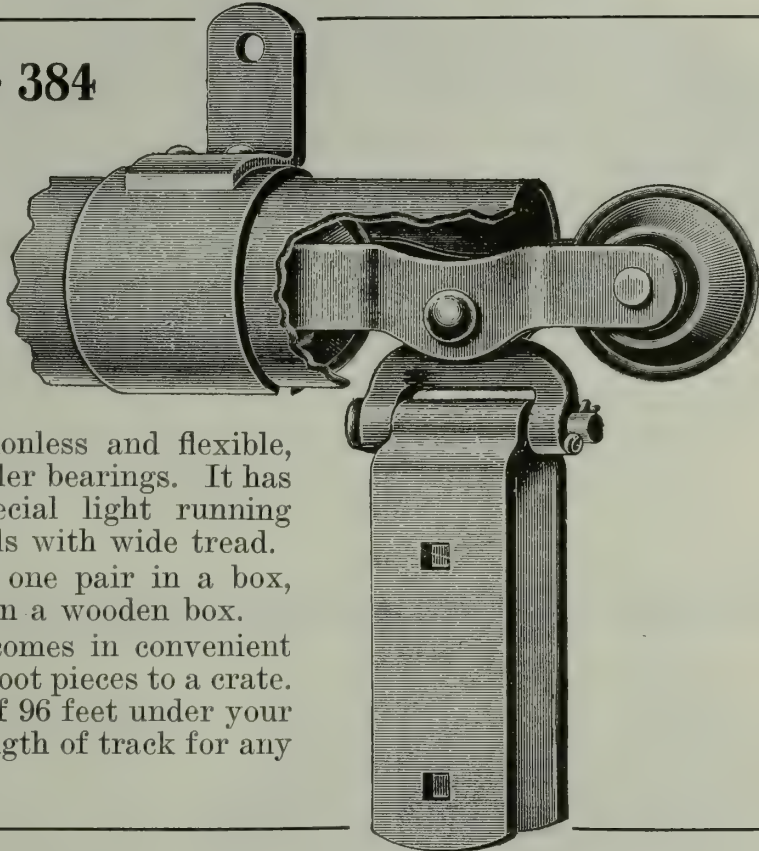
One of the popular and best selling styles in the Cannon Ball line.

The wheels are completely enclosed in the track, making them waterproof and bird-proof.

It is noiseless, frictionless and flexible, equipped with large roller bearings. It has steel truss frame, special light running steel ball tandem wheels with wide tread.

Hangers are packed one pair in a box, with bolts. Six pairs in a wooden box.

Cannon Ball Track comes in convenient 3 ft. lengths—32 three-foot pieces to a crate. You can store a crate of 96 feet under your counter and sell any length of track for any size door.



## Big money making dealer's plan

Get into communication with us at once and learn the details of our interesting and profit-making dealer's plan. The door hanger business offers unusual possibilities—and the Cannon Ball line is the trade winning line because of its known high quality. The Cannon Ball has the largest sale of any barn door hanger on the market. Write us to-day for our proposition.

# HUNT, HELM, FERRIS & COMPANY

178 HUNT STREET

HARVARD, ILL., U.S.A.

Agents for Western Canada

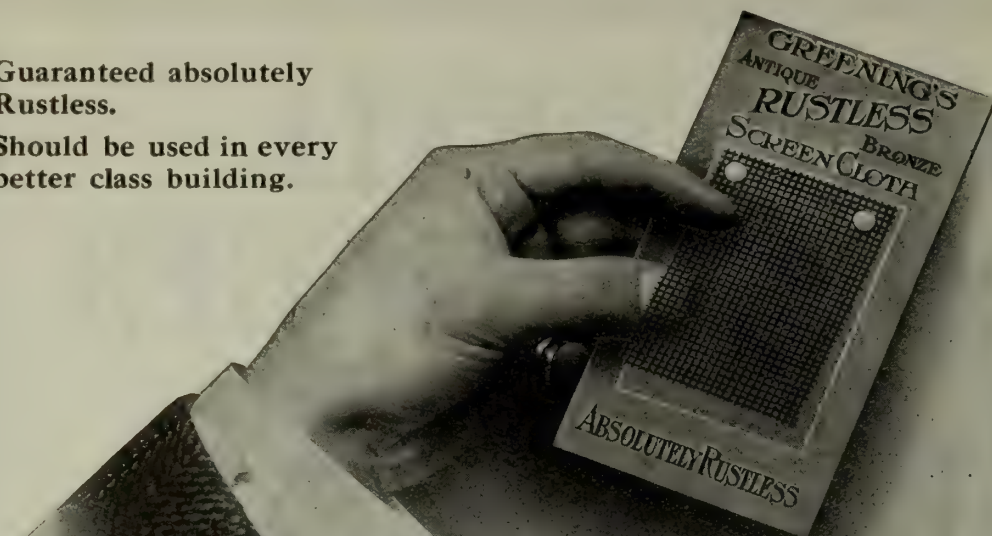
Merchants Hardware Specialties Co.  
Calgary, Alberta

MacKenzie Brothers  
Winnipeg, Manitoba



Guaranteed absolutely  
Rustless.

Should be used in every  
better class building.



*Write for Sample  
The Greening Wire Coy  
Limited  
Hamilton  
Canada.*



## Service and Reputation FOR HIGHEST QUALITY

have made us the largest  
EXCLUSIVE METAL DEALERS  
in the  
DOMINION OF CANADA

We carry in stock **ALL INGOT METALS**

*Write for prices. You will find them interesting*

WE MANUFACTURE: Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

# The CANADA METAL CO., Limited

Head Office and Factory: TORONTO

Branch Factories: MONTREAL, WINNIPEG

## **There's a Lot of Good Money in Commercial Lighting Glassware**

Did you ever consider the immense amount of glassware that is used in the lighting of offices, stores and factories? Here's some business, Mr. Merchant, that is well worth going after.

**Translux Glassware**  
**is ideal for commercial purposes, where**  
**lights must be right or eyes must suffer.**

Filtered through this mellow white glass, the glare of modern high power lamps is broken into a comfortable diffusion, yet the quantity of light is not reduced. The reflecting surfaces are so curved that the light is cast evenly over the entire field of illumination, without high lights or shadows. The designs are strong and dignified. The prices are reasonable indeed.

Now is the time to stock up on Translux. The building season has just opened. Within a few months a lot of new buildings in your town will need complete outfits. Be ready for them.

A postcard will bring you photographs of Translux. Write it before you forget it.

**The Pittsburgh Lamp, Brass and Glass Co.**  
**of Canada, Limited**

119 Wortley Road,  
London, Ontario.



R. E. DAVIS,  
Representative.





The Field for  
"Preston"  
Metal Garages  
is Very Large



Aggressive  
Hardwaremen  
Can Make Big  
Money By  
Being  
Our Agents

We Want Your Co-Operation—We Do Most of The  
Work But You Get All The Commissions.

**Our Proposition:**—We supply dealers with an attractive, cleverly illustrated Catalog, which can easily be carried in their coat pocket.

Whenever you have a spare moment get out after automobile owners and show them the illustrations in this catalog, and do your best to get them interested in one. When you believe you have a party interested

in a metal garage, write us, giving the latter's name and address, and full particulars regarding your conversation with him. We will at once send an expert salesman, **absolutely free**, to help you close the sale.

On every sale that we make through your co-operation we pay you a good, substantial commission.

We know that ours is one of the best propositions for the dealer that was ever offered in Canada. Be in line for larger income by becoming a "Preston" Agent now.

# The Metal Shingle and Siding Co., Limited

## Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

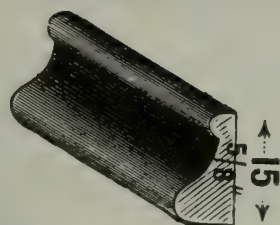
Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog,  
"The Modern Garage," also agency proposition.  
Sign name here.

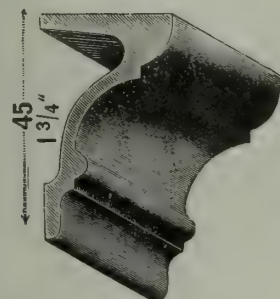




# We Solicit Enquiries for Standard and Special Rolled Steel Sections



B A No. 15  
2,12 kg.  
1.34 lb.



**Our Mills roll an immense variety, including:**

**GIRDERS, BEAMS, ZORESBEAMS.**

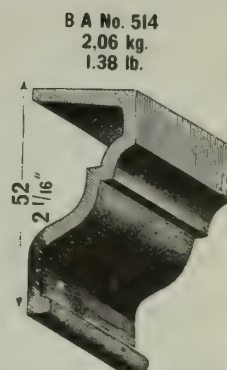
**MILD STEEL BARS**, in rounds, squares, flats, hexagons, ovals, half ovals, half rounds, triangular and special shapes.

**SIEMENS MARTIN PLATES**, in all sizes and thicknesses.

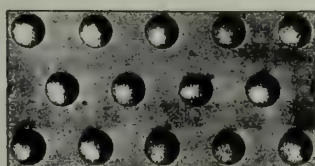
**BLACK SHEETS**, in ordinary, extra and polished qualities.

**FILLET and SQUARE ROOT, EQUAL and UNEQUAL LEG ANGLES, TEES, CHANNELS, BOX CHANNELS, Z BARS, REFINED IRON BARS, I BEAMS, TROUGH and CORRUGATED PLATES, RUBBER TIRE CHANNELS, "U" BARS, CULTIVATOR and PLOW BEAMS, ROUND BEVEL EDGE, CRESCENTS, STARS, CROSSES CANRING, KEYSTEEL, VAULT and SAFE SECTIONS, ETC.**

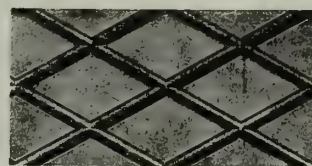
**WE CARRY OVER 500 TONS** of Ornamental Steel Bars, Stair Nosings, Sky-light Bars, Box Channels, Window Sash Sections, Angles, Tees, Channels, Fence Spearheads, Pressed Steel Ornaments, Ball Head Bolts and Nuts, Ball Rivets, Etc., **IN STOCK AT MONTREAL.** We will send catalogues and full information on application.



B A No. 514  
2,06 kg.  
1.38 lb.



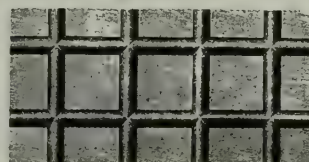
**WE CAN FURNISH  
FROM  
STOCK**



## CHECKERED PLATES



**IN THICKNESS FROM  
1-12" TO 1-4" Inclusive**



# STEFFENS & NOLLE, LIMITED

**HEAD OFFICE: - BERLIN, GERMANY**

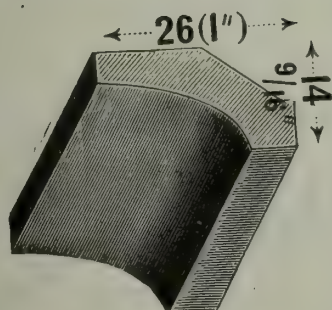
**Branch Offices:—Bombay, India; Buenos Ayres, Argentine;  
Sydney and Melbourne, Australia.**

**CANADIAN OFFICE AND SAMPLE ROOM**

**Shaughnessy Building : 137 McGill Street**

**Warehouse : 134 Prince Street**

**MONTREAL**





# KILLS MOTHS

**And Brightens Floors and Rugs  
Makes Dustless Sweeping**

For these reasons "Soclean" Sweeping Compound is a re-order producer. See prices to the dealer.

Use "Soclean" in your store. It saves a lot of dusting and gives the stock a more attractive appearance. Leaves a pleasant odor.

Sold in barrels for use in stores and other large buildings.

Sell or use "Soclean" now. It will make and save money for you.

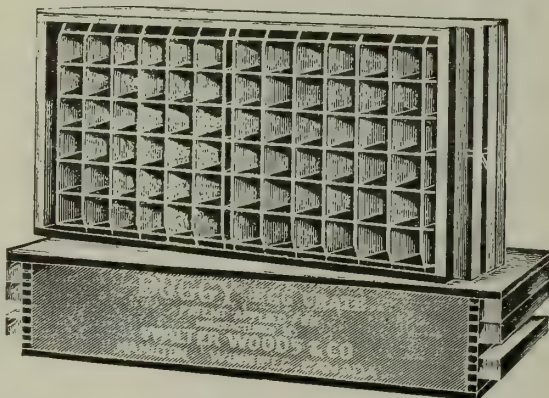


PRICES TO DEALER.  
25c Pail, 2 doz. in case (4½ lbs.), enlarged size, \$4.50.  
40c Pail, formerly 50c, 2 doz. in case (8 lbs.), \$7.20.  
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.), \$6.75

## SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada  
Agents Western Canada: J. J. Gilmor & Co., Winnipeg, Man.

# BUGGY EGG CRATE



## Will Sell Quickly To Farmers

This is just what every farmer wants to go under his buggy seat.

It is made to stand rough usage and to give long service.

Stock a few at once. A display will bring many buyers.

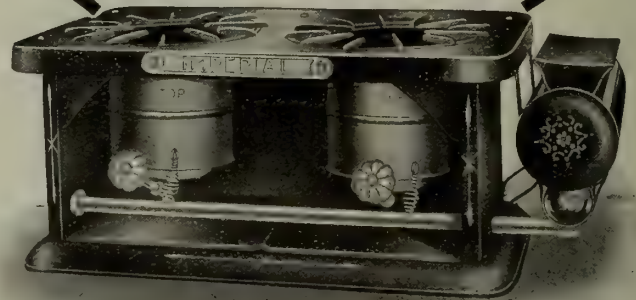
## WALTER WOODS & CO.

HAMILTON and WINNIPEG

# THIS SUMMER

is going to be no  
exception to the rule

## IT'S SURE TO BE HOT



There is also sure to be the usual large demand for Oil Stoves, and none is more certain of ready sales than the

## "IMPERIAL" OIL STOVE

for it gives complete satisfaction and is easy to operate.

This neat little stove, while enabling the housewife to be

### COOK WHILE SHE COOKS

has built up a reputation for durable construction.

It has

**A Powerful Blue Flame**

**Asbestos Rings**

**Automatic Feed**

**Removable Safety Air Tank**

Made in three sizes, with full Cabinet Steel Frame finished in Hard Baked Black Japan.

ORDER NOW.

McCLARY'S SHIP QUICK.

# McClary's

London Toronto Montreal Winnipeg  
Vancouver St. John, N.B. Hamilton Calgary  
Saskatoon Edmonton

# Mr. Dealer,—

This is not a talk on the merits of our products, you know them. We just want to remind you of the strong advertising campaigns of past years and to draw your attention to the fact that this year we are advertising Sunshine Furnaces even more thoroughly than ever.



Householders in your neighborhood who are contemplating the installation of a furnace will have the superiority of the "Sunshine" brought home to them.

If you handle this furnace, the whole weight of the McClary name and McClary advertising and the advice of our experts is at your back to help bring right home to you those good profits that come with the sale of a good article.

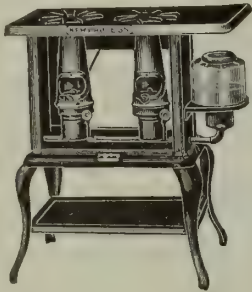
Don't forget that we are the largest stove factors in the Empire *because* we give our dealers a first class article to sell and help them to sell it.

## McClary's

London    Toronto    Montreal    Winnipeg    Vancouver  
 St. John, N.B.    Hamilton    Calgary  
 Saskatoon    Edmonton



## New Process Blue Flame Wick Oil Stoves

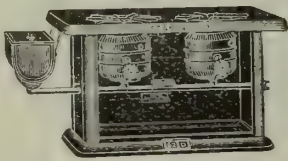


Popular and successful owing to their superior excellence and suitability for the purpose intended.

These stoves are equipped with glass tanks which enable the operator to see the oil supply and refill immediately when necessary.

New Process Stoves only require about the same care and attention as given to an ordinary lamp and are guaranteed as to their efficiency.

## Standard Wickless Blue Flame Oil Stoves



Simple and Easy to Operate—Produce a Smokeless Blue Flame of intense heat—Three sizes in stock.

We can also supply ovens—with or without glass fronts—for use with these stoves.

**THE THOS. DAVIDSON MFG. CO., LIMITED**  
MONTREAL WINNIPEG TORONTO



## "The Empire Line"



NOW is the time to place your orders for

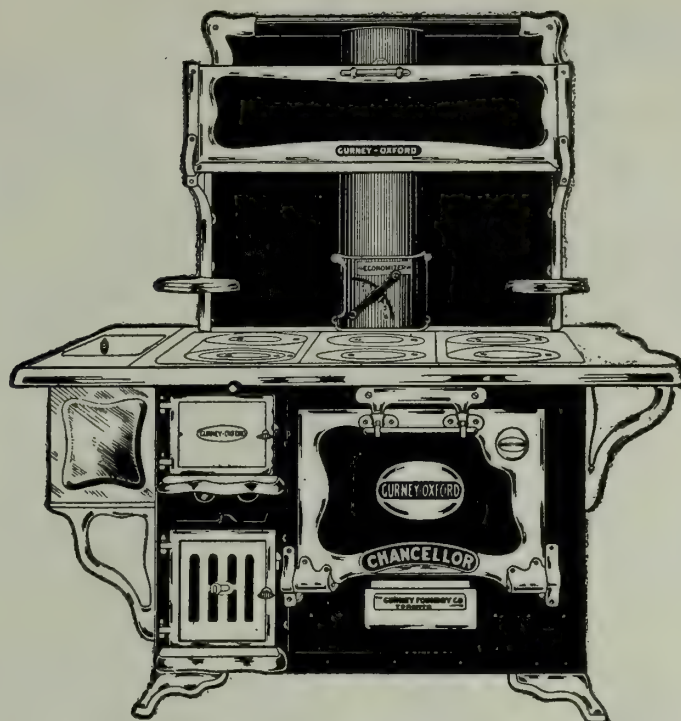
**"EMPIRE" FURNACES  
and REGISTERS**

Made by  
**CANADIAN HEATING & VENTILATING CO.**  
OWEN SOUND

MONTREAL

WINNIPEG

VANCOUVER



# The Gurney-Oxford Range

The stove that people know sells all the time. The Gurney-Oxford line of ranges is known to all good housewives as a type unrivaled for its economical devices and lasting satisfaction. When perfect baking is an absolute certainty, cooking truly becomes a fascination. Ask any Gurney-Oxford owner.

And so it is good policy for you to handle a line of ranges that give daily pleasure to women in the kitchen. Your stock keeps moving and customers appreciate your own good choice of a superior quality line.

## Our Generous Policy To Dealers

This Oval  for Profits

The publicity we give your store and line of ranges is worth thousands of dollars to you. Every Gurney-Oxford dealer receives the benefits from a universally recognized superior range—reaping big profits from an already extensively created market, which enables selling without argument.

silent salesmen. Invaluable Economizer talks and helps are provided to permit any salesman to study the principal selling points and effect many sales. We suggest plans and personally look after your business interests—following up advertising by placing in your windows attractive displays.

We forward literature, and booklets to serve as      For all this and more there is no charge.

WRITE FOR FULL PARTICULARS

**The Gurney Foundry Co., Limited**  
**Toronto, Canada**

**Montreal,      Hamilton,      Winnipeg,      Calgary,      Vancouver.**





Avoid Accidents  
by Using

## Star Hack Saw Blades

known for over a quarter of a century as the standard of excellence in hack saws.

The sales of Star Blades have grown steadily, because the longer they are used the more conclusively is their sterling merit demonstrated.

They're convenient, too. A Star 14-teeth Blade can be used for all classes of work except very light work. For tubing 1-16 in. thick or less, use Star Blades 21 teeth to the inch.

If you don't know Star Blades, give them a fair trial. It would pay you to do so.

Catalog free on request.

**Millers Falls  
Company**

28 Warren Street,  
New York



Two Styles  
Meet  
All Demands.

Tools Stamped with the Buck's Head  
Admitted duty free when  
used for educational  
work in Manual  
Training  
Schools

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.

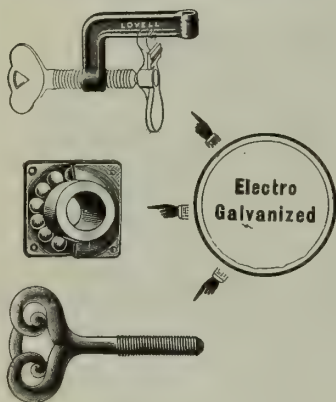


The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

**BUCK BROTHERS**

Millbury, - - Mass., U.S.A.

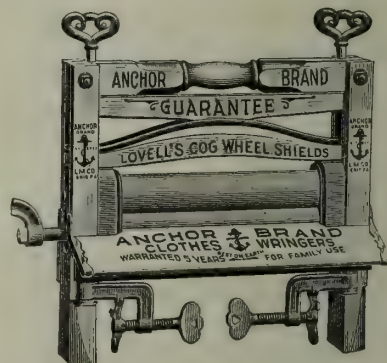


## No Rusty Screws

No more Rusty Screws, we now Electro Galvanize our Pressure Screws, Clamp Screws and Steel Ball Bearings. The Pressure Screws and Clamp Screws are galvanized after the thread is cut. This positively prevents rusting.

Why not order Anchor Brand Wringers when placing your next order?

**Lovell Manufacturing Co.**  
ERIE, PA., U.S.A.



We have the finest machinery and every facility for producing best quality

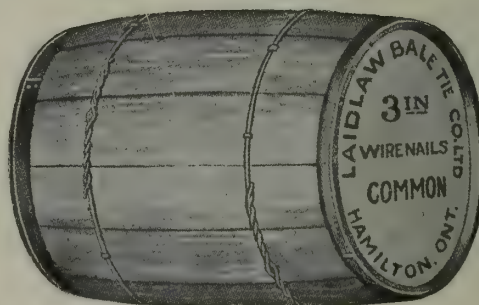
## WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

**THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON**  
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.



# A Hardware Ad. in 9 Minutes

## —HOW TO WRITE IT—

The fellow who handles the Advertising for a retail hardware store is the one who can get a great big supply of enthusiasm and help from a booklet we have just published under the above title.

"Writing a Hardware Ad. in 9 Minutes," isn't as easy as it sounds. You know that. But there is a way to make it easier for you every day you try it. Just get this new Simonds pamphlet and you will discover the secret.

It's a regular garden of ideas ready for you to pick the ripest and richest ones and apply them to the advertising of your store in your own individual way. The form of advertising dealt with is mainly newspaper copy, so if that is the kind you are doing, send for the pamphlet. It may change what has been an expense for you to the best kind of an investment.

To Simonds Dealers or any of their employees it's free; to all others its price is 30 cents, but it's worth \$3.00, so write for your copy to-day.

## SIMONDS CANADA SAW CO., LIMITED

MONTREAL, QUE.

VANCOUVER, B. C.

ST. JOHN N. B.

In the United States, SIMONDS MFG. CO.

## IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.



The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.

**Stover Mfg. Co., 709 East Street, Freeport, Ill.**

## THOMAS BLACK

HEAVY HARDWARE  
AND  
BUILDERS' SUPPLIES

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement  
"ACME" Keene's Cement  
"HAMMER BRAND" Plaster of Paris  
"R.I.W." Waterproofing Products  
"UTILITY" Wall Board

"PERFECT" Corner Bead  
"PERFECT" Metal Lath  
SAMSON Car Movers  
IDEAL Tube Expanders  
CONEWAGO Waterproofing Paper

**REASONABLE PRICES**

**EXCELLENT SERVICE**



# EQUAL TO THE EMERGENCY



MARTIN L. BALDWIN,  
FOUNDER & MACHINIST.

St. Clair, Mich., July 27th., 1912.

Gentlemen,—

Noting testimonials on the merits of Magnolia Metal, I wish to relate experience I have had with same.

Recently during midnight, the engine in the City Electric Light Plant broke down owing to babbitt running out. I routed the local hardware man out of bed to secure a supply of MAGNOLIA. In my hurry to get the engine going again, I failed to provide either oil holes or grooves in the bearings. In the morning my mistake occurred to me, so I hustled to the plant, and to my astonishment found engine running as smooth as glass and not heating. This was surely remarkable when you consider not a drop of oil was reaching the bearings. We ran her a number of days before taking apart again.

This substantiates your claim that MAGNOLIA METAL is a self-oiling babbitt. We use it on all of our repair work.

Very truly yours,

MARTIN L. BALDWIN.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

**MAGNOLIA METAL CO.**

OFFICE AND FACTORY—225 St. Ambrose Street, MONTREAL



**No. 85**  
Ratchet Handle



**No. 87**  
Ratchet Drill  
with  
Automatic Feed

## Ratchet Handles and Drills

We are showing herewith two samples from our Hatchet Handle and Ratchet Drill line.

Both of these tools are equipped with strong, three-jawed Steel Chuck with capacities 0 to 1/2 inch.

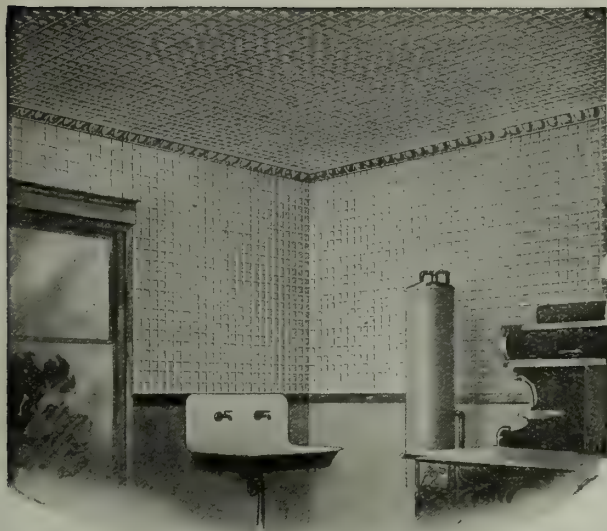
No. 87 is equipped with an Automatic Friction Feed Device.

Our New Tool Book fully describes the above tools, as well as the rest of the 1,500. May we send a copy?

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, Mass., U. S. A.



## Sell Yourself One

Your store, just as the other stores, home and public buildings in your locality, can be made more attractive and can be protected against fire by the use of

# “Metallic” Steel Ceilings

and Walls. Erected in your store they will be a convincing demonstration of their excellence and desirability. They are ornamental, sanitary, fire-proof, easy to clean, durable and economical. You can erect them in new buildings or in old ones right over the old plaster or boards.

We are constantly developing new and attractive designs and keep the “Metallic” line right up in the forefront in quality. Our innumerable beautiful designs will meet all personal tastes and the requirements of rooms of all sizes and shapes.

This is a good money-making line for you, and you do not have to carry large, expensive stocks. Our catalogue H. and list is all you need. Send for them now.

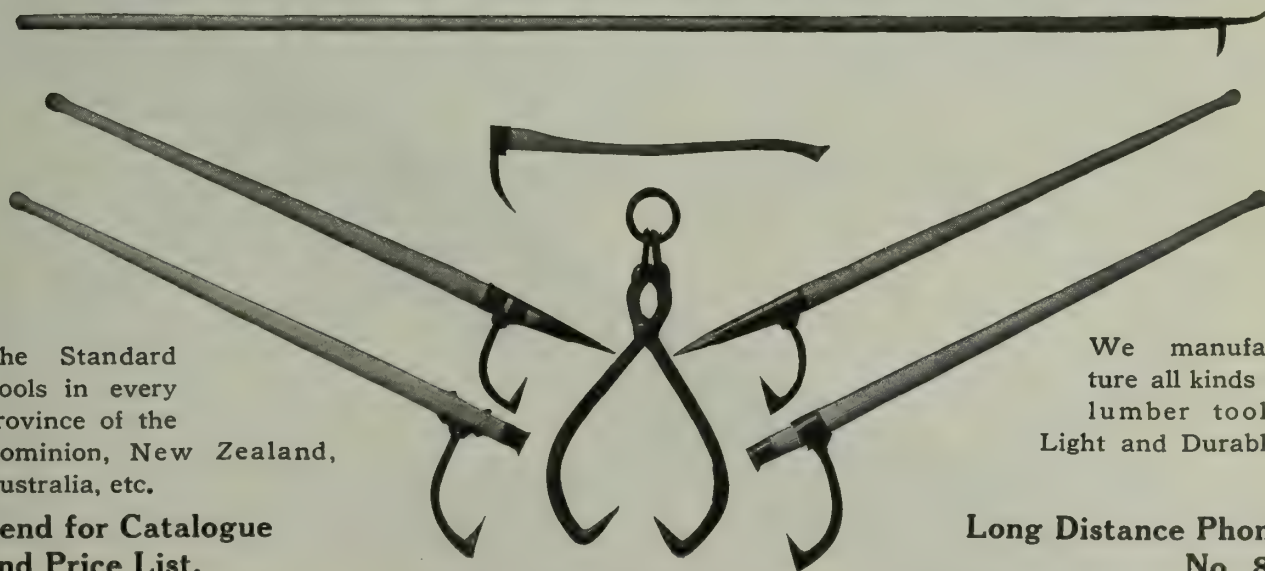
TORONTO

**The Metallic Roofing Co., Limited**

MANUFACTURERS

WINNIPEG

## PINK'S LUMBERING TOOLS



The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

Send for Catalogue and Price List.

We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone No. 87

MADE IN CANADA

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

**The Thos. Pink Company, Ltd.,** Manufacturers of **Lumber Tools**  
PEMBROKE, ONT.



# Just Out

## Catalogue Number Nine

A Helpful Guide to the proper selection of "QUICK SELLERS." It illustrates "THE BEST KNOWN" and "THE BEST THERE IS"

Power and Hand Washing Machines  
Power and Hand Clothes Wringers  
Mangles, Lawn Dryers, Churns, Etc.

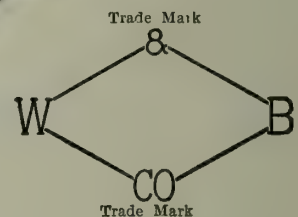
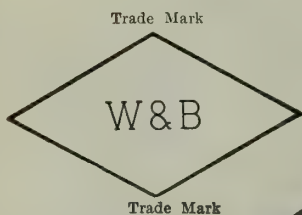
A most profitable half hour can be spent looking over a copy. A post card brings one.

**Cummer-Dowswell Limited, Hamilton, Ont.**

## Buy Drills For What They Can Do

A feature of the "W & B" Twist Drills is its completeness for all specialized manufacturing needs. There's a size and kind of "W & B" drill for every service for which a drill can be used.

The selection of the proper steels for use in manufacturing "W & B" "Diamond" Carbon and High Speed Drills adapting them to the greatest range of work with highest efficiency, has only been



determined after thorough experiment with many different grades of steel. Convince yourself. Go to your nearest jobber and get a tryout set. Write for *Catalogue 82-B.*

**The Whitman & Barnes Mfg. Co.**

ESTABLISHED 1854

Office and Factory—ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

# CONTRACTORS' SUPPLIES



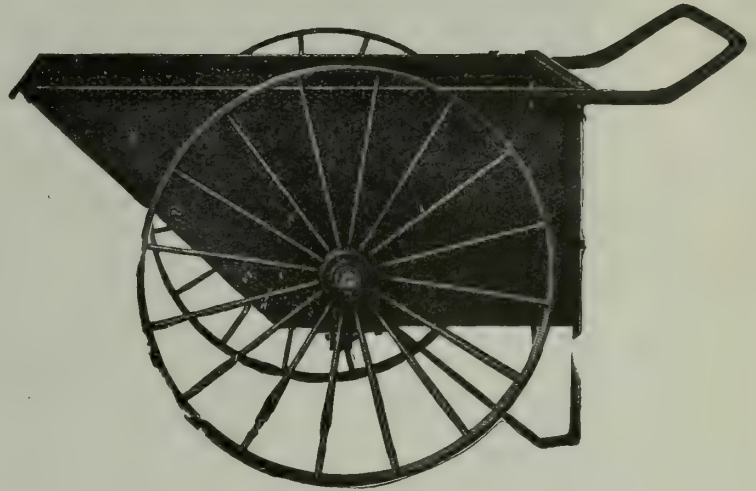
## Vulcan Shovels

Round or Square Point

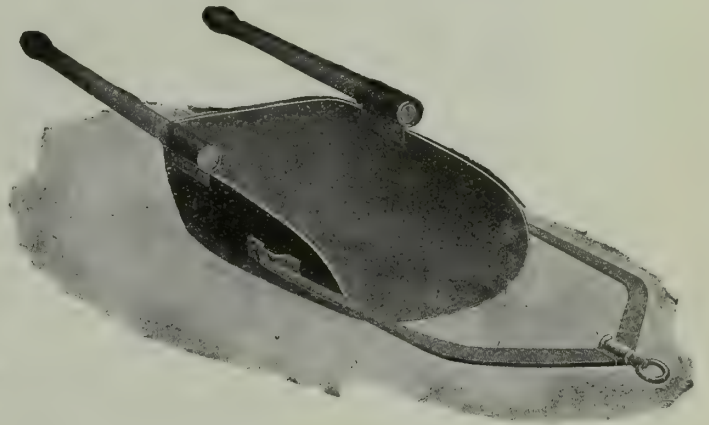


The great strength of Vulcan Shovels is in the shank.

Made from the finest shovel steel.



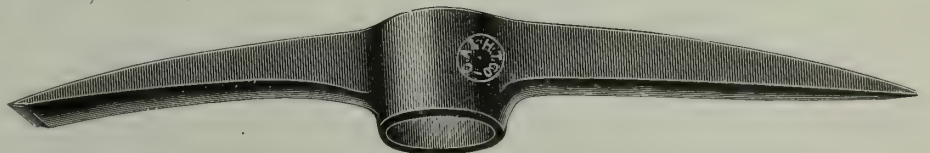
Heavy Concrete Carts, 6 cubic feet capacity, reinforced with angle iron, roller bearing wheels, weight 200 lbs. each.



Modern Drag Scrapers can be easily handled and dumped, with or without runners. No. 1, capacity 7 cubic feet. No. 2, capacity, 5 cubic feet.



Navy Barrows, Tubular Steel Barrows, Concrete Barrows.

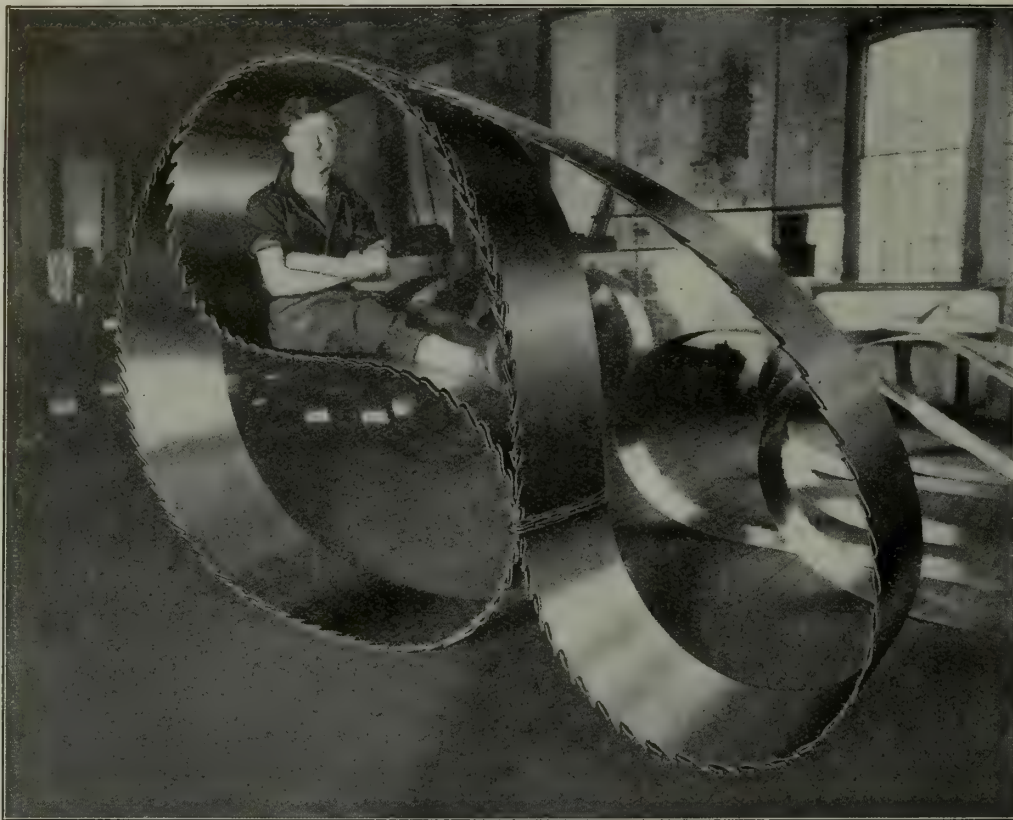


PICKS and PICK HANDLES

# Caverhill, Learmont & Co.

MONTREAL





## The Wonderful Facilities of the Great Disston Works

enable us to meet the most exacting requirements in the manufacture of saws.

Here you see two gigantic Band Saws, coiled ready to be packed for shipment. While comparison with the man seated on the interior of the coil gives some conception of their size, the figures, too, are interesting.

Each band is 60 feet long, 18 inches wide, 11 gauge, 3-inch spaced teeth. The weight of each band is 434½ pounds, or a total of 869 pounds for the complete coil.

Band Saws from this size down to 1-16 of an inch in width are constructed with equal facility and proportionate despatch.

## DISSTON SAWS, TOOLS, FILES QUALITY GUARANTEED

among which can be found or more for every trade, are the finest and most efficient made. Every step of the work, from the raw material to the finished product, is performed within the Disston Plant by men of long experience, and the highest order of skill. The exceptional facilities of the immense Disston Works have greatly aided in making Disston products famous throughout the world.



Reg. U.S.  
Pat. Off.

## HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

Established  
1840

# HARDWARE AND METAL

*Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JUNE 7, 1913.

No. 23

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address : Macpubco, Toronto ; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba,  
Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## HARDWARE AND METAL

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34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.  
GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.  
UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S.  
Dearborn Street, Telephone Randolph 3234.  
FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.  
SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other  
Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.



# Have You A Gun Club In Your Town?

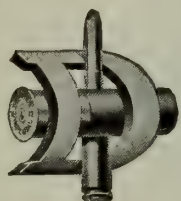
**T**HERE'S no surer, quicker, easier outlet for your stock of shells, shotguns and equipment for shooters than an active Gun Club.

Breaking targets at the Gun Club keeps shotguns in action. Silent guns never empty a box of shells.

Trapshooting is an every-day sport. It increases the desire to shoot. Competition amongst members means more demand for shells.

Keep your eye on the Gun Club. Use our free electro service to inform shooters you are well stocked with shells, guns, targets and Gun Club equipment.

ADDRESS DEPARTMENT 831



**Dominion Cartridge Co., Limited**  
Montreal



Every Inch of

## "QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.  
This means uniform wear.

John Lysaght, Limited  
Makers  
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited  
MONTREAL  
Managers Canadian Branch



## CHARCOAL TINPLATES

High grade genuine Charcoal Plates  
Tissue Packed.

*Specify "DOMINION CROWN" on your next order.*

**A. C. LESLIE & CO., Limited**  
MONTREAL

# A New Store Planned on Modern Lines



John Moxon & Son Are Now Occupying Their New Establishment — Aggressive Methods of Getting Business Are Followed—A Billboard Campaign is One of the Outstanding Features.

*The town of Picton, Ontario, which has about 4,000 inhabitants, is a great hardware town. Few places of its size can boast of so many retail hardware stores of such merit as those which cater to the trade of Picton and vicinity. These firms are aggressive and right up to the minute. It is interesting to note that the present mayor of Picton, Mr. Adams, is a hardware man, a member of the firm of Adams and Vandusen.*

*In the accompanying article, a description is given of the new store of Moxon & Son—a store which has many commendable characteristics and which is managed in a characteristically aggressive way.—Editor.*

The accompanying illustrations show views of the new hardware store of John Moxon & Sons. The firm have been in business in Picton for about 15 years and have recently moved into the new premises.

The new store has many points of interest. It has been the aim of H. M. Moxon, the proprietor, to arrange the stock in such a manner that a sample of all lines carried is on display and in this effort he has succeeded. The main store interior measures about 28 x 96 ft. A commendable feature is the metallic ceiling which has been painted in attractive colors. Electric drop lights have been used for lighting purposes. Each section of the store lighting is controlled from the office where a series of switches has been installed.

There is an abundance of daylight supplied by the large windows at both front and rear of store.

The store fixtures are finished in dark oak. As may be seen in the illustrations the wall fixtures extend up to within about 4 feet of the ceiling. On top of the fixtures there is a neat arrangement of palms, pictures, etc.,

which give an added tone to the appearance of the store interior.

The boxes in the wall casing are neatly sampled and there are also three sections with glass doors that are used for displaying mechanics' tools.



H. M. Moxon.

## The Paint Department.

Considerable space is devoted to the paint department in which there is an excellent display of painting materials. Paint brushes are displayed on the paint counter in a special tray which is divided into compartments. Each compartment bears a large ticket or card showing the price of the brushes contained therein.

At the rear of the store a large pricing desk has been built where all new goods are opened, checked and priced. A neat tool cabinet has also been built for keeping tools that are used around the store.

Metal bound price cards are hung up in each department showing the selling prices of various lines contained in the department.

Special counter show cases are used for displaying razor strops, razors, butcher knives, pocket knives, etc.

## Display of Polishes.

In order to properly display metal polishes, stove polishes and enamels, furniture polishes, special finishes, fly killer, etc., a special display rack has





*Views of the Interior of the new store of John Moxon & Sons, Picton—A Complete Description of the Many Stores in Ontario*

been built which may be seen at the left of the store entrance. This display is in a prominent position and it is not an uncommon occurrence for lady customers to stop at this display and examine the many lines of polishes, etc.

#### Large Display of Stoves.

A large range of stoves is carried. Each stove is displayed on a platform which is equipped with large casters. This makes it easy in showing stoves to pull them out to the centre of the floor where they may be easily examined by customers.

Harvest tools are shown on wall brackets which have been arranged in such a manner that a large number of tools may be displayed in comparatively small space. Prices on all goods are marked in plain figures.

#### Keeping Advertising Matter.

A special cabinet has been built for keeping all the window displays and advertising matter that are sent in by manufacturers. This advertising matter is considered very valuable by the firm and rightly so because manufacturers are under heavy expense in getting out the displays which, if used in the proper manner will bring good returns to both retailer and manufacturer.

To the right of the store interior and not shown in the illustration there is provided for the convenience of customers, a long oak seat with sitting room for 6 or 8 persons. The seat is

very comfortable to sit in and is used to a great extent by customers especially by the farmers' wives who appreciate this convenience. A large water filter is also kept filled with ice water. This is greatly appreciated by customers as the water supplied by the town waterworks system is not used for drinking purposes. It is the intention of Mr. Moxon to install a large locker in which farmers can leave their parcels.

#### Novelty Counters.

Three counters or tables are used as novelty counters and are placed down the centre aisle of the store as may be noticed in the illustration. Each counter is about 14 ft. in length, 30 inches in width and stands about three feet in height. The tops are made of

oak. These counters are used for displaying household goods. Some of the lines on display are as follows: family scales, pineapple eyers, plate scrapers, apple parers, clothes sprayers, tinware, aluminum ware, fruit funnels, rat traps, butter prints, graters, food choppers,

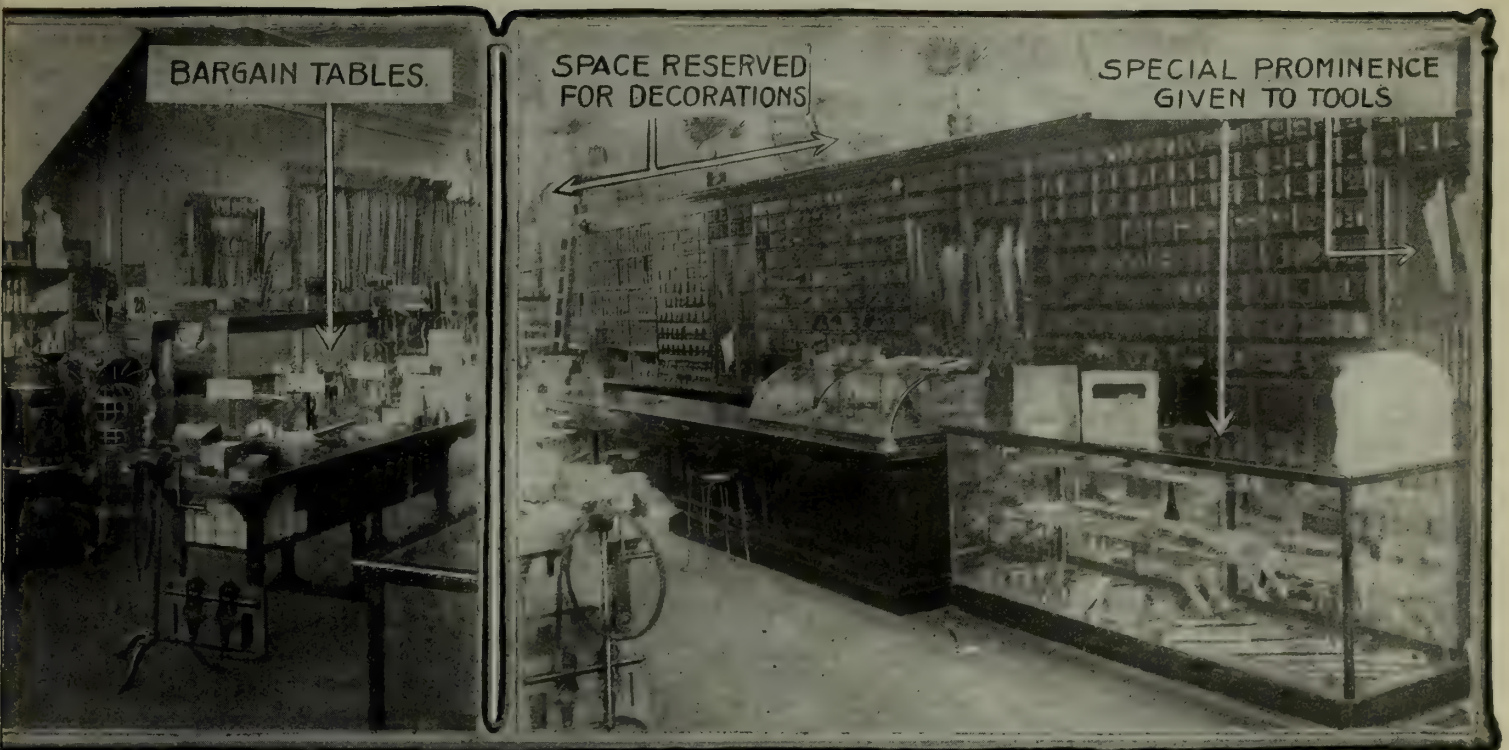
And many lines of handy kitchen utensils. Prices on the goods are all marked in plain figures so that customers may examine the goods and note the prices when the salesmen are busy.

Mr. Moxon says that he sells a large number of articles in this manner. The goods are neatly displayed and are not over crowded. As may be noted in the illustration a number of cards are used on the novelty counters which measure about 3 inches x 8 inches. Mr. Moxon had the cards made by a local printer.

#### WHAT SOME OF THE BARGAIN COUNTER CARDS SAY.

- "Departmental store prices here."  
 "Bargain Counter.—A dollar goes a long way."  
 "Look at these prices."  
 "Real bargains on these counters."  
 "You would buy this in the city. Why not here?"  
 "Take something home to your wife."  
 "We have tried to do something for you. Do something for us."  
 "Look over our 5c—10c—15c counters."  
 "Buy something no matter how little."  
 "Pick out what you want. The prices are right."  
 "Your wife will be pleased if you take her something home."  
 "If prices on these articles are not right, tell us why."





Points of Interest About This Store is Contained in the Accompanying Article—This is one of the Best in Many Respects.

#### Window Display.

One of the accompanying illustrations shows the stove window of the Moxon store. The window is very wide and allows room for two displays. At the time this picture was taken the whole window was devoted to the display of stoves. One-half of the window is used for displaying stoves during all seasons of the year. The other half is devoted to other lines of hardware, but occasionally as in this instance the whole window is used entirely for stoves. Mr. Moxon makes it a point to change his window display every Friday by doing this he has a new line of goods in the window every Saturday, this being market day in Picton. The window is divided by an ornamental railing which may be easily removed when

changing displays or cleaning windows. The railing extends from the front to the rear of the window. In constructing the railing, four upright pillars have been used, the front pillar being about 1 foot high and the back pillar about 3 feet high. On the top of each of these pillars jardinières are placed containing palms, ferns, etc., and they add greatly to the appearance of the windows.

The window here illustrated was very attractive in appearance although the photograph does not do it full justice. One-half of the space is devoted to a display of summer oil stoves and kitchen utensils. The window was not crowded and the goods were neatly arranged. A large show card was displayed in the window with the heading

"Probabilities" and the following, "Extremely warm to-morrow. Buy your oil stove to-day." An oven with a glass door was displayed on the centre stove. The oven contained 3 small bake pans each of which contained a loaf of bread, an electric light bulb had also been placed in the oven. This gave the interior of the oven a very bright appearance and attracted much attention. Other lines shown in the window were: aluminum saucepans, irons, toasters, etc. The floor of the window was covered with linoleum which gave the window a clean appearance. Good use was also made of the booklets and show cards sent by the manufacturers of the stoves. The other half of the window contained a range and some other devices which may be used on the range. This half of the window was also very attractive and again, show cards, banners, etc., supplied by the manufacturer were used with good effect. The electric lights in the window have been so arranged that the light is concentrated on the goods on display.

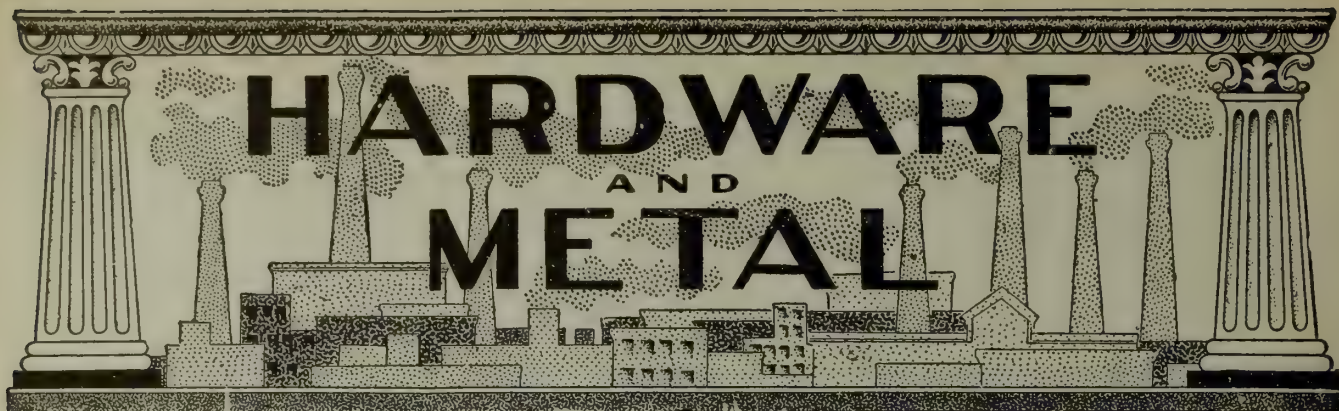
#### Believes in Road Signs.

Mr. Moxon is a firm believer in road signs as a means of securing a good share of the farm trade. There are six roads leading into Picton and on each road he has placed a large number of signs. These signs are distributed over a radius of five miles. The signs

#### SOME OF THE SIGNS USED ON ROADS.

- "A good food chopper for \$1.25 at Moxons."
- "75c buys a good lantern at Moxons."
- "Buy that oil stove at Moxons."
- "See Moxons novelty counters."
- "This road leads to Moxons."
- "Carpet sweepers at Moxons."
- "See Moxon for binder twine."
- "Fly oil at Moxons."
- "Moxons for hay forks."
- "Varnish your linoleums with varnish from Moxons."
- "See Moxons line of stoves."
- "Pure Paris Green at Moxons."
- "Buy your paints at Moxons."



**PARCEL POST BILL ANNOUNCED.**

A bill to establish a Parcel Post system in Canada has been officially announced in print by Postmaster General Pelletier. This reached Hardware and Metal on a modest little one-page sheet and is prominent from the absence of the information it gives. There is nothing in it to state whether a flat rate system for the entire country, a zone, or a C.O.D. system is to be established.

Read for yourself; here it is in its entirety:—

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

1. This Act may be cited as **The Parcel Post Act**.
2. A parcel post is hereby established and will be maintained in Canada for the conveyance of parcels of all kinds, including farm and factory products, except such articles as are or may be excluded under regulations prescribed by the Postmaster General.
3. No parcel to be carried by post shall exceed eleven pounds in weight, or be greater in size than seventy-two inches in length and girth combined.
4. All charges for the conveyance of parcels by post must be prepaid in postage stamps.
5. The rates of postage applicable to post parcels shall be determined by the Postmaster General, and all power which the Postmaster General now has with regard to mail matter are hereby vested in him for the parcel post system.
6. Under the authority of the Governor General in Council two officers may be appointed as inspectors and supervisors of the parcel post system, at salaries of two thousand eight hundred dollars on appointment, with an annual increase of one hundred dollars up to a maximum of three thousand five hundred dollars.
7. This Act shall come into force on a day to be fixed by proclamation of the Governor in Council.

The bill, which is known as No. 210, received its first reading on May 16.

The question which the trade should now know, is whether we will have the zone system or not. If we must have a Parcel Post, the zone system is the only one that will be at all fair to the retail trade. The Postmaster General has hinted that the trade will be protected. His father was a merchant and he is said to be familiar with commercial conditions. But, nevertheless, the federal member in every Canadian merchant's constituency should be at once notified that the zone rate plan is the only one that should be established.

Since the above was written, further word has come that the Parcels Post Bill will be put into force by the

end of the year. The zone system has been adopted, together with other provisions which are designed, it is said, to protect the retailer against the opposition of mail order houses. The provisions have not been explained fully enough to permit of judgment being passed as to their adequacy or feasibility.

**ADVERTISING SUGGESTIONS.**

In the last few issues, Hardware and Metal has been giving suggestions for advertisements of seasonable articles. The idea is to thus supply matter which may be of assistance to hardwaremen in preparing their advertising copy. Care is taken in drawing up these suggestions to make them practical and quite adaptable for use by any retailer who may care to make use of them in whole or in part.

To further strengthen our advertising department, we invite readers to send in samples of advertising for criticism or reconstruction.

**THE HALF-HOLIDAY QUESTION.**

The weekly half-holiday problem during the summer months is one that is confronting the merchants in many places at the present time. There appears to be a great variance of opinion as to whether or not it is advisable to close the store for a half day each week during the summer months. In some towns, however, there does not appear to be very much objection to a weekly half-holiday and as a result the majority of the stores close, thus permitting employers and employees to spend the holiday as their tastes may dictate. In other places the half-holiday advocates appear to be in the minority and there is a distinct variance of opinion among the merchants. One of the first questions that every merchant, who has never tried the plan asks is, will it mean a loss of business. Some people advance the theory that, if all the merchants closed their place of business on a certain afternoon, people would be forced to do their purchasing on other days and there would be no loss of business.

Other merchants declare that this is not the case and that practically a half days business is lost. One merchant says: "People's demands do not decrease because of the decrease in the time for purchasing, but nobody confines their purchasing to necessities. Thus even though purchasing every other day of the week some people would be buying merchandise on the half-holiday afternoon were the stores open, and in many cases this trade is lost." Another view taken by some merchants

is that, while the afternoon off may prove a loss in actual receipts, this is offset by an increase in sales during the other days due to better efficiency on the part of the clerks. Some believe that it is but fair to the clerks to grant the weekly half-holiday in view of the fact that many of them are forced to work Saturday nights when trade is the heaviest of any time in the week. One merchant in discussing the proposition said that fully 80% of the day's business is done in the afternoon and that, by closing during an afternoon, practically a whole day's business is lost. He suggested that instead of a weekly half-holiday, the merchants agree upon a plan of closing an hour earlier each afternoon. In some towns and cities, where the merchants could not agree on the subject, some of the hardware merchants allow one-half of the staff to take an afternoon off each week. By doing this each clerk gets a half-holiday every two weeks and, needless to say, it is appreciated by the clerks.



### A GOOD STORE AND GOOD IDEAS.

In this issue a description is given of the new store and the merchandizing methods of a hardware firm in one of the towns of Eastern Ontario. The article contains many valuable ideas and is well worth careful attention and study.

It is not necessary to enlarge here on any of the ideas exploited by this enterprising concern. Suffice it to say that the methods adopted have met with considerable success and can be recommended to any dealers who may perchance feel that their own business could stand an injection of "ginger." It is interesting to note that the stove department is handled with particular energy and initiative by the firm in question—a department in which too many dealers are inclined to be lax.



### POINTED EDITORIALS.

Time to begin thinking a little about the fall store campaign.

\* \* \*

Carelessness is nearly always the most expensive item on the cost account.

\* \* \*

A word to the wise is sufficient. In selling poison products, obey the law to the letter.

\* \* \*

Most encouraging reports are heard from the West with reference to business conditions.

\* \* \*

Are you on friendly terms with your competitors? It is the only sane ground to take.

\* \* \*

There are many types of successful salesmen, but there is one quality that all must display—courtesy.

\* \* \*

Cutting prices is certainly a queer way of increasing profits; and yet it is generally resorted to with that object in view.

\* \* \*

There is no reason why the clerk should not put in thoroughly jolly evenings if he is so minded. But he should forget about them promptly at closing hour next morning.

\* \* \*

The co-operative movement continues to grow in the Old Country. There is one way to prevent it from getting a strong foothold in this country. Keep the retail service thoroughly efficient and maintain prices on a fair basis.

## Other Department Please

NOTHING is more annoying to a customer than to be directed from one part of the store to another in search of an article or to meet salesmen who do not know where the required article is. The subject is amusingly dealt with in the following poem:

I promised the wife the other day a yard of wick I'd bring  
From Macintosh & Sons, you know, where they sell everything.  
And if you've got an hour or two, or three or four, to spare,  
I'll tell you just exactly all the things that happened there.  
I went to counter No. 1. George Westley said, "How do?  
It's been a lovely day to-day. What can I do for you?"  
I said "I want a yard of wick to match this for the wife."  
"All right," said he; "now here you see  
Brass goods to screw in boxes blue, the Flat Iron Shoe a bob  
for two;  
Just look at this, the 'Lisodis,' the only means to wash with  
bliss,  
I'm sure you'll find it clean and quick, but if you're only wanting  
wick,  
The other department, if you please, just step the other side."

Across the shop I went at once, and Fry remarked, "How do?  
It's been a lovely day to-day. What can I do for you?"  
Said I, "I want a yard of wick to match this for the wife."  
"All right," said he; "now here you see  
I've tacks and screws and lovely glues.  
Look! Francis' nails with leaden tails, a corkscrew here that  
never fails;  
I've eyes for vines, and garden lines, and two-foot rules to fold  
four times.  
But if it's wick you want to buy, I'm much afraid you'll have  
to try  
The other department, if you please, just down the cellar stairs."

So down the cellar stairs I went. Alf. Harper said, "How do?  
It's been a lovely day to-day. What can I do for you?"  
Said I, "I want a yard of wick to match this for the wife."  
"All right," said he; "now here you see  
Upon this floor I've nails galore;  
I've chains for horses, ties for cows, and traces that they use for  
ploughs,  
And here's a lot of lovely shot, the price reduced to clear the  
lot;  
I've false links, buckles, twists, and rings, in fact a lot of useful  
things.  
But if it's wick you're looking for, it's upstairs on the showroom  
floor.  
The other department, if you please, right up two flights of  
stairs."

So to the showroom next I went. Chris. Allen said "How do?  
It's been a lovely day to-day. What can I do for you?"  
Said I, "I want a yard of wick to match this for the wife."  
"All right," said he, "now here you see  
I've brooms and mats and cans and flats,  
I've cycles black and cycles green; a sewing or a knife machine;  
The pudding steamer here you see, one shilling each and one and  
three;  
A mouse-trap here, a cart lamp there, I've useful presents every-  
where;  
I'll serve you prompt, polite and quick, but if you're only wanting  
wick,  
The other department, if you please, just through the further  
door."

So through that door I went pell-mell, I found the place at last.  
Young murmured, "Pray and what's for you?" My heart was  
beating fast;  
Said I, "I want a yard of wick to match this for the wife.  
I've never had a search like this before in all my life."  
Then as his smile was spreading quick  
I handed him my piece of wick,  
"A yard like this, kind sir," I cried.  
And he with clarion voice replied,  
"I'm sorry you've been put about,  
But this is wick I've just sold out,  
I've just sold out!"



# Strict Censorship of Credits

**The System Followed by a Saskatoon Hardwareman to Avoid Loss From Bad Debts—Every Applicant For Credit Must Give Information, Which is Entered on Slip, and Carefully Retained—Association Adopts the System.**

It is acknowledged that the ideal way to conduct a business is to run it on the cash plan. Even those who are most skeptical as to the feasibility of the cash principle acknowledged that, if practical, it would be the proper system to adopt. It follows that, where a merchant does not see that it would be safe or expedient for him to refuse to give any credit, the next best thing is to most rigidly supervise the credit end of the business so that the amount carried on the books will be kept within reasonable limits and losses from bad debts reduced to the minimum.

This again will be accepted as a theory against which no objection can be urged. The trouble is that too many retail merchants accept it as a theory, but fail utterly to apply it in actual practice.

One merchant who has put the theory into practice in a most practical way is J. L. S. Hutchinson of the Saskatoon Hardware Co., Saskatoon, Sask. For over two years, he has used a blank form for filling in particulars about every customer who applied for credit. Complete information was taken down about the applicant, such as the amount of property owned, references, bankers, how long in town, place of previous residence, etc. These forms were always kept, and if the same person applied again, the fresh amount was entered on the old slip. By this system, it was always possible to tell at a glance how much each person owed to the company and to regulate the matter of further credit from that basis.

Judging the worth of each applicant thus given, Mr. Hutchinson was in a position to set a credit limit, beyond which he would never go. This figure was entered on the slip. Subsequent events

might cause him to alter the amount, perhaps to allow a little more latitude to some customers who had proven honorable and worthy—more likely, however, to contract the latitude allowed in cases which had proven slow pay.

## Proved Successful.

The system proved eminently successful, resulting in a smaller total of book debts. It also helped to facilitate the work of making collections.

The results obtained therefrom were so satisfactory that the Saskatchewan branch of the Retail Merchants' Association decided to adopt the idea for the use of all its members. Mr. Hutch-



J. L. S. Hutchinson.

inson prepared the blank forms now in use by the association, adopting the ideas that he had been using, but improving on them considerably. The form herewith shown is that used by the association.

The advantages derived from the system when used by a body of merchants will be apparent. A person cannot go from one store to another securing credit from them all. The system serves as a check and each merchant knows what customers owe to other stores in town. This enables them to judge whether it would be safe to extend credit in every case.

Mr. Hutchinson is convinced that such a system is necessary. He writes:

"This is a form that should be introduced in the entire Dominion of Canada and be used by all retail merchants. If they will see that it is used every time a new account is opened, they will find that they will reduce their bad debts to a minimum and help collections. They would have the full details any person should know in opening a new account."

### Retail Merchants Association of Canada, Inc. SASKATCHEWAN BRANCH.

Received from ..... Member's No.....  
..... Town

Date.....

Name of Firm.....

Business.....

Address .....

Member's Name	Address	Married or Single	Owner or Tenant	Remarks
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

Property Owned .....

References: .....

.....

.....

Bankers ..... Credit Limit.....

Goods to be used on Lot..... Block..... Plan.....

How long resided in (town).....

Previously resided at.....

Credit Granted by .....

Remarks: .....

.....

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### SECRETARY'S REPORT.

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### RATING

A	B	C	D	E
.....	.....	.....	.....	.....

*Cards used for the entering of all credit accounts.*

# Parcels Post Within a Year

Measure Introduced at Ottawa—Zone System Has Been Adopted With a Special "Local Zone" to Protect the Retailer From the Competition of Mail Order Houses.

Ottawa, June 4.—Within a year the parcels post system proposed by Hon. L. P. Pelletier will be in operation in Canada, the necessary legislation having passed Parliament to-day.

The Postmaster-General introduced his bill in the Commons this morning with an explanation of the proposed system. It had been decided, he said, to fix the weight limit at 11 pounds and the length of the parcels at 72 inches. The Post-office Act already gives the Minister authority to fix the rates for the carriage of parcels. The inauguration of the parcels post would entail additional work on the carriers, and this would necessitate an increase in salaries.

The zone system, Mr. Pelletier said, would be adopted, but not exactly as under the United States system. In the United States there were eight zones, and a ninth for rural mail delivery. In Canada it was intended to constitute each province a zone, the three Maritime Provinces being combined to form one zone. In addition there would be a local zone irrespective of provincial boundaries, the centre of this zone being the point at which the parcel is posted. This was designed to protect local retailers against the loss of their trade to the large departmental stores of the cities.

The whole system would be run on business lines, and would be made, as far as possible, self-supporting. The rate charged would be as low as possible in relation to the cost of the service. The Minister hoped to have the system brought into operation by the first of next year, if not before. It might be necessary to pay more to the rural mail carriers, and some changes might be necessary in the boxes, but these were details which could be worked out later.

The Minister added that the question of compensation to the railways for carrying the mails had been under consideration lately. The amount of mail matter had enormously increased, and the publishers were enjoying a rate prevailing nowhere outside of the Dominion. The department would endeavor to deal with this when taking up the matter of parcel carriage with the railways.

The bill was passed.



# Progressive Hardware Retailing

Clever Advertising of a Thessalon Hardware Firm—Montreal Retailers Take Advantage of Weaknesses in Street Railway Service—Methods of Pushing the Sale of Summer Goods Adopted By Various Firms.

## CLEVER ADVERTISING.

Bridge Bros., Thessalon, Ont., are doing clever and extensive advertising in their local papers. A copy of one of their recent ads. is before the writer, and it is indeed a commendable one in many respects. The man who wrote this ad. went to considerable trouble to brighten it up, and made it readable. It scintillates with alliteration, word play, and even here and there with a little poetry. For instance, in one place we find the following:

Little beds of flowers,  
Little cans of paint,  
Make a pleasant cottage  
Out of one that aint.

And, again, the poetic strain crops out in dealing with the problem of paint, in the following verse:

'Midst pleasures and palaces,  
Where'er you may roam,  
There's no place on earth  
Like a well painted home.

Alliteration is brought into play in dealing with the fly nuisance. The proposition is thus succinctly laid down:

Flies follow filth,  
Fever follows flies,  
Swatting saves sickness.

To which is added: "It costs less to buy a screen door than it does to get ill and lay off for a week."

The glove is thrown down to the departmental stores in the opening announcement, which reads: "If you are interested in any article herein advertised, just compare our price with the department store prices; some of the lines are identical, likewise the prices, but just bear in mind that the catalogue man wants his money before you get the goods. We are not so exact; you can look and examine to your heart's content, but don't forget we want the cash."

## DOLLAR DAY BOOMS HOLIDAY TRADE AT CHATHAM.

Chatham, Ont. — Chatham's Dollar Day, featured in connection with the 24th of May celebration held here by the Knights of the Maccabees is generally conceded by local merchants to have been a very successful and satisfactory means of drawing trade to the city.

It has been found that as a rule celebrations do not have the effect of booming business. Following the decision to observe Victoria Day on May 26 (the following Monday) and close the stores on that day, arrangements were made between the merchants and the representatives of the fraternal society with a view to co-operating in bringing people and their trade to the city on the preceding Saturday.

The program of sports, band music, and other items was arranged for by the society, while the merchants undertook to do their part by featuring dollar bargains on the day in question. The event was well advertised beforehand, in the local papers and otherwise; and this, in conjunction with the special holiday rates, served to draw a large crowd to the city, despite the somewhat unfavorable aspect of the weather.

The merchants in their Friday night advertising featured special Dollar Bargains for Saturday. The merchants in general report a very satisfactory business, and state that, not merely from an individual point of view, but as a means of advertising Chatham as a trading centre, the Dollar Day was a success.

## WATCH YOUR FREIGHT EXPENSES.

Retail merchants should weigh shipments and check rates, also examine goods before accepting. Do not give a clear receipt to transportation company if goods are damaged or short. The shipper holds a clear receipt from the transportation company that the goods have been delivered to them in first class condition. To prevent overcharges, carefully check the weight of the items received against the weight on the freight bills. Have rates verified when you have reason to believe they are incorrect. Insist upon agent correcting charges to basis of actual weight and tariff rates. Require agent to endorse upon original freight bill shortages disclosed at time of delivery and in case of damage to make notation on freight bill of the exact nature and extent of damage. Remember stock is sometimes stolen in transit. Concealed

loss or damage disclosed after delivery upon opening a package should be immediately reported to the delivering agent and an exception requested with a statement of the facts disclosed.

## SOLD ENAMEL FOR REFRIGERATORS.

A large number of people are preparing to put last season's refrigerators into commission again. Doubtless many people would like to freshen up the appearance of their refrigerators, and all that is needed to make many of them purchase the necessary material is a suggestion from the hardware merchant. A plan tried out by a hardware dealer last year brought him good results. He secured a second-hand refrigerator and refinished one-half of the exterior with dark oak varnish stain. He also enamelled one-half of the food compartment with white enamel. The refrigerator was then placed in the store window, with a show card giving the cost of the material necessary to do this amount of work. The two open cans of paint were placed on the floor of the window in front of the refrigerator, the brushes being left in the cans. The application of the stain and enamel made the refrigerator look like new, and the dealer made many sales as a result of his display.

## BENEFITING BY LOCAL CONDITIONS.

In the leading daily papers of Montreal one will find the advertisements of the leading hardwaremen and sporting goods retailers featuring bicycles. The great congestion of traffic on the tramways of the city and the agitation to reform this evil has furnished the retailers with the best possible advertising copy which the live dealers are turning to their advantage.

"You can laugh at the packed street cars," is the heading of one ad. showing a photograph of a "street car rush" in rush hours. The street car congestion is more acute in Montreal than in any city in America, is the statement of a well known tramway expert, and this lever, properly used in their ads.,



have made them great business getters for the Montreal houses, which have taken advantage of this ready-made sales opportunity.

But this is not all. In the windows of Lariviere Incorporé bicycles are regularly featured, and recently Hardware and Metal gave special notice to a display that featured a bicycle race. Two dummy figures were mounted on bicycles, and the bicycles were mounted on a roller device that ran like a roadway under the wheels of the two bicycles. This caused the dummy figures to roll and sway very naturally, which attracted a large crowd to the windows.

R. & W. Kerr, Ltd., St. Catherine Street, have had some very attractive bicycle displays, which have linked up very forcibly with their publicity campaign.

Taking advantage of local conditions to boost sales is a plan worthy of serious consideration by every dealer.

Your customers are vitally interested in bettering their environments, and sales are easily made when the customer is approached along this line.

#### A HAMMOCK DISPLAY.

A hardware merchant, who is trying to increase his trade in hammocks, has a very attractive display in one of his store windows. One of the hammocks has been set up and contains a fully-dressed wax figure that was obtained from a local clothing store. With the use of a pillow and a newspaper the occupant of the hammock is made to appear as though he had been reading, and has laid his newspaper aside for a few minutes to take a quiet little nap in the fresh air. A show card offers some suggestions as to the comforts that may be obtained during the hot weather by using a hammock.

#### DEMONSTRATED GAS RANGES.

Chatham, Ont.—Willard Hardware Co. last week held a series of demonstrations of gas ranges at their store. Free lectures were given on the handling of the gas range, and many points of interest explained. Tea, coffee and cakes were prepared in the course of the demonstration and distributed among the visitors. The demonstrations, which closed on Thursday afternoon, were very well attended.

H. Reynolds, of the firm of Frederick Reynolds, Providence Works, Gell St., Sheffield, England, manufacturers of cutlery, will visit Canada this month.

## Ideas for Your Next Window Trim

*The time is now close at hand when the school boy will be home for the long vacation. This will mean whole days devoted to nothing but sport, baseball and lacrosse, games on the corner lot. There will be a big demand for boy's deckers, cheap grades of baseballs, bats, etc. It will be found a paying proposition to put in a display made up entirely of sporting goods for boys. Price each article in large figures and put in a big selection. That is all that will be necessary to engage the attention of the boy fraternity.*

*An effective window trim of the demonstrative order could be arranged with the washing machine as the centre attraction. Rig up a dummy figure of a washing woman standing over a tub and wash board with the tub full of dirty clothes and suds. Beside it, put another figure in an easy chair operating one of the latest kinds of washing machines. Over the one put a sign, "The old way—Hard on the woman and hard on the clothes." Over the other put a sign, "The new way—Rapid, Easy and Satisfactory." It is not essential that the figures should be made particularly life-like or that any expense should be gone to in obtaining the use of wax figures.*

*A fishing scene will be found effective at the present time. Cover the floor of window with metallic sheets or zinc with a waste pipe leading down through the floor. Cover with moss and rocks, building up a background of some height, to represent a wall of rock. Run pipe to top of background and allow a slow stream of water to trickle over the face of the rock. This water can be caught in groove in the sheets on floor and carried to the waste pipe. To give selling force to this display, put in a number of guns, fishing rods and field supplies, carefully selected.*

*The present is a suitable time for a refrigerator trim. The more simple it is made, the more effective it is likely to be. Put in one of the best refrigerators in stock and load it to the brim with an assortment of food supplies—a cold roast, tomatoes, cucumbers, butter, cream, etc. Keep the doors open to give the public a good view of the inside. All that will be needed in addition to this will be a large card bearing some such suggestive as: "The one way to keep food fresh and healthful." On another card a range of prices might be given.*

*"To the young housekeeper. There will be something you need here." A card, bearing this suggestive remark or something of a similar nature, will attract attention to a display of small household and kitchen articles. Make this display "stocky"; in fact, put as many articles in as the space will allow. Price each article.*

*A paint window is always in order. Why not put in a display suggestive of fence painting? A window in a store the other day had a portion of a lattice fence, serving as a background. Half was painted a fresh green while the rest was left in weatherbeaten and thoroughly rusty condition. Branches had been introduced at both ends, overhanging the fence and giving a realistic finish. A card stated the cost of painting afresh a fence twenty feet in length.*

*Take a ball of twine and with it spell out the word "Cordage" on a large board. Elevate this board to a prominent place in the window and you have the "piece dè resistance" for a good display of rope and cordage. Arrange the stock in pyramids of varying sizes, filling all parts of the window.*

*Swing a hammock from corner to corner of window. Fill it with a heavy load of articles necessary for camping or for use in summer cottage. A card over the top "This hammock is strong enough for two," will complete a catchy display.*



# An Advertising Suggestion:

Proposed Lay-out  
for Refrigerator  
Advertisement

*This is the time when the hardwareman should begin to push the sale of refrigerators. Warm weather is beginning to make inroads on household provisions and people are becoming convinced that, if they are to continue to enjoy good meals and health, it will be necessary to have a refrigerator at once. In advertising this line, it is advisable to point out two things: the service rendered by a refrigerator which makes it indispensable and the saving in ice possible with a good refrigerator. The following suggestion may be of assistance to ad. writers in preparing copy along this line.*

## Do You Value Good Meals and Perfect Health?

There is only one way that people can be assured of keeping food in proper condition during the heat of summer, and that is by putting everything on ice in a receptacle that is perfectly sanitary. Have your own private cold storage plant—a refrigerator. It will maintain health and comfort in the most trying period of the year. It is sun-proof, fly-proof and germ-proof.

Cut of Refrigerator

No. 1. Length 26 in.; depth 17 in.; height 40 in...\$ 7.00  
No. 2. Length 29 in.; depth 19 in.; height 42 in...\$10.00  
No. 4. Length 32 in.; depth 20 in.; height 45 in...\$12.00

### And Get a Good One

When you are getting a refrigerator, be sure to get a good one. A poor refrigerator allows the ice to melt away too rapidly and proves the more expensive in time. We have the BEST.

### Look At This One

This handsome refrigerator is made of selected ash, golden oak finish, thoroughly kiln dried. It is trimmed with bronze lever, lock and hinges, galvanized iron lined, with removable shelves and automatic syphon trap. It is guaranteed in every respect.

## JONES AND JACKSON

Phone Main 100

# The Retail Handling of Poison Preparations

More Regarding the Legal Provisions Governing the Sales of Wood Alcohol, Paris Green, etc.—Extract from the Pharmaceutical Acts of Various Provinces.  
hundred dollars.

In May 10 issue of Hardware and Metal, a full-page article appeared, dealing with provisions governing sale of poisons. Since that time Hardware and Metal has received enquiries from several hardware merchants asking if the law applied to all the provinces.

We have been informed that all the provinces come under the jurisdiction of the Inland Revenue Act as far as the sale of wood alcohol is concerned. The following sections from the Inland Revenue Act gives full details regarding the law governing the sale of wood alcohol:

Sec. 266.—Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparation intended for internal use, shall be liable to a penalty of five hundred dollars.

Section 266 of the said Act is amended by adding the following subsection thereto—Every person who uses methyl alcohol or spirits containing methyl alcohol in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in black letters not less than one-fourth of an inch in height, the presence of methyl alcohol therein, and every person violating the provisions of this subsection shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

The following from Section 10 should be especially noted by hardwaremen:—All vessels containing wood alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words, "Wood Alcohol Poison" in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars.

The Manitoba Pharmacy Act, however, in Article 8, reads as follows:—"No person shall sell methylated spirits by retail without putting or placing on the bottle in which it is delivered a label containing the word "Poison" in red letters of conspicuous size.

## Ontario Pharmacy Act.

The following from the Ontario Pharmacy Act relates to the sale of Paris green and arsenate of lead:—

Sec. 28.—No person shall (a) sell or keep open shop for retailing dispensing

or compounding poisons, drugs or medicines, except patent or proprietary medicines (subject to Section 42), and except turpentine, epsom salts, cream of tartar, carbonate of soda, bi-carbonate of soda, glycerine, carbonate of magnesia, rochelle salts, blue stone, copperas, saltpetre, spirits of nitre, rhubarb root, solution of ammonia, phosphate of soda, gum camphor, quinine or chloride of lime, or sell or attempt to sell any of the articles mentioned in Schedule (A) unless registered under the Act.

Sec. 30. (1) Nothing in this Act shall prevent the sale, by persons not registered, of Paris green, hellebore, tincture of iodine, arsenate of lead, carbolic acid not exceeding a five per cent. solution and London purple, if such articles are sold in well-secured packages distinctly labeled with the name and address of the person preparing or putting up such packages and marked "poison."

The foregoing section states that Paris green or arsenate of lead can be sold if put up in a well-secured package, distinctly labeled, etc.

Section 33.—No person or incorporated company shall sell any poison either by wholesale or retail unless the box, bottle, vessel, wrapper or cover in which the poison is contained is distinctly labeled with the name of the article, and the word poison, and if sold by retail, then also with the name and address of the proprietor of the establishment in which such poison is sold.

With reference to the sale of wood alcohol the section in the Ontario Pharmacy Act is similar to the one in the Inland Revenue Act.

## Quebec Pharmacy Act.

Article 372 of Bill 143:—All vessels containing wood alcohol whether in the possession of the manufacturer or other person shall have affixed thereto, a label bearing the words "Wood Alcohol, Poison" in black letters, not less than  $\frac{1}{4}$  of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty of not less than fifty dollars and not more than two hundred dollars.

Article 5,016 of the Quebec Pharmacy Act:—Nothing in this section shall prevent the sale by persons not registered in pursuance of this section, of Paris green or London purple so long as said articles are sold in well-secured pack-

ages, distinctly labeled with the name of the article and the name and address of the seller and marked "Poison."

5,017:—For the purpose of this section the proprietor on whose behalf any sale is made by any clerk, apprentice or other employee, shall be deemed the seller, without prejudice, however, to the liability of the three classes of persons in pharmacy under Article 5,023.

Article 5,023:—Any person offending against the provisions of Article 5,006 and Articles 5,009-5,016, shall incur a penalty of twenty-five dollars for the first offence and of fifty dollars for each subsequent offence with costs.

## Saskatchewan Pharmacy Act.

Wood alcohol is not mentioned in the copy of the Saskatchewan Pharmacy Act sent to Hardware and Metal. This poison, however, would come under the Dominion Act, and it would be necessary to have all vessels containing wood alcohol labeled "Wood Alcohol Poison" in black letters at least  $\frac{1}{4}$  of an inch in height. Article 36 of the Saskatchewan Pharmacy Act reads as follows:—"No person shall sell any poison in Schedule (A) either by wholesale or retail, unless box, bottle, vessel, wrapper or cover in which the poison is contained is distinctly labeled with the word poison and if sold by retail, then also with the name and address of the proprietor of the establishment in which such poison is sold."

We note, however, in Schedule (A), that it states:—"Arsenic and preparations and compounds thereof (except Paris green)."

The new Pharmacy Act of Nova Scotia is not off the press, but as soon as it is received a full report of the law governing the sale of poisons in that province will appear in Hardware and Metal.

In Prince Edward Island wood alcohol comes under the Prohibition Act. The Pharmacy Act of that province does not include Paris green.

## OFFERING SAW FREE.

Forbes and Van Horne, Vancouver, B.C., are offering a valuable hand saw free. Every customer buying over 25 cents worth of tools or cutlery is given a coupon entitling them to one draw for the saw



# A Comedy of Competition

How Milt Barnum and Hank Jarvey Tried to Beat Each Other Out at the Grand Old Game of Price-Cutting—How James L. Simonds Arrived on the Scene Just Before the Sheriff and Managed to Patch Up a Reconciliation.

*There are two morals in this story. One is that price cutting is distinctly ruinous, without being in any sense advantageous. The extra business that may be secured in that way is not worth having. The second moral is that competing retailers should know one another well, should avoid standing aloof or open antagonism.—Editor.*



*Jarvey cut prices to the bone.*

Milt Barnum had the greatest contempt for Hank Jarvey. He considered him a shallow, fickle, sort of fellow, an imitation sport who liked horse races and boxing bouts. He sneered at the brilliant neckties and the extremely fashionable cut of clothing that Jarvey always affected. He objected, as a matter of principle, to the way Jarvey parted his hair. And as for Jarvey's business methods—!!??!

Hank Jarvey made no pretence of concealing his intense dislike for Milt Barnum. The latter was a grasping, mean, hypocritical fellow—according to Jarvey. When Barnum was chosen as an elder at St. Andrews, Jarvey, who also belonged to that church, threatened to join the Shakers or some other sect. His opinion of the business acumen and principles of Barnum was a shade more lurid and sulphurous even than the opinion Barnum held of his.

It becomes hardly necessary to add that Milt Barnum and Hank Jarvey were rival retailers, sharing between them the trade of A——. It just happens in this case that they were hardwaremen.

Barnum had been in business sixteen years when Hank Jarvey came into the field. Never having had opposition before, Barnum chafed at the presence of a second hardware store and finally started out after Jarvey's scalp. Jarvey hit back with right good will and a merry fight ensued. It had been going on for three years at the time this story begins.

Price-cutting was one of the first methods resorted to. Milt Barnum began it. "Miser Milt," as he was called in town, had never been known to go back on a price before, and the extent

of his animosity against Jarvey can be gauged by the fact that he began to cut—as soon as Jarvey entered the field. Jarvey reciprocated by cutting prices to the bone.

The rivalry took a new turn when Jarvey started to advertise. Barnum had never used printer's ink. "I've been in business for nearly twenty years without advertising, and I don't reckon to start now," was the answer he gave every solicitor who called. But when Jarvey burst into print on the sporting page of the "Observer," Barnum bought an expensive position on the front page to make public the statement that "M. B. Barnum's was the only reliable hardware store in town." They kept up a cross-fire of personalities in their advertising. "I'm not getting anything out of the money, but I'm certainly showing up that Jarvey," Barnum would comment grimly as he read his latest broadside spread in poster type on the front page. He was right in one respect; he was not getting anything out of it.

Jarvey bowed with exaggerated respect whenever he met Barnum on the street. The latter stared straight ahead

of him with strong disdain. Hostesses were cautious never to invite the two at the same time, for it would mean the spoiling of the evening for certain.

If it had been a drawn battle in the earlier rounds of the bout, Jarvey scored a distinct point in the third, when he started a bill board campaign. "We want the trade of every man. H. F. Jarvey," stared down at the citizens of A—— from many prominent parts of the town. Barnum did not mind it so much until a particularly large and glaring billboard was placed on the main road leading to town. Now Barnum had always managed to keep the bulk of the farm trade and the presence of this sign board, where every farmer could not help but see it, was a distinct menace. After much hard thinking, he finally evolved what seemed like a brilliant coup. A few days afterward, another billboard, just as large and even more glaring, was placed a few yards beyond the original one, bearing the words: "And every Woman too. M. B. Barnum." It was generally conceded that Milt had scored a hit until Jarvey changed his board, substituting one which was profusely ornamented with



*The temperature fell to about 40 degrees below zero.*



paintings of razors. The words, "A Clean Shave for every man," were painted on. Farmers who passed first this sign and then came to that of Barnum's which still vociferously proclaimed "and every woman too," began to think that old Milt had "gone dotty." Milt racked his brain for a suitable piece of repartee to "get back" but necessity failed to prove the mother of invention in this instance. Reluctantly he withdrew his board.

Round four opened with Jarvey engaging in a spirited window trimming campaign. Attractive displays of goods, backed up by backgrounds of brilliant colors, appealed to the passerby. Windmills in motion, automobiles made of sundry hardware articles and other contrivances attracted big crowds.

Milt felt that it was clearly his turn to move, so he inaugurated a new phase of the price-cutting campaign and began to show goods in his windows marked at conspicuously low prices. This brought distinctly direct results. People flooded in to buy the goods. Milt was selling at cost, but this did not bother him much. He chuckled as he thought of the chagrin of Jarvey who was now "playing to empty houses."

The fight reached a climax one morning when Hank Jarvey, hurrying jauntily to work about 8 o'clock, espied a display of aluminum saucepans in the window of Barnum's store. The tune he had been whistling ceased suddenly. It just happened that he himself was showing aluminum saucepans this very morning, marked at 80 cents. The disconcerting part of it was that Barnum was offering his stock at 70 cents.

Jarvey broke the 100 yards amateur record to his store, pulled the price card out of his window and in five minutes had a new one in, which placed the price at 65 cents. Half an hour afterward a customer strolled into Barnums and told Milt that he had always suspected him of being a robber and that now he had the proof.

"What's the matter with you?" asked Milt.

"You're asking 70 cents for those saucepans in the window," said the customer, "and Hank Jarvey has them up for sale at 65 cents. You'll have to buck up, Milt, if you want to hold your trade."

Barnum did a lightning change stunt in cards, substituting one which read 60 cents. It was not long before Jarvey heard of the change and put his goods at 55 cents. At the same time he sent a boy up to Barnum's with instructions to stand on the other side of the street and run back as soon as Barnum made a move. The boy was back in fifteen minutes with the word that Milt had played bear on the saucepan market and

brought the price down to 50 cents. Barnum's boy was standing in front of Jarvey's store at the time, apparently waiting developments. Quite a little crowd was collecting.

Jarvey did some figuring. The profit had already been shorn clean away from the stock in the window and Hank was not just sure how much he could afford to lose. He finally decided to give Barnum another tilt, and a new card went into the window marked 45 cents. The crowd gave a lusty cheer and moved en masse up street to Barnum's to see what Milt would do about it. In fifteen minutes they were back, considerably augmented in numbers. Milt had put the price at 40 cents.

"Don't let him bluff you, Hank," yelled the crowd. "He's losing his nerve. Give him another bump and he'll quit cold."

Hank could not see what good it would do him if Milt did "quit cold" but the spirit of the thing had got into him and he promptly put up a new card marked 35 cents. There were a few purchasers at this price but the rest of the crowd turned back to acquaint Barnum with the fact that it was his turn.

At this point James L. Simonds, with sample cases filled with aluminumware, entered the store. Simonds had sold liberal-sized bills of goods to Jarvey in the past; in fact, he had sold the stock of saucepans now being offered to an amused public for the princely sum of 35 cents.

"Say, Hank," said Simonds, de-

positing his sample cases on the floor and jerking his thumb in the direction of the window, "what's the idea? Do my eyes deceive me or have you started out on a still hunt after the sheriff?"

"I'm out to beat that Barnum," grumbled Hank. "I'll beat him if I have to give these saucepans away. I won't let that old curmudgeon get the better of me—not even in cutting prices."

"Do you remember the price you paid for that stuff?" asked Simonds.

"Yes," snapped Jarvey. "I know I'm losing money on everything I sell. What of it?"

Simonds tactfully changed the conversation, veering to the safe and trite query: "How's business?"

"We're selling enough stuff if that's what you mean," said Hank. "But, by the tail of Balaam's off ox, prices are cut so blessed fine in this place that the more we sell the less we make. You couldn't see any profits if you went through my books with a new fangled million magnifying microscope."

"Why," he continued, "it's the same in every line in this town. No one can make money. I hear that poor old Jackson, the grocer, is on his last legs and likely to be closed up. That colossal pillar of the church, Milt. Barnum is one of his biggest creditors, so I suppose poor old Jackson can count on being sold up without delay. Milt's the guy that put the 'hard' in hardware, believe me."

The telephone bell rang and Jarvey



Farmers who passed this sign began to think that old Milt had "gone dotty."



answered it. He conducted a lengthy conversation with some one who was apparently in the contracting line. Jarvey appeared to be voicing objections which the other man at the other end did not seem prepared to take. Finally, with a determined expression of negation, Jarvey hung up the receiver.

"There's a good chance gone. I was offered the plumbing and heating contract in a new factory being built here; but I haven't a capable practical man to take charge of the work. Henderson, the general contractor, has had a difference with Barnum, who was to get the job, and now he wants me to handle it. If I wanted to play a mean trick I could get Barnum's foreman to jump his job and come over with me. He's hinted several times that he'd come. Still — it would hardly be a proper course, would it?"

Simonds secured a small order from Jarvey and then proceeded to the hardware store of M. B. Barnum. The window display of saucepans he found still priced at 40 cents. Barnum apparently had refused to meet the last "raise" of his headstrong competitor. Most of the saucepans were already sold.

Barnum was out. Simonds knew the head clerk pretty well and, in chatting with him learned that the hardware merchant had gone to attend a meeting of the creditors of the grocer Jackson. As they were talking, Barnum returned.

"Sold plenty of saucepans?" asked Simonds, with a smile.

"Dozens of them," declared Barnum, "and every one at a loss. One has to offer goods at less than wholesale price in order to sell anything nowadays since that Jarvey got into the business. Still others are just as badly off. Old Stephen Jackson, the grocer, has got himself into a pickle through trying to meet cut prices. I had the hardest time just now getting the other creditors to give him a chance. I finally had to advance him a little more to meet some of the most insistent of them."

It was nearly noon when they had finished looking over the samples and Simonds invited the merchant to have dinner with him. Barnum accepted promptly. As he was getting his hat down from the peg, Simonds made a sudden resolution.

"I have to run up to the postoffice, Milt," he said. "You go over to the hotel and pick out an empty table and I'll be over directly."

When out on the street he made at once for the store of Hank Jarvey. "Come over to dinner with me," he

said. Hank accepted the invitation. "I take every free meal I can get," he said, "since old Barnum cut the profits out of everything we sell."

It was a pretty warm day but the temperature fell to about 40 below zero when Simonds, with Jarvey in tow, approached the table where Barnum sat with his napkin tucked under the third button of his vest, ready for execution.

"Mr. Jarvey meet Mr. Barnum," said Simonds, taking a chair. "Sit down, Hank."

"You don't need to introduce Jarvey to me," said Milt. "I know him too well already."

"If this was a scheme of yours to get me in with that old close fisted iceberg," said Jarvey, "I'll never buy another bill of goods from you, Simonds."

"You won't anyway," said Barnum grimly. "I'll run you out of business before you have a chance to."

"What are you selling saucepans at?" asked Jarvey, with deep scorn.

"Gentleman, you are both laboring under a misapprehension," said Simonds, cheerfully. "Yes, soup and fish for three. Hank, you think Milt here is a hard old miser. You're wrong, dead wrong. Milt has given old Steve Jackson a new lease of life by advancing him more money and I want to tell you it was a mighty decent thing to do, besides being mighty risky. Milt, you think Hank is thoroughly unscrupulous. Well, you're wrong too. Just this morning I heard him refuse to steal a big contract and your foreman from you. There are mighty few but what would have snapped at the chance. The trouble is you two men don't know each other. And the result is that you are both losing money. How has business been with you, Milt?"

"Bad," said Milt, grudgingly. "I am just making a living."

"And you, Hank?"

"Worse. I'm making a living but it's a mighty slim one."

"If you would only get together and cut out this price cutting, you'd both make oodles of coin. We'll talk it over later. Here's the soup now."

An hour later, Barnum and Jarvey had consented to an armistice, a temporary suspension of hostilities until they could talk over peace terms at greater length. To cut a long story short, they finally agreed to stop cutting prices and to leave each other alone—in business matters. They gradually became fairly good friends and—made good profits.

Moral.—Love thy neighbor. And remember that your competitor is a neighbor.

## Catalogues and Booklets

### Air Rifle Catalogue.

The Birmingham Small Arms Co., Ltd., Small Heath, Birmingham, England, have issued "The Book of the B.S.A.'s Air Rifle," illustrated, containing 64 pages of information pertaining to air rifles, various patterns, their prices and specifications, care of rifles, hints for beginners, air rifle shooting in schools, air rifles as sporting weapons, construction of rifle ranges, various styles of sights, spare parts, targets and other accessories, etc. The catalogue also shows illustrations of air rifles, ancient and modern. The catalogue gives information regarding actual tests that have been made with air rifles.

The company also issue a booklet entitled "B.S.A. Air Rifles in U.S.A." Copies of the booklets will be mailed on request.

### Standard Manufacturing Co. Catalogue.

The Standard Manufacturing Co., Shelby, Ohio, have issued their new catalogue, No. 10, of floor hinges, checking floor hinges, push plates, sash locks, sash lifts, drawer pulls, cupboard turns, screen door braces, cellar window sets, sash hangers, etc. The catalogue contains 24 pages and shows half-tone illustrations of the lines manufactured by the firm. Descriptions and list prices are also given.

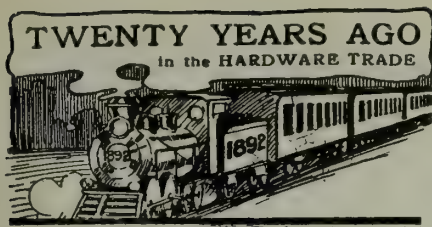
### Kitchen Cabinets.

The Paul Manufacturing Co., Fort Wayne, Ind., have issued a very attractive catalogue describing their Paul Kitchen Cabinets. Half-tone illustrations of their various lines are shown and descriptions given. The slogan of the company is: The Paul Line is built to last. Copies of the catalogue will be mailed on request.

### AMERICAN ARTISAN IN NEW QUARTERS.

American Artisan and Hardware Record, Chicago, have moved their offices to new and larger quarters in the Karpen Building, Michigan Boulevard and Karpen Place. Every effort has been made to equip the new quarters with the latest labor-saving devices and every modern convenience for the comfort of the staff.





The following items were taken from the issue of Hardware and Metal of June 10, 1893:

"The boy is a comparative rarity in our mechanical trades. It is becoming increasingly difficult to secure apprentices.

Editor's Note.—The difficulty has been getting more marked, more acute all the time. At the present time, the hardwareman who runs plumbing and tin-smithing departments finds it almost impossible to secure apprentices. As a result, the future will see a dearth of trained and thoroughly efficient mechanics.

\* \* \*

"The corner stone of the addition to Burrow, Stewart and Milne's foundry, Hamilton, was laid on Friday by Ex-Ald. Wm. Farmer, in the presence of a large concourse of people and amid much enthusiasm. Mr. Farmer laid the corner stone of the main building twenty-two years ago."

\* \* \*

"J. Peaker, of the newly organized firm of Peaker and Son, Brampton, was touring the warehouses this week. Peaker and Runians was the former name of the firm."

Editor's Note.—Over a year ago the business was disposed of to the Brampton Hardware Co., composed of Messrs. Higgins and Large. Mr. Peaker, who had become one of the veterans of the trade has retired.

\* \* \*

"Among the merchants who have visited the Toronto warehouse during the week were: Messrs. Clement, of Clement & Co., Bolton; Moore, of Moore Bros., Georgetown; J. Bundy, of Pickering; A. Riddell, of St. Catharines; G. R. Vanzant, of Markham."

Editor's Note.—Of these firms only two are now in business; J. Bundy, of Pickering, and A. Riddell, of St. Catharines, the latter being now under the firm name of A. Riddell and Son.

## VALUE FROM THE TELEPHONE.

In order to increase the size of telephone orders, a hardware dealer in Ohio

provides his cashier, who receives all telephone orders, with two lists of goods: one of staples usually needed; the other of probable wants needed later. When a customer orders by telephone the cashier tactfully mentions the items probably needed later, and often gets an addition to the order. Again, if the customer, in answer to the question, "Anything else," tries to think of other wants, the cashier's "staple list" of suggestions does good service.

This hardware merchant maintains that these two lists constantly before his cashier have almost doubled the average size of his telephone orders.

## HARDWARE LETTER BOX



### Gypsum.

Bonthron & Drysdale, Hensall, Ont.—"Kindly advise us of any firms handling gypsum."

Manitoba Gypsum Co., Winnipeg, Man.; R. H. Minor Co., Ltd., Coristine Building, Montreal.—Ed.

### Wire Cable.

The Saskatoon Hardware Co., Saskatoon, Sask.—"Please advise me what firm manufactures wire cable."

B. Greening Wire Co., Hamilton, Ont.—Ed.

### Steel Sheets.

J. L. Demers, Thetford Mines, Que.—"Do you know of any Canadian manufacturers of 16 ga. steel sheets up to 1/2 inch?"

Steel sheets 16 ga. up to 1/2 inch are not rolled in Canada.—Ed.

### Coffee Urn Trimmings.

Edmonton Metal Works, Edmonton, Alta.—"Will you please put us in touch with some firm manufacturing coffee pot trimmings, such as nickel plated urn cocks with ebony handles, gauge glass mounts, etc.?"

Jas. Morrison Brass Manufacturing Co., Toronto.—Ed.

Brown (of a statistical turn of mind)—"Say, old man, do you know that every time I breathe some one dies?"

Jones—"Did you ever try chewing cloves?"



A hardware merchant recently received a shipment of hardware on which the freight weight was 21c per 100 lbs. The merchant in question had never made a practice of watching closely the weights charged up on the freight bills, but, on this occasion, he noticed that there was a difference of 100 lbs. between the weight entered by the railway company and the weight given as shipping weight on the invoice. On weighing the shipment to make sure an error had occurred, the dealer found that he had been overcharged by the railway company to the extent of 100 lbs. The amount of overcharge in this one shipment was small in itself, but if errors of this kind occurred several times during the year they would soon run up the freight expense to a high figure.

A few months ago a hardware dealer received a shipment of goods contained in two large boxes. The weight charged on the freight bill was 900 lbs. and the actual weight was 700 lbs. A claim was made to the transportation company and a refund granted.

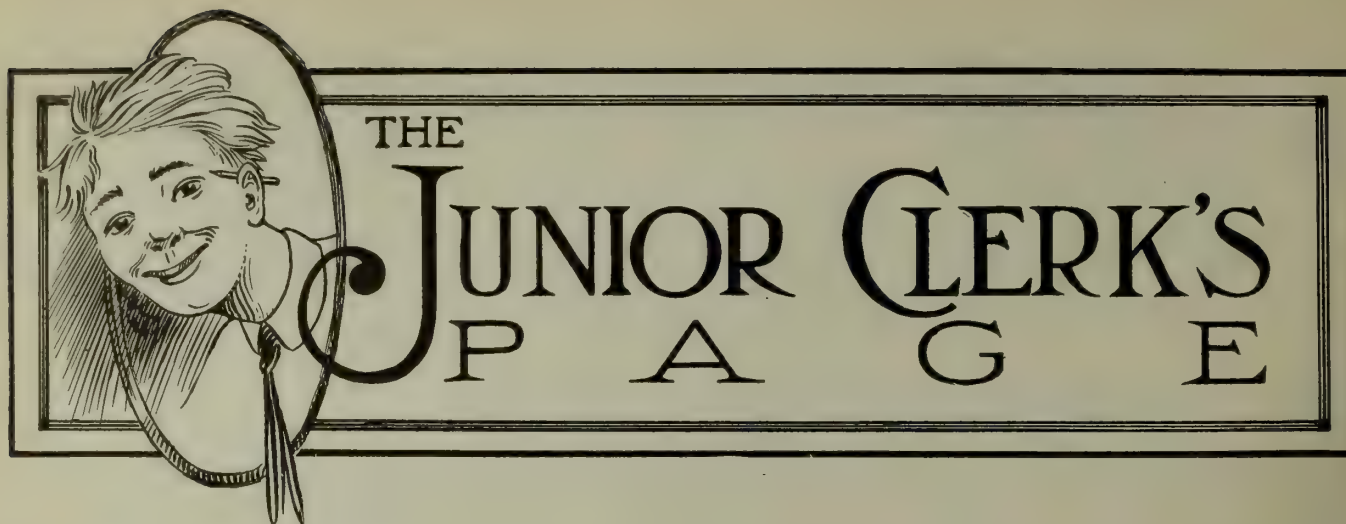
Hardware merchants should watch closely for errors on their freight bills. It is not an uncommon occurrence to detect errors in extension. All extensions, weights and rates should be carefully checked in order to prevent leaks.



## CANADIAN INVENTIONS PATENT-ED.

B. A. Ellison, Whitevale, Ont. lock nut; Edmond Garneau, Ottawa, Ont., heater for liquids; Henry Hughey, South Dudswell, Que., lock nut; William Johnston, Winnipeg, Man., grain tank; Arthur Marleau, Hawkesbury, Ont., shipping tag; W. F. Payne, Stratford, Ont., burner for oil or gas; Allen Tilley, Brockville, Ont., overshoe for horse; Victor E. Mitchell, Montreal, Que., fastener for sliding doors; Thos. McGregor Sibbald, Toronto, cash register; William Staples, Huntsville, Ont., lock for window. Iver Johnson, Vancouver, B.C., clothes line pulley; Esdras Rousseau, Montreal, Que., ash sifter; Geo. B. Bowen, Warkworth, Ont., valve for engines; William A. Fraser, Georgetown, Ont., flushing tank; Henry Holland, Hassett, B.C., animal trap.





## PROCESSES IN MANUFACTURING BASE BALLS.

There are three layers of woollen yarn over the centre of a modern base ball. For about an inch in thickness three-ply yarn of blue color is generally used. Over this is a thin layer of white two-ply yarn. The blue is again brought into use, but it is only one-ply.

Naturally it develops that something to cover the wool yarn must be used in order to keep it from unwinding. The ball must be solid, so that when it comes in contact with a bat the threads will not break or move out of place. It has been found that camel's hair stretched yarn is the best for covering the ball after the wool has been put on and the ball is the size desired. The hair is put on wet and when it dries a contraction takes place, making the ball more firm and at the same time solidifying it. Only a thin layer of the camel's hair is used, just enough to warrant the wool yarn keeping in position. After the drying process is over a very fine layer of specially made cement is applied by means of dipping the ball into the fluid. Then the ball is ready for the cover.

Most balls are covered with alum tan horsehide, the best material it is claimed, which has been found to be of good use for the hammering which a base ball gets. This is cut into its proper shape by means of pin dies, which also punch small holes around the edge of the hide to be used in the sewing. The ball is sent to the men doing the sewing, which, as stated before, requires work of the hand. Machines have been tried, but not one of them has proved equal to the task. The men who sew on the cover must be of experience and very capable in their work. This sewing process must be done with great accuracy. The work appears to be tiresome and rather tedious, and so it is. A man working at his fastest cannot do

more than from two to three dozen a day.

With the covers sewed on the finishing up process comes next. Naturally just after the sewing has been completed, the seams are rather rough. A good base ball, if one will notice, is smooth over the entire surface, including the seams. A pitcher, if he had to use a ball with rough seams, would not be able to do his best work as a bulge in the ball would make the fingers sore from the continual rubbing. Therefore, to do away with this, the ball is put in a rolling machine, which presses out the rough seam and makes the ball smooth all over. This done, the trade-mark is stamped, together with the guarantee, size and weight of the ball. The balls are then taken to the packing room, where they are wrapped in tissue paper and still further wrapped in tin foil. They are then sealed in pasteboard boxes and are ready for shipment.—Ex.

## TO REACH A GOAL.

It takes a little courage  
And a little self-control,  
And some grim determination  
If you want to reach a goal.  
It takes a deal of striving,  
And a firm and stern set chin,  
Especially if hardware  
Is the business you are in'

## REMARKS OF THE JUNIOR CLERK.

A man can knock and knock and still fail to make a hit.

\* \* \*

Starvation furnishes us food for thought.

\* \* \*

The most expensive thing in the world is getting even and it is hardly worth the price.

Silent contempt is responsible for many an unblackened eye.

\* \* \*

When a pessimist lives well in the present he howls about the future.

\* \* \*

Imagination is alright when it does not degenerate into day dreaming, then leisure moments become lazy moments.

\* \* \*

Some people are thankful for what they get and a lot of others should be thankful for what they don't get.

\* \* \*

Before answering a call to duty, most men want to know about the remuneration.

## NOT ENTIRELY.

"Have you lived here all your life?" asked a drummer of a lean, lantern-jawed Tennessee mountaineer, who stood idly leaning against a rail fence. The mountaineer shifted his weight from one foot to the other and replied: "Not yit."

## ANGLING FOR OUTSIDE TRADE.

The Rogers Hardware Co., Charlottetown, P.E.I., recently ran a full-page advertisement in the daily paper, in which some special offers were made. The heading of the advertisement ran: "Summer goods at prices away below your expectation—Read carefully through these columns. Don't miss a single item." The ad. was well set up, and a large number of illustrations were used. The following notice appeared in a panel: Special offer on purchases of \$10.00 and over. Try and make your order amount to \$10.00. By doing this we will prepay the freight from our store to any station on P. E. Island. We only prepay freight on cash orders.

# Morton & Co. Make Another Campaign

Mr. Watson, the Junior Partner Again Learns That Advertising Pays — This Time it is With Garden and Lawn Tools.

*Some few weeks ago Hardware and Metal ran a story telling how Morton and Co., hardware dealers, launched out on an advertising campaign. It was done on the suggestion of the senior partner, Mr. Morton, who wanted to clear out their stock of housecleaning lines. The junior partner, Mr. Watson, demurred, but the success of the sale convinced him. In the following account of their second sale, further proof was given of the fact that advertising pays.—Editor.*

Mr. Morton waited a week after the big housecleaning sale to see if his young, conservative partner would not suggest something in the way of a little special advertising. The immense success of the housecleaning sale forced Watson to admit there was something in advertising, but his natural objection to it held him back from pushing in the way Mr. Morton would like to have seen him push. So one morning Mr. Morton called him into his office and said: "What do you think about a little more special advertising Watson? Don't you think we can stand it?"

Watson hesitated, "Don't you think we're going along all right now Mr. Morton."

"Maybe, maybe," replied Mr. Morton, "but advertising is a sort of business persuader that you have to lay on pretty thick at times, and I think we'll have to take a little more as a sort of Spring business tonic. Call up the paper and order a third of a page for Saturday night's edition."

"But," replied Watson, "why not wait another week or two. We are——"

"We shall not wait another minute," broke in Mr. Morton. "The season is advancing and we've got a big stock. It has to be reduced. Order a third of a page. Let it be seven columns wide and a third of a page deep. It's the proper season to hustle out lawn and garden tools. Now here is about the way I want the ad. Run a line all the way across the top of the page in a big black face type about 42 point—  
**GARDEN AND LAWN TOOLS, ETC.,  
AT MONEY-SAVING PRICES.**

Now in about 24 point run this announcement:

"The spring is here and your garden and lawn is waiting for you. You cannot work it or do it justice without tools. We have everything you need, a spade to a wheelbarrow, and at money saving prices. This garden wheelbarrow is a sample. it has a well seasoned hardwood frame. Good pine sides and bottom. Iron wheel. All well painted and striped. Well hung and easy running. Special price

for Monday, \$2.00 each; and you'll have to hurry for there's only 50 at this price."

"Use a cut for the wheelbarrow and in single columns underneath the above heading use cuts for every article you advertise giving little more than the name and price. Digging forks, spades, shovels (round and square nosed) hoes, garden rakes, setting trowels, etc. Then for the lawn, advertise grass seed, edgers, lawn rakes, rollers, lawn mowers, lawn and flour bed fencing, lawn sprinklers and nozzles, shears and grass clippers, etc., etc.

"Get a sign for the front of the store and have the sign writer paint a big red wheelbarrow on it with a big \$2.00 on the side of it. Let the wording be something like this:

**BIG SALE OF GARDEN AND LAWN  
NEEDS.**

This Wheelbarrow \$2.00 Monday.

"Friday night dress both windows with garden tools and go over to Johnston & Co., the clothiers, and rent one of his figures for three days and put it wheeling the barrow. Price mark everything you put into the window.

"I'm going out of town over Sunday and won't be back till Tuesday noon. Now I want you to hustle this stuff and hustle it fast."

When Mr. Morton returned Tuesday noon he found a report of the sale lying on his desk. It started something like this: "Wheelbarrows all sold by 12 o'clock. 12 of them were 'phone orders. 50 digging forks sold by three o'clock and the entire list ran about like that.

Mr. Morton was more than pleased and Watson was very enthusiastic for another sale later.



## NOTED MARKSMAN JOINS DOMINION CARTRIDGE CO.

The Dominion Cartridge Company have secured the services of Lieutenant Frank H. Morris as a demonstrator of their products.

Lieutenant Morris is an old Bowmanville boy. He inherits his fondness for firearms from his father who represented Canada at Wimbledon in 1888. In 1904.

Lt. Morris joined the Bowmanville Rifle Team and a year later became a member of the 46th Regiment, qualifying five successive years for the Canadian Bisley team and winning four King's Badges. During this period he shot on Canada's Empire Team in England, making the highest score, a run of 23 bulls, which has never been equalled in this match. In the same year Lt. Morris made 37 consecutive bulls at 200 yards in a 6-inch bull. Shooting as a member of the Palma Trophy Team in Ottawa last fall he helped his mates beat all the world's records, and, with Sergeant Russell, of Ottawa, beat every other pair on the range by five points.

He has won the city of Toronto medal twice, the All Comers Aggregate and



LIEUT. FRANK H. MORRIS.

the Militia Aggregate in Toronto, the Dominion Silver Medal in Ottawa, and Walker & Sons special match. At Bisley he also won the Grand Aggregate and the Rapid Firing Championship of the British Empire. He secured a St. George Cross after shooting off a tie with two others.

These and many more triumphs with the rifle stamp Lt. Morris as one of the best shots in the Dominion. His work at the traps and in the field assure for him a brilliant future with the shot gun.

Lieutenant Morris's many friends wish him the very best success in his new undertaking.



# New Hardware Goods

## SASH MOUSE.

The Han-cot sash mouse here illustrated, is being offered to the trade by Handley and Cotterman, 164, North Wabash Ave., Chicago, Ill. The little device is used by carpenters for drawing sash cord through pulleys in window frames. It consists of a steel chain having a weight on one end and a fastener on the other. The fastener is a device made of one piece of steel, with a sharp point or spur for holding the end of the sash cord and drawing it through. The chain is made of steel and has no open links. The weight is made of lead and of the proper shape to readily go through the pulley. The total length is 59 inches and weight 3 ounces. It is claimed that it takes but an instant to insert the sash cord or re-

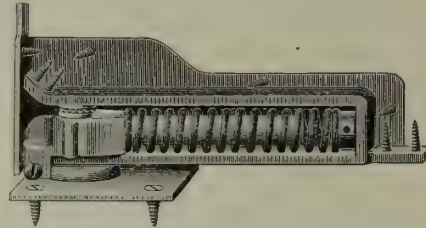


lease it from the fastener, and that it does away with the tedious tying and untying necessary when using the old-fashioned chalk line and piece of lead.

## IMPROVED DOUBLE ACTING HINGE.

The Standard Mfg. Co., Shelby, Ohio, are offering to the trade their improved standard double acting spring door hinge, here illustrated. It is claimed that in the new hinge friction has been eliminated to the minimum. The hinge frame is stamped from steel, the one end being provided with the usual tongue extension, and the other end provided with an improved method for fastening to the door. All bearing surfaces of the cam and spring plunger are made extremely large with long wearing surfaces as well as where the hinge swings upon the pivot pin. The weight of the door is carried upon steel ball bearings 1½ inches above the floor to prevent damage from grit and dampness. Spring tension adjustment is pro-

vided, convenient for regulating the tension of the spring after the door is hung; also door alignment feature is provided for bringing the door to per-



fect alignment at any time with jam or opposite door if in pairs. A special grease cup is provided in the cam, which furnishes abundant lubrication. They call special attention to the spring plunger, which is guided by the spring. Their construction is claimed to prevent the chucking noise when the door is swung back and forth, since the spring plunger is guided by the spring and swings with the spring. Side motion of the spring plunger is cushioned by the spring to assure quiet action. They also call attention to the construction of their hinge frame being open at one end and swinging upon a pin passing through the cam and connecting the frame at that point. The hinges are made to hold the door open when swung past 90 degrees. The side finish plates are of improved design, and can be quickly applied to the surface of the door. The finish plates will also cover any defect in cutting to fit the hinge.

## UNIVERSAL CEMENT.

Amberoid Co., New York City, are offering the Canadian trade through Caverhill Learmont & Co., Montreal, a new universal cement, claimed to mend anything even to leaky water or gas pipes. It is said to be tough and flexible and that parts cemented together with it will expand when warm and



contract when cold without loosening the joints. It is claimed to be acid proof, water proof, flexible and heat proof up to 300 degrees.

## AFRICAN HEMP ROPE.

The Plymouth Cordage Co., are offering through their Canadian sales agents, The Independent Cordage Co., Toronto, Canada, a new line of rope called Plymouth pine African hemp rope. The new rope is being offered as the next best rope to strictly pure Manilla of first quality. The strength is equal to the card strength given on their approximate strength card and the weight is said to be about the same as that of Plymouth Manilla.

## INTERCHANGEABLE TOOL.

The accompanying illustration shows Koeth's interchangeable tool kit which is manufactured by Currier-Koeth Mfg. Co., Cloudersport, Pa. It is a set of pliers, pincers and shear tools with one handle. It is simple, convenient and



compact and it is said that the heads are as easily and quickly changed as auger bits in a brace. The heads are tool steel, drop forged, ground tempered and highly polished. The handles are tool steel, drop forged, ground and polished. The length of the tool is from ten to eleven inches, varying with the different heads. A kit consists of 1 pair of handles and 6 set of heads. Various assortments of heads can be supplied. To operate kit take off nut on centre bolt, lift off top half of handle, remove heads by lifting up and out of recesses in handle. Put in any other set of heads desired, seeing they are down in the recesses of the handle, see that square shank on bolt is in position to enter square hole in top of handle; put in handle, then the nut.

Victoria, B.C.—Victoria Wall Paper and Paint Co., have suffered a loss by fire.

Oshawa, Ont.—A. T. Enlow, of the Stark Metal Co., Canton, Ohio, has joined the staff in the sales department of the Pedlar People, Ltd.

# Current News of Hardware Trade

## Hardwareman to Build.

Forest, Ont.—W. Lohead, hardwareman, will erect a large addition to his store.

## Put Fire out with Yellow Ochre.

Kerrobert, Sask.—Fire recently broke out in the Nicholson-Heritz Hardware Co. store in which Mr. Nicholson had his arm badly burned. The wires on the gasoline lights between the hardware and the adjoining store were disconnected for repairs and when lit in the evening one joint near the ceiling from the dividing wall had not been connected, the gasoline shot out in a stream and ignited from the store lights. The fire was extinguished by using yellow ochre, which was the nearest powder at hand and was considered more effective than water for that kind of fire.

## Enlarging Premises.

Sarnia, Ont.—An addition is to be built to W. Lohead's hardware.

## Move to New Premises.

Weyburn, Sask.—Fraser & Entienap, hardware merchants, have moved to their new premises in the Holder Building.

Sudbury, Ont.—Dingle & Alger, electrical contractors, with a store in North Bay, have opened a branch store in Sudbury.

## New Firms.

Kenton, Man.—J. A. Fraser has opened a hardware store.

Hamilton, Ont.—The Canadian Cottons, Ltd., are contemplating a \$28,000 extension to their factory.

Weyburn, Sask.—The M. J. Lumber Co., of Weyburn, are putting in branch yards at Broomhead and Tribune, on the C. P. R., west of Estevan. They will also handle hardware at Tribune.

Regina, Sask.—J. Fawcett, who has been representing the McClaskey Co. for some time, has decided to go into business for himself, and he and several others are establishing a factory in Regina for the manufacture of sheet metal products.

## Early Closing Items.

Merlin, Ont.—The stores of Merlin will close on Friday afternoons during June, July and August, commencing June 6.

Harrow, Ont.—The merchants here have agreed to close at 12 o'clock every Thursday afternoon during June, July and August.

## Fire Losses.

Canora, Sask.—Fire at the rear of D. Hall Sutherland's hardware store did damage to the extent of \$700.

Edmonton, Alta.—Fire in A. Priere's hardware store and wareroom caused damage to the extent of \$8,000.

## Industrial Items.

Neustadt, Ont.—The by-law to loan the Neustadt Furniture Co. \$6,000 for the erection of a new furniture factory carried by a vote of 78 to 4.

Ingersoll, Ont.—By a vote of 432 to 111 the ratepayers have approved a by-law to loan \$20,000 to the Standish Manufacturing Co., of Toronto, which will establish a factory here.

Bridgeburg, Ont.—The Monarch Belt Co., of Buffalo, proposes to establish a factory here for the manufacture of all kinds of belting. A ten-storey factory, covering several acres, will be erected, and several hundred hands employed.

Hamilton, Ont.—The Dominion Steel Castings Co. intend to spend \$90,000 in building a 65 x 140 addition to the finishing and annealing plant, of steel-concrete construction. Considerable additional machinery will also be installed.

Windsor, Ont.—Windsor ratepayers have endorsed by-laws granting concessions to the Swedish Crucible Steel Co., Kelsey Wheel Co., Detroit Steel Products Co., and Vincent Steel Process Co., all of which will establish factories in this city.

Preston, Ont.—The Preston Chair Co., Ltd., has been organized, and proposes to erect a three-storey brick factory, 40 x 150, with boiler house and dry kiln addition, for the manufacture of high-grade chairs. The company will employ 30 hands. Concessions asked from the town include a free site and a loan of \$15,000.

## Business Changes.

Edam, Sask.—F. J. Clark is reported having sold out.

Carstairs, Alta.—Hammil Bros. are reported as having sold out.

Connington, Ont.—W. A. Matthews has sold his hardware business.

Chatham, Ont.—J. A. Kink has sold his hardware stock to D. H. Douglas.

Winnipeg, Man.—Reubin & Co. have purchased the stock of Estate of Pearl Genzer.

Nanaimo, B.C.—Morrison & Bogle have purchased the Nanaimo Sheet Metal Works.

Sutherland, Sask.—Becker's departmental store are going to discontinue the hardware department.

North Vancouver, B.C.—Clarke & Nersey have taken over the hardware business of Patterson & Goldie.

Asquith, Sask.—Pickett & McGun have purchased the hardware stock of the Griffith estate from T. W. Mather.

Regina, Sask.—The hardware business of Dunlop & Munro has been purchased by Dr. Duffet, of Broadview.

Milden, Sask.—Gimby & Hashett, hardware and implement dealers, have dissolved partnership. F. L. Gimby will continue to run the business.

## Personal Notes.

Mr. Richardson, of Caverhill, Learmont & Co., Montreal, is spending a few days in Toronto this week.

Welland, Ont.—Jas. J. Hickey, for a number of years superintendent of the Supreme Heating Co., Welland, has resigned.

Estevan, Sask.—W. R. Reid, of Souris, has come to Estevan to take charge of P. C. Duncan Co. hardware department.

A. A. Bittues, manager of the Gillette Safety Razor Company, left on Monday evening on a business trip to the Pacific Coast.

Milton, Ont.—Miss Hazel Warden has accepted a position as stenographer with Wood, Vallance & Adams, wholesale hardware, at Calgary, Alta.

Bernard Green, who has for some years been chief of the office staff of Nova Scotia Steel Co. at Wabana, has been promoted to the head office of the company in New Glasgow, N.S.

Chatham, Ont.—Wm. Heddle, formerly connected with the J. C. Wanless hardware store here, passed away last week at Fort William, aged 40. He leaves a widow, two sons and one daughter.

W. S. Sampson, for many years manager of the Gananoque Spring and Axle Co., has been appointed managing director of the Steel Products of Canada, Ltd., an amalgamation of several Ontario spring and axle companies.



# Optimism is More Generally Shown

Conditions Seem to Have Improved—Building is Proceeding in the West in Satisfactory Volume—Opinions From Various Manufacturers Show That Confidence is Growing—The Financial Situation.

The past week has not brought forward any developments in the business situation of any note. Whatever change has taken place has been in the nature of an improvement. Reports from Western points are decidedly more cheerful. Business is more brisk in wholesale and retail circles in the Western provinces and, although the financial tightness is still felt, it is believed that the turn for the better is permanent.

Manufacturers who have vouchsafed opinions have shown some divergence. A number are most pronouncedly optimistic and confident; others are inclined to speak with caution and to advise temporary retrenchment. On the whole, the opinions secured have been of a nature to renew complete confidence in the soundness of the situation at bottom.

It is generally quoted as a fact that the hardware field is feeling the effects of the money tightness less than any other. Hardware lines are necessities and it is the luxuries which are cut off when people begin to feel the pinch of hard times.

## Increases Are Large.

One manufacturer writes: "We are doing fully as much business as we had expected before the financial stringency developed. Our increases are larger than last year and we expect to continue just as well as we have done so far. All our branches are well ahead, including our Western branches. We certainly have no reason to complain."

## Collections Good.

A large hardware firm state that their collections this year are better than ever before.

There is a good reason for this, however. Seeing that a period of tight money was at hand the company started in to systematically push collections before the pinch was felt. The result was that they got a large share of their collections made before the situation had developed much beyond the normal.

## Lots of Building in West.

Speaking of conditions in the West, a contemporary says:—

"The wholesale hardware merchants report a steady increase in the movement of general lines and builders' materials. The outlook continues favorable for activity in this line during the summer. There seems to be now no doubt that the amount of building in Winnipeg, and most other parts of the West, this year will compare favorably with the total for 1912, notwithstanding all that has been said about the effect of tight money on the building trade."

## Basic Conditions Healthy.

Under the caption "Basic conditions are healthy," The Financial Post says:

"In so far as the business outlook is concerned the very best thing, that could happen, is happening. There is a decided tendency to limit expenditure on capital account and to live and conduct business on a more economical basis. During the week investigations

## THE CROP OUTLOOK.

*Over the entire Dominion the crop prospects for the time being are excellent. In the West the cereals generally are seeded and they have had a good start at a normal period of the year. During the middle of May the temperature was rather low, but that is not unusual. The last ten days of May were, however, very favorable for growth and a rapid change took place in the appearance of the entire Western grain crop. The area under wheat this year will be greater than last year. The crop gets a normal start and has a normal chance of materializing.*

*In the Eastern provinces the crop outlook is generally satisfactory and the reported damage to fruit by frost has turned out to be but slight.*

carried on by The Post have brought to light a further tendency on the part of the public to dispense with luxuries.

"A contraction of credit is following some undue expansion. Its ultimate effects will be very salutary from a business standpoint inasmuch as it will leave business generally on a much sounder basis. This contraction is being effected without undue hardship and with a business mortality not very serious.

"Though complaints of tight money are very general, and as at last week, more pronounced in the West, reports from industries continue to be of a very hopeful character. Even in the West the jobbers report collections as being somewhat better and they are not very much below normal in the Maritime provinces. Some building operations are being held up for lack of money, but it is astonishing that so

much building is going ahead and in volume it will equal that of last year. It seems to be quite apparent that some building permits have been taken out in the hope that money would be available and it has not been available. But the permits taken out last year are being implemented to a very great extent during the present summer. Building supply men state that business with them is satisfactory.

"With factories, tradesmen, railways and shipping as busy at the present time as they were last year there does not seem to be very much ground for taking a pessimistic view of the future. So long, however, as money remains as high-priced and tight as it is to-day there will not be very much available for capital expenditure. The action of the government in being liberal with subsidies for railroad companies should have a good effect. That policy will relieve the business mind of any fears as to the continuance of railroad construction during the coming summer. As it is there may be some delay in proceeding with the construction of branch lines for which provincial guarantees have been offered but on the main lines there will be no effort spared to complete them at the earliest possible moment. It may be well to keep in view the fact that railway construction during the next few years may not be as active as it has been during the past two or three years. If money remains high-priced the managers of the various companies may not be disposed to commit themselves to onerous obligations which current conditions would impose on them.

Toronto, Ont.—A slight fire occurred at the factory of the International Varnish Co., at Gerrard and Carlaw Ave., but was extinguished before much damage was done.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

Reports generally are quite satisfactory, although in some lines the volume of business done has fallen off. This is felt chiefly in strictly summer lines and is due to the unseasonably cold weather. Just as soon as a spell of really warm weather is felt, the demand will show an immediate stimulation, so that no uneasiness is felt on the score of lack of activity.

The market prices have for the most part remained firm with few changes. What changes have been made have largely been in a downward direction. Sash cord is down  $1\frac{1}{2}$ c per lb., and hay wire is down 5c. Toronto reports a rather striking drop in the price of several metals. Tin has declined 2 cents and lead is also down. It is believed, however, that the decline in each case is purely temporary.

Collections are reported to be improving. Altogether, the financial situation is much more reassuring than at any previous time this year.

### MONTREAL.

Montreal, June 4.—The trading in wholesale hardware circles continues unabated, and the week past has seen only two changes of note in prices of shelf goods.

These are a reduction of one and a half cents per pound in sash cord, which is now on the new base of  $28\frac{1}{2}$ c, instead of 30c per pound as formerly.

Soldering copper has been reduced about 10 per cent.

Hay wire is down 5c on all sizes, and the new prices are: No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.55, f.o.b., Montreal, Hamilton and Toronto. These prices are for less than car lots, while prices for car lots are 5c less than the above.

Bake pans are up a little.

Fishing tackle of all kinds is in good demand in both wholesale and retail circles. Prices are the same as previously quoted.

### Electrical Devices.

The demand for electrical devices is quite heavy this week. 14-inch electric fans are quoted at \$13.50 each; electric toasters are selling at \$2.75 to \$6.00 each. Electric irons are quoted at \$3.00 to \$4.50 each. No. 6 dry cells, 125 in a barrel, are quoted at  $18\frac{1}{2}$ c each. Electric washing machines are selling exceptionally well this year.

There is quite a demand for fly poisons and fly traps, and in this connection it is interesting to note that one of the leading wholesale houses this week received an inquiry from Bulgaria, Europe, for fly traps and sticky fly paper. It is possible that there is a big demand for these in active warfare for

the purpose of tangling up the enemy.

The demand for refrigerators has been curtailed a little by unfavorable weather, and wholesalers' stocks are getting back to normal. The demand for refrigerators this year has beaten all records, and inquiry in retail circles elicits the fact that the demand is for a better grade this year than formerly. Refrigerators retailing for \$14.00 up are the taking ones this season, although there is still a fair demand for the cheaper grades, but the public are coming to see that it is more economical to buy a better built refrigerator than a cheap one, as the saving in ice bills more than makes up the difference.

### Radiators Selling Well.

The demand for radiators and water boilers is very heavy owing to the fact that the buildings now in course of construction are far enough advanced to

permit the installation of the heating apparatus. The demand is simply enormous for this season of the year, and the business now in sight assures us of a larger business this year than ever before, even in spite of the stringency in the money market, which has curtailed construction to a considerable extent.

Heavy ranges are selling fairly well, but the demand is a little quieter this week than last week. The booking of orders goes along satisfactorily and promises well for the coming months.

Gas ranges are in good demand, as well as oil stoves.

Like radiators the demand for furnaces is picking up, as the houses are far enough advanced to permit of their installation. Prices are unchanged.

### Will Overcome Shortage.

Poultry netting is still short in several sizes, but the factories are getting caught up with their orders, and it is thought that the shortage will be overcome by the end of the month, but this will be rather late, as the demand for poultry netting is practically over by the end of July. Wire cloth is short in several sizes, and it is practically impossible to fill orders out of stock, for the simple reason that wholesalers haven't the full complement of sizes. Several orders have been cancelled during the past week for this reason.

### Metal Markets Declining.

The metal markets declined quite sharply during the past week in sympathy with the financial markets, but it is thought that the slump is only temporary, and for this reason the prices

## PRICES QUOTED BY TORONTO JOBBERS

Harvest tools .....	50% discount
Special brands .....	47½%
Snathes .....	35%
Scythes .....	6.00 to 10.50 doz.
Poultry Netting .....	50%
Screen Wire Cloth, 100 ft. rolls .....	1.55 per hundred sq. ft.
Screen Wire Cloth, 50 ft. rolls .....	1.60 per hundred square ft.
Pure Manilla Rope .....	17c base
British Manilla Rope .....	13c base
African Hemp .....	13c base
Sisal .....	12c base
Lawn Swings .....	3.75, 4.25, 5.50
Wire Nails, small lots .....	2.40 base
Folding Garden Seats, 3½ ft. long .....	10.00 dozen



of metals on the local market have not followed the decline.

There is no change in the price offered for old material.

**Tin.**—The London market for pig tin slumped to £212 5s to-day for spot tin, while last week the price was £221 10s. The sellers are averse to quoting futures in tin, and the whole market is concentrated on the spot market. The New York market for pig tin is \$46.60, which is a decline of 1½¢ per pound to-day. Last week the price quoted was \$48.90 for round lots, and \$49.12½ for small lots. The local market is steady at \$54.00, but is weak and waiting to see the outcome of the financial slump.

**Copper.**—The London market quotes to-day £67 2s 6d, which is a decline of £1 5s from last price, which was £68 7s 6d. The New York market is off 20¢ per cwt., with quotations steady at \$15.15 per cwt. The local market is steady at \$17.75.

**Lead.**—The lead market weathered the gale better than any of the other metals, as it experienced a decline of only 5 shillings, and it is expected that this will be recovered before the week is out. The local price is steady at the advance quoted last week, namely, \$5.25 for domestic and imported pig lead, and bar lead \$5.75.

**Spelter.**—The English spelter market is down 2s 6d, and the St. Louis spelter is off 7½¢, but the local spelter holds firm at \$7.00.

**Pig Iron.**—There is no change in the local market on pig iron or bar iron, and the market is entirely devoid of interesting features, but not so with the English market, which has declined 9s, selling at 58s 9d.

Antimony and aluminum are quiet and unchanged.

## TORONTO.

Toronto, June 5.—Toronto hardware jobbers and metal merchants have experienced a slight falling off in business during the past week. This may be partly accounted for as far as hardware jobbers are concerned by the recent cool weather and the fact that the majority of the orders booked for spring delivery have been shipped. Such lines as refrigerators, rubber hose, ice cream freezers, hammocks and other lines have received a temporary set-back by the cool weather, but this business will come with a rush on the advent of hot weather.

Metal markets are a trifle quiet and caution is being observed in buying. Some price declines have been noted during the week. In face of the fact that metals have declined, the adherent position is not unaltered.

The greatest decline of the week has taken place in the price of tin which has declined 2¢ per lb. and is now quoted in Toronto from 48¢ to 48½¢.

Paint manufacturers and jobbers are busy. Stove manufacturers are very busy in summer lines, and are shipping large numbers of gas ranges, plates, oil and gasoline stoves, etc. The cool weather has caused a slight falling off in the orders for oil and gasoline stoves, but there is a very heavy demand for gas ranges.

A slight improvement has been reported in collections in Ontario.

Toronto retailers are very busy. The manager of one of Toronto's largest retail hardware firms stated to a representative of Hardware & Metal that their business up-to-date this year is much in excess of that in the corresponding period of last year. The builders hardware departments may be temporarily affected by the carpenters strike which involves 5 or 4 thousand men.

Copper remains unchanged and is still quoted from \$16.10 to \$16.25.

Spelter is unchanged and is quoted at \$7.00.

Solder is still being quoted at 28¾¢ for half and half, but the market is easier.

## Lead Pipe, Etc.

In our last issue we noted an advance in the price of lead pipe. Toronto dealers are quoting lead pipe at 7½¢ less 10 per cent.; lead waste pipe 9¢ less 10 per cent.; traps and bends remain 40 per cent.

Aluminum is quoted at 24¢ and iron and steel are unchanged. There is still a scarcity of some lines of iron and steel. Only a limited amount of business is being done in pig iron and steel. Iron pipe is in fairly good demand at the quotations published last week.

## Nails, Wire, Etc.

Wire nails are still quoted at \$2.40 base in small lots, but much lower quo-

## PRICES ON SEASONABLE GOODS

Painters' Trestles, 6 ft. ....	1.50 ea.
Painters' Trestles, 8 ft. ....	2.00 ea.
Painters' Trestles, 10 ft. ....	2.50 ea.
Painters' Trestles, 12 ft. ....	3.60 ea.
Painters' Trestles, 14 ft. ....	4.20 ea.
Painters' Trestles, 16 ft. ....	4.80 ea.
Painters' Trestles, 18 ft. ....	5.40 ea.
Painters' Trestles, 20 ft. ....	6.00 ea.
Common Extension Ladders, up to 32 ft. ....	13c ft.
Common Extension Ladders, 34 to 40 ft. ....	15c ft.
Roped Extension Ladders, up to 32 ft. ....	15c ft.
Roped Extension Ladders, 34 to 40 ft. ....	17c ft.
Roped Extension Ladders, 42 to 50 ft. ....	19c ft.
Roped Extension Ladders, 52 to 60 ft. ....	22c ft.

Some of the summer lines have not been moving as rapidly as might be desired, but a decided improvement will take place with a little warmer weather.

There is a good demand for electrical appliances and household goods.

## Decline in Tin.

A decline of 2¢ per lb. has taken place in the price of tin during the past week, and the ruling price in Toronto is \$48.50.

## Copper Unchanged.

Toronto quotations still range from \$16.10 to \$16.25. The demand is fair.

The corner in Middlesboro pig iron has been broken and a decline of \$2.00 per ton is noted. This is merely a development of a speculative issue and must not be construed as an equivalent drop in merchantable pig iron.

## Decline in Lead.

Lead has declined 10¢ per hundred lbs. on the Toronto market.

tations may be obtained for larger quantities. Cut nails are quoted at \$2.80 base. Poultry netting remains at 50 per cent. Screen wire in 100-ft. rolls \$1.55 per hundred sq. ft.; 50 ft. rolls \$1.60 per hundred sq. ft. Hay baling wire has declined 5¢ per hundred lbs.

## Decline in Sash Cord.

Sash cord is now quoted at 28½¢, the former price being 30¢ lb.

Pure Manila rope is still 17¢ base; African hemp 13¢ base; British Manila 13¢ base; Sisal 12¢ base; binder twine, 650 ft. to lb., 12½¢ lb.; 600 ft. twine, 11¢ lb.; 550 ft. twine, 10¢ lb.; 500 ft. twine, 9½¢ lb.; ¼¢ lb. allowance on 5 tons or over; ½¢ lb. allowance on 10 tons or over. Lath yarn, single, quoted at 11¼¢ and double, 11¾¢. Sisal bed cord, 48 ft. at 72¢ doz.; 72 ft. at \$1.08 per doz.

## Harvest Tools, Shovels, Etc.

Harvest tools are quoted at 50 per



cent. discount; special brands at 47½ per cent.; snathes, 35 per cent., and scythes, from \$6 to \$10.50 per dozen. Shovels and spades are unchanged, and discounts on same may be seen in current market quotations.

Washing machines and wringers are in good demand at 20 per cent. discount. List prices are shown in current market quotations.

#### Woodenware, Etc.

Clothes bars 4 foot are quoted at \$4.25 doz.; 5 ft. at \$5.50 doz.; 6 ft. at \$7.25 doz.; ironing boards, 12 in. x 60 in. at \$5.75 doz.; 14 x 60 at \$6.25 doz. There is a good demand for all kinds of woodenware.

#### Belting, Lacing, Etc.

Extra leather belting is quoted at 60 per cent. discount; standard leather belting 60—10 per cent.; cut lacing 95c lb.; lace leather in sides 85c.

#### Screws.

Flat head bright screws are quoted at 85—10 per cent.; round head bright 80—10 per cent.; flat head brass 75—10 per cent.; round head brass, 70—10 per cent.

#### Refrigerators, Freezers, Stoves, Etc.

The cool weather has caused a slackening in the orders for summer goods. Refrigerators have not been moving rapidly, but warmer weather would soon cause a rapid sale of this line. Ice cream freezers are moving in fairly good numbers. Summer oil stoves are being sent out in large numbers, but the recent cool weather has placed a temporary check on orders. There is a big demand for gas ranges, plates, ovens, etc. Enamelware and tinware manufacturers and jobbers are very busy and the volume of business being done in this line is very large. Quotations are unchanged and firm.

Galvanized wares such as tubs, pails, garbage cans, etc., are in good demand.

Household goods are selling in large quantities. There is always a heavy demand during the month of June. Hardware merchants in many places are adding household goods departments to their hardware stores.

#### WINNIPEG.

Winnipeg, June 24.—Financial conditions throughout Western Canada have improved slightly during the past week and business men declare that money has become slightly more plentiful and that payments are improving. Seeding is practically all completed and the recent rains though they have not been very heavy have been pleasing to the farmers. The weather in Manitoba has become more seasonable since last review. For some days it has been quite hot, but after the long cold spell this has been enjoyed. There is a more confident feeling in trade generally.

The hardware jobbers declare that business is picking up and that they are well pleased with the season so far. Dealers in builders' supplies found a little restriction in their line, but orders were more numerous towards the close of the week and the outlook was steadily improving. The scarcity of money and the continued cold and wet conditions caused considerable anxiety for some weeks, but now that the weather has so much improved, those in business are more cheerful and expect there will be a rush that will almost make up if not equal the trade they would naturally have experienced had general circumstances been more equal.

Farming and gardening tools continue in active demand and the various materials necessary for farmers are being rapidly disposed of by firms. Wire fencing is going at a rapid rate. Firms handling screen doors, poultry netting, awnings, and other summer requirements of that nature are busy catering to the trade both in this city and in the country. Hardware dealers sell cement rapidly. There is an enormous amount of cement used throughout Western Canada each season and the demand for it is becoming greater month by month. Concrete is used to a large extent in the foundations of buildings as stone in the West is not so common as in other parts of the country.

The other lines remain steady and an improving demand is reported all through this part of the Dominion. Storekeepers and firms feel confident that it is only a matter of a very short time before money will begin to appear more easily. Millions of dollars worth of building permits have been issued this year and the business men in other lines cannot see how so much money can be placed in circulation without its influence soon becoming noticeable. The farmers, now that the seeding is over, are feeling more at ease as they realize that their land is fast making money for them, and in a few months they will obtain thousands of dollars from the sale of their grain.

With this in view they are more disposed now to spend what money they have under their control and this fact also lends its influence to the improving business.

#### A NEW STORE PLANNED ON MODERN LINES.

(Continued from page 37.)

measure about 18 x 24 inches and are made during spare time out of empty packing boxes. They are painted yellow with black lettering.

The painting and lettering is done by Mr. Moxon and his employees during their spare time. In order to have the lettering even and attractive Mr. Moxon secured from a local printer a set of letters printed on heavy cardboard. With these letters as guides, he outlines each letter on the sign board with lead pencil, it is then an easy matter to fill in the lettering with black paint. The same colors, yellow and black, are used on all Moxon's signs and they may be seen in fences and trees for five miles in each direction out of Picton. A certain number of new signs are put up each week. As the seasons change, the signs are taken down and repainted, at the same time, changing the advertising to apply to seasonable lines. Mr. Moxon says that, although there is considerable work attached to this style of advertising, he finds that it pays him well and that a few days after he puts out a new lot of signs he always receives enquiries from farmers for the lines advertised. Seasonable lines are always featured. Among the lines being featured at the present time are oil stoves, ovens, paris green, paints, garden tools, haying tools, etc. The signs are inexpensive and a large amount of spare time can be worked into this method of advertising.

Space is also used in the local newspapers.

#### AN ATTRACTIVE DISPLAY.

A very attractive display appeared in a London, Ont., hardware store window recently. The bottom of the window was covered with sod representing a lawn. The window contained two lawn mowers, grass catchers, hedge shears, grass shears, turf edgers, lawn trimmers, coil of hose, sprinklers, hose reel, lawn rake. The window presented a very attractive appearance and dealt entirely with goods used in keeping up an attractive lawn.

It is usually the lazy chap who is too busy for anything extra.

A clerk's value can't be any better than his power of digestion.

#### SEND IN HOLIDAY DATES.

*At the request of a large number of travellers, we are asking hardware merchants to kindly inform us if the weekly half holiday is being observed in their town or city, and on which day of the week. Replies from hardware merchants will be greatly appreciated.*

Place .....  
Weekly half holiday is observed here on .....  
Name .....



# Methods of Retailing Paints and Varnishes

## Creating a Larger Demand for Paint

**Salesmen Should Keep Their Eyes Open for Prospects—  
How One Clerk Landed a Big Order by Clever Attention to  
the Purchaser of a Small Order — Something About the  
Style of Salesmanship Required.**

When a customer makes a purchase in your paint department do you simply serve him and allow him to walk out of the store or do you in a friendly manner try to find out what the future prospects for selling him more paint are? Do you try and interest the customer in other lines by drawing his attention to them?

To illustrate how a little friendly inquisitiveness will sometimes assist in getting an order, I will cite an instance that occurred a short time ago. A lady was in the paint department of a hardware store purchasing a half pint can of mahogany varnish stain, the price of which was 30c. The salesman also sold her a brush at 25c to apply it. That was all the lady required that day but the live salesman was looking for future as well as present business so he enquired in a friendly manner if the lady contemplated painting her house or doing other painting around the house that season. She replied that she had been thinking a little about painting her home but she did not know whether to do it that season or not, she stated, however, that her house needed painting. The salesman without appearing too anxious to make a sale began to explain the advisability of painting that season rather than leaving it for the next year. He pointed out that less paint would be required than if the job was left for another year, also that the house would appear much more attractive in appearance, and last but not least he mentioned the great preservative powers of a good ready-mixed paint. He also showed the lady a book of paint suggestions, showing the various colors and trimmings that could be used with good effect. The lady promised that she would think it over for a day or two and she left the store carrying with her a paint booklet and some other painting suggestions that were supplied by the manufacturers for distribution to the retail trade. Before the customer left the store the salesman secured her name and address, at the same time telling her that he would get the manufacturer to send her some further information regarding the im-

portance of painting and of using good material.

He forwarded the name to the manufacturers along with others he had obtained in the same manner and beside each name he mentioned the nature of the painting in which each one was interested. Two weeks later the salesman was again visited by the lady customer and after a little talk and offering suggestions in selecting suitable colors he secured an order for \$28.00 worth of paint and \$3.00 worth of brushes. The customer also purchased other materials for thinning, etc.

This is only one instance of many of a similar nature that have occurred in the store where this salesman is employed. While he appreciates the value of the small orders received, he always figures that the person making a small purchase will sooner or later be interested in a much larger purchase in the paint department.

It is quite true that the salesman talks to many customers who do not purchase as promptly as the one here mentioned, but, supposing he secured two or three extra orders each week from employing these tactics, he adds a nice increase to his regular sales. This salesman does not annoy customers by being over persistent but tries to show them in a business-like manner the economy of using paint. When he finds out that a prospect is slightly interested in the subject of painting, he does not start in immediately to boast about his paint being the best that was ever made or that it is the only paint that will give satisfaction, a fault often found in salesmen. This clerk starts in to show the customer what a desirable and economical commodity paint is, and after making the customer feel that it will be to his ((the customer's)) advantage to purchase paint, the salesman then points out the quality, covering capacity, etc., of the paint he is selling.

If the salesman quoted in this incident had not made an effort to find out whether or not the customer would be interested in other paint materials later on, the chances are that the house would

have remained unpainted for another year or possibly some other ambitious salesman would have got the prospect interested in another line.

There are some salesmen who start a plan of prospect hunting among their store customers but give up because they do not meet with success the first few times they try out the plan. To be successful in this method of selling paint and obtaining prospective paint purchasers, the clerk must be persistent and keep "everlastingly at it." He must not become discouraged because the first few customers are not willing to paint their houses at his suggestion, but if he keeps to his task and makes enquiries of each customer, regarding their paint needs, he will find that in the course of a year he will be able to show enough increase in his paint sales to amply repay him for the extra effort expended in this method of getting extra business. In following out this plan the salesman should take care not to bore the customer or to show annoyance if the customer does not always agree with the salesman's argument.

Proper display of the goods in the paint department will often be the means of arousing the customers' interest and cause them to ask questions. This gives the salesman a good chance to explain the uses of the lines enquired about. There should not be too much talk in trying to close up a sale. It is not always the man that talks most that produces the best results. The customer should be given a chance to ask questions. The successful salesman is the one who knows what to say and when to say it and who gives the prospect a chance to think and let some of the argument sink in. A single customer gained by extra effort on the part of the salesman will often mean the gaining of other customers. A newly-painted house usually causes other house owners in the same neighborhood to consider the advisability of painting and they naturally make enquiries as to where the paint was purchased.

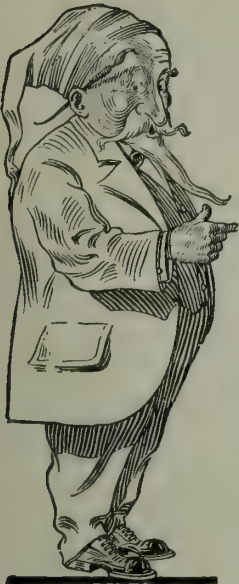


### APPOINTED SALES AGENT.

The Smith Hardware Co., Ltd., of Montreal, P.Q., have been appointed sales agents for the province of Quebec and Maritime Provinces for The Ware Co., of Oakville, Ont., manufacturers of aluminum ware.

# CALCIMO

## THE SANITARY WALL FINISH



Calcimo is in dry powder form and requires only mixing with cold water to make it ready for immediate use.

Calcimo will not peel or crack if applied to a solid surface.

Calcimo is the only Kalsomine soluble in cold water that can be re-coated.

Calcimo will not rub off.

### Satisfy Your Customers---Increase Your Business

A satisfied customer is your best advertisement. Recommend CALCIMO to the first inquirer. It gives that soft velvety effect so desirable. It will not show laps for it works cool, giving plenty of time for spreading. Your customer will learn to rely on your judgment, and his subsequent business will be yours. It will pay you to stock CALCIMO.

We have the exclusive sale of this product in Western Canada. Any inquiry will receive our prompt attention.

## The Winnipeg Paint and Glass Company, Ltd.

"Everything for a Building"

WINNIPEG

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

Calgary Paint and Glass Co., Ltd.  
CALGARY

### The Same Goods, Same Label But a New Selling-Plan

OUR present dealer's proposition offers you the same high, uniform, reliable quality; the same consumer advertising, back of the well-known label.

It offers all that has made Berry Brothers' the leading varnish line through fifty-four successful years.

But it also offers a new basis of profit-making and increased business for one live dealer in every business center.

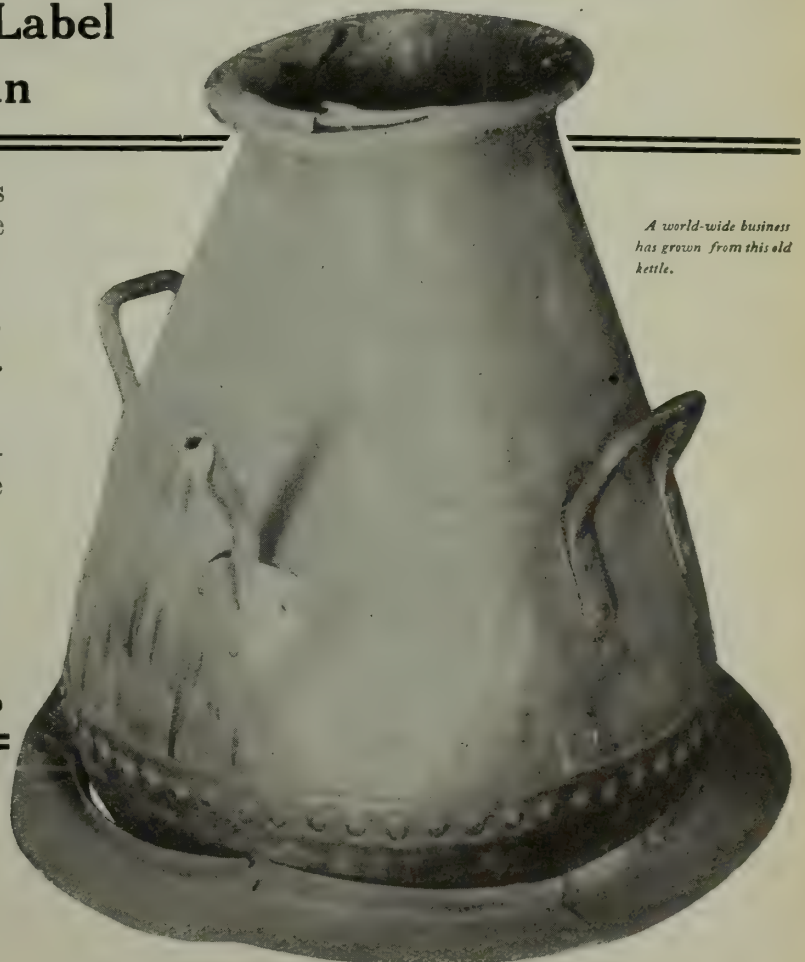
This is something YOU ought to know about.  
Your inquiry will place you under no obligation whatever.

### BERRY BROTHERS

The World's Largest Varnish Makers

WALKERVILLE, ONTARIO

# BERRY BROTHERS' VARNISHES



*A world-wide business  
has grown from this old  
kettle.*



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, June 4.—The paint and oil business is very active and the sales for the month of May, 1913, were away ahead of the sales for May, 1912, and there seems to be no letting up in the demand.

Prices remain the same as last week with very little to indicate any change in the near future, although the market has a slight tendency to reflect the slump in the stock market.

White Lead.—The decline in the pig lead market has postponed the anticipated advance in the white lead, but nevertheless the market is very firm and liable to advance with the recovery in pig lead. The demand for white lead continues very heavy and prices are being maintained at \$8.25 per cwt.

Whiting.—There is no change in whiting and the demand is fairly heavy.

Mixed Paints.—There is no change in the price of mixed paints, but prices are very firm, owing to the heavy demand which is beating all records. The rainy weather usually curtails the demand to a certain extent, but orders keep right on "a'coming" even though the clouds hang low. Retailers are featuring mixed paints very strongly these days.

Linseed Oil.—The price remains steady at 60c for raw and 63c for boiled. The price is very firm at this level and an advance has long been looked for, but it looks like as though it will be some time before it arrives.

There is a big demand for gasoline and the oil companies are finding it difficult to fill all the business offered. The price is firm at 27½c in single barrels and 24c in drums. The increased popularity of the motor car, truck, and boat is developing an immense demand for motor gasoline.

The demand for other oils is very heavy, but prices remain unchanged. Petroleum is steady at 17c, with Pratt's Astral at 21½c and benzine is the same at 27½c per gallon in single barrels.

Turpentine.—There is no change in ordinary turpentine which is steady at 60c per gallon in single barrels, but the extra refined is lower at 62c. The demand is heavy and prices are inclined to be firm.

Glass.—The price of glass ex-store is the same and there is very little likelihood of prices advancing as import shipments are coming along in good quantity. The arrival of import shipments tend to curtail the demand from stocks in hand and if these shipments continue to arrive, there will be no shortage of glass as feared, thus precluding any advance in price from this source. It is stated that there is considerable congestion

on the the Antwerp wharves, owing to the fact that the passenger traffic is receiving the preference from the steamship companies. This may have some effect on conditions here later on by delaying shipments.



## TORONTO.

Toronto, June 4.—A good volume of business is being done by paint manufacturers and jobbers. The retail trade is very busy. Quotations are unchanged. There has been a big demand for turpentine in Toronto. Oil is moving freely. White lead is unchanged, but some dealers have been looking for an advance in price on account of the recent advances on the English market. Glass is in fair demand for this season of the year, and quotations are unchanged.

The ruling quotations on linseed oil at present are as follows: 1 to 2 barrels, raw, 60c per 9 lbs.; boiled, 63c per 9 lbs.; 3 to 5 barrels, raw, 59c per 9 lbs.; boiled, 62c per 9 lbs.; 6 to 9 barrels, raw, 58c per 9 lbs.; boiled, 61c per 9 lbs.; 10 barrels and over open. Oil for less than 1 barrel 7c per gallon additional to all points; 5-gallon cans, 50c each; 10-gallon cans, 75c each. It is rumored that some price-cutting has been going on, and that even closer prices than the above have been quoted in some instances.

### Scarcity of Turpentine.

Turpentine.—The ruling price is still 60c per gallon in single barrel lots, although 59c has been quoted by one dealer. There has been a scarcity of turpentine in Toronto during the past week, and although jobbers have been able to fill orders, there has not been any surplus as usual.

Conditions in the South are unsettled, and it is hard to predict what future prices will be. One jobber states that turpentine is lower now than it has been for about ten years at this season of the year.

### White Lead Unchanged.

White lead is still quoted at \$8.20 per 100 lbs. in ton lots, with 20c extra per 100 lbs. in small lots.

### Ready Mixed Paints.

There is a heavy demand for ready mixed paints and manufacturers are receiving a large number of repeat orders. Varnishes are also in good demand. Flat finishes for walls are having a large sale this year.

### Gasoline, Coal Oil, etc.

Gasoline is quoted at 26c per gallon in single barrels; benzine 24½c per gallon in single barrels. Coal oil re-

mains unchanged at prices shown in current market quotations.

Paris Green.—The ruling price on fine Paris green is 19¼c lb. in barrel lots; 23¾c lb. in 1 lb. packages. Prices on other sizes are shown in current market quotations. Merchants should see that all packages are properly wrapped and labelled.

### Wood Alcohol.

Wood alcohol is quoted at \$1 per gallon in 5 gallon lots, with an extra charge of 50c per can; 8 oz. bottles, 2 doz. in case, are quoted at \$2.30 per case net; 16 oz. bottles, 2 dozen in case, \$3.60 per case net; 32 oz. bottles, 1 dozen in case, \$3.40 per case net. Merchants selling wood alcohol should see that all packages are properly labelled as required by law.

### Arsenate of Lead.

Quotations range from \$17.50 per 100 lbs. in 1 lb. packages to \$8.00 per 100 lbs. in 600 lb. casks. 2 lb. packages are quoted at \$15 per 100 lbs.; 5 lb. packages, \$12 per 100 lbs.; 25 lbs., \$11 per 100 lbs.; 50 lb. kegs, \$9.75 per 100 lbs.; 200 lb. kegs, \$9.60 per 100 lbs.; 300 lbs., \$9.50 per 100 lbs., f.o.b., Toronto, Montreal, St. John, Halifax, Hamilton.

### Putty, Glass, etc.

Glass is quoted in Toronto at 15 per cent. discount. Putty is quoted at \$2.50 per 100 lbs. in bulk casks; \$2.70 in 100 lb. drums; \$3.00 in bladders; pure putty, 70c 100 lbs. advance.



### Party to Visit St. John.

St. John, N.B.—A party of about twenty-five hardware and lumber merchants from Montreal and vicinity will make a visit to this city during the summer. Mr. Hoag, secretary of the local board of trade, has a communication to the effect that the party will visit the oil shales in Albert County, and later come to St. John to look over the industrial development here. Plans are now being outlined for their entertainment.

The buildings of Dunber's foundry and machine shop were partially destroyed by fire this week at Woodstock, N.B. The buildings were practically new, and the fire will be a serious loss. Work will probably be resumed as soon as repairs can be completed.

The moulders employed in the two stove foundries, the Enterprise and Fawcett's foundry, at Sackville, have declared a strike. More than 100 men are affected. An increase of 10 per cent. in piece rates and a minimum wage of \$3.00 a day were asked, but the employers have thus far refused to grant the request.

**F**OR those Merchants who take care to be on the *safe* and profitable side:

---

Brandram's B. B. Genuine White Lead.

---

Offered you with  
the recommendation of  
a hundred years' Service—

*First* tried more than a hundred years ago. It immediately set the world's white lead quality standard. Its pre-eminence remains unchallenged to-day. The process by which it is made is *exclusive*.

---

It makes whiter white lead.

---

It makes finer white lead.

---

Therefore Brandram's B. B. Genuine White Lead makes a finished job *look* better. Its wonderful covering capacity makes for *economy*. And, above all, it *endures*.

---

*Therefore*, Brandram's B. B. Genuine White Lead enables you to go after and get the biggest and best contracts in your territory.

---

A postcard brings quotations.

---

**BRANDRAM-HENDERSON**

LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's per lb. 10.75 11.00

**BABBITT METAL.**  
Canada Metal Company—Imperial, genuine, 55c; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Aluminum, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 55c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c. Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminium Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c–60c lb.

## BOILER PLATES AND TUBES.

Montreal Toronto  
Plates, ¼ to ½ inch, per 100 lbs. 2.40 2.50  
Heads, per 100 lbs. 2.65 2.75  
Tank plates, 3-16 inch, 7.00 7.80  
Boiler tubes, 100 ft., 1½ in., 9.60 8.70  
" " 2 " 9.60 8.70  
" " 2½ " 12.25 11.00  
" " 3 " 13.30 12.70  
" " 3½ " 15.55 15.80  
" " 4 " 19.80 19.00

**BRASS.**  
Spring sheets, up to 20 gauge, 0.27  
Rods, base ½ to 1 inch, round, 0.23  
Tubing, seamless base, per lb., 0.26  
Tubing, iron pipe size, 1 inch base 0.26  
Copper tubing, 4 cents extra.

**BRASS GOODS, VALVES, ETC.**  
Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 30 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pipe-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot, 17.75 16.25  
Cut lengths, round bars, ½ to 2 in., 29.00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches, 27.00  
Copper sheet, tinned, 14 x 60, 14 oz., 30.00  
Copper sheet, planished, 14 x 60, base, 37.00  
Brazier, insheets, 6 x 4, 29.00

## COPPER AND BRASS WIRE.

Brass, 45 and 2½ c.; copper, 45 p.c.

## IRON AND STEEL.

In car lots, Montreal Toronto  
Canadian foundry, No. 1, 21.00 21.00  
Canadian foundry, No. 2, 20.50 19.50  
Summerlee, No. 2 pig iron 22.50 24.50  
Carron, soft 23.75  
Cleveland, No. 1 22.00 25.00  
Clarence, No. 3 21.50 25.00  
Jarow 25.50  
Glengarnock 26.00  
Radnor, charcoal iron 31.00 34.50  
Aysome, No. 3 25.00  
Ferro Nickel pig iron (Soo) 25.00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27.50  
Angles, base 2.50 2.50  
Common bar, per 100 lbs. 2.15 2.05  
Forged iron, per 100 lbs. 2.30 2.35  
Refined iron, per 100 lbs. 2.40 2.40  
Horseshoe iron, per 100 lb. 2.40 2.40  
Mild steel 2.25 2.20  
Sleigh shoe steel 2.25 2.25  
Domestic 2.30 2.25  
Iron finish steel (foreign) 2.50 2.50  
Reeled machinery steel 2.75 3.00  
Tire steel 2.35  
Sheet cast steel 0.15 0.15  
Toe calk steel 3.10 3.15  
Mining cast steel 0.07½ 0.08  
High speed 0.65 0.65  
Capital tool steel 0.50  
Cammell Latid 0.15  
Black Diamond tool steel 0.08 0.08  
Corona tool steel 0.06½  
Silver tool steel 0.12½  
Cold Rolled Shafting, 9-16 to 1-16 inch 0.06  
¾ to 1 7-16 inch 0.05½  
1 7-16 to 3 inch 0.65  
Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

Montreal Toronto  
10 gauge 2.70 2.70  
12 gauge 2.75 2.75  
14 gauge 2.60 2.55  
16 gauge 2.50 2.65  
18 gauge 2.50 2.65  
20 gauge 2.60 2.65  
22 gauge 2.65 2.75  
24 gauge 2.65 2.75  
26 gauge 2.75 2.85  
28 gauge 2.85 3.00

## CANADA PLATES.

Ordinary, 52 sheets 3.10 3.00  
All bright, 52 sheets 3.70 4.15  
Galvanized—Apollo D. Crown Ordinary  
18x24x52 4.45 4.45 4.75  
60 4.70 4.70 5.00  
20x28x80 8.90 8.90 9.50  
20x28x80 9.40 9.40 10.00

## GALVANIZED SHEETS (CORRUGATED).

22 gauge, per square 6.75  
24 gauge, per square 5.50  
26 gauge, per square 4.25  
28 gauge, per square 4.00

## GALVANIZED SHEETS.

B.W. Queen's Fleur Gorbals  
gauge. Head. de-Lis. Best Rest  
16-20 3.85 3.60 3.85  
22-24 4.00 3.75 4.00  
26 4.25 4.00 4.25  
28 4.50 4.25 4.50

Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.85; 26 gauge, \$4.20; 28 gauge, \$4.45.

Apollo brand—Montreal Toronto  
24 gauge, American 3.75 3.70  
26 gauge, American 3.95 3.90  
28 gauge (26 English) 4.30 4.20  
10% oz., equal to 28 English 4.50 4.40

## IRON PIPE.

Black. Galv.  
¼ 2.28 3.08  
½ 2.72 3.57  
¾ 3.28 4.43  
1 4.85 6.55  
1¼ 6.56 8.86  
1½ 7.84 10.59  
2 10.55 14.25

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; angled unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings, 70 p.c. Light pipe, 60; fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices:

Montreal Toronto  
Heavy copper and wire, lb 0.11½ 0.11½  
Light copper, Bottoms, 0.10½ 0.09½  
Heavy red brass 0.10½ 0.10½  
Heavy yellow brass 0.08½ 0.08½  
Light brass 0.06½ 0.06½  
Tea lead 0.02½ 0.02½  
Heavy lead 0.03 0.02½  
Scrap zinc 0.02½ 0.04  
No. 1 wrought iron 9.00 10.00  
Machinery cast scrap, No. 1 14.00 14.50  
Stove plate 12.50 13.00  
Malleable 10.00 10.00  
Miscellaneous steel 6.00 6.00  
Old rubbers 0.08½ 0.08½

## LEAD.

Montreal Toronto  
Domestic (Trail), pig, 110 lbs. 5.25 5.20  
Imported pig, per 100 lbs. 5.25 5.00  
Bar pig, per 100 lbs. 5.75 5.50  
Sheets, 2½ lb. sq. ft. 7.50 7.50  
Sheets, 3 lb. sq. ft. 6.75 6.75  
Sheets, 3½ lb. sq. ft. 6.62½ 6.60  
Sheets, 4 to 6 lb. sq. ft. 6.50 6.50  
Cut sheets, ½ lb. per lb. extra.  
Cut sheets to size, ¾ lb. per lb. extra.

## LEAD PIPE.

Lead pipe, 7½c. 10 per cent. off.  
Lead waste pipe, 9c. 10 per cent. off.  
Traps and bends, 40 per cent.

## SOLDER.

Montreal Toronto  
Bar, half-and-half, guarant'd 0.30% 0.28%  
Wiping 0.28½ 0.28

## SHEET ZINC.

5-cwt. casks 8.25 8.00  
Part casks 8.50 8.50

## SPELTER.

Foreign, per 100 lb. 7.00 7.00

## TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. Ingots, 100 lbs. \$54.00 \$48.50  
Redipped Charcoal Plates—Tinned.

## M L S Famous (equal Bradley)

Per box  
I C. 14x20 base 7.00  
I X. 14x20 base 8.25  
I X X. 14x20 base 9.50  
Raven and Murex Gladys—5.00  
I C. 14x20 base 6.00  
I X. 14x20 base 7.00  
I X X. 14x20 base 9.50  
"Dominion Crown Rest"—Double.

## COATED, TISSUED.

I C. 14x20 base 7.00 7.00  
I X. 14x20 base 8.25 8.25  
I X X. 14x20 base 9.50 9.50  
"Allaway's Best" Standard Quality.  
I C. 14x20 base 4.65  
I X. 14x20 base 5.65  
I X X. 14x20 base 6.65

## BRIGHT COKES.

Rossmore Steel—  
I C. 14x20 base 4.50  
20x28, decul box 9.00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I C. 20x26, 112 sheets 8.25  
I X. Terme Tin 9.75  
CHARCOAL TIN ROILER PLATES.  
Cookley Grade—  
XX. 14x56, 50 sheet bxs. 7.50  
XX. 14x60, 50 sheet bxs. 7.50  
XX. 14x65, 50 sheet bxs. 7.50

## TINNED SHEETS.

72x30 up to 24 gauge, case 8.50  
72x30 up to 26 gauge, case 8.95  
Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Bailing Wire.  
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure: 6 strand, No. 18, \$2.60; No. 19, \$2.50. F. O. B. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cars.

## PINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or packing, 16c.

## HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.40; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

## POULTRY NETTING.

2-in. mesh, 10 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

## WIRE FENCING.

Galvanized bar, 2 42½  
Galvanized, plain twist 2 95  
Car lots and less.  
F.O.B. Montreal.

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## WROUGHT STAPLES.

Galvanized 2 95  
Plain 2 55

## PAINTS, OILS AND GLASS.

### BARN PAINT.

In barrels, 5-gal. tins 0.80 0.90  
In barrels, 5-gal. tins 0.80 0.85

### BEESEWAX.

Per lb. 0.40

## CHEMICALS.

In casks per lb.  
Sulphate of copper (bluestone) 0.07  
Litharge, ground 0.07½  
" flaked 0.01  
Green copperas (green vitrol) 0.01  
Sugar of Lead 0.09

## COLORS IN OIL.

Venetian red, 1-lb. tins pure 0.12  
Chromic yellow, pure 0.18  
Golden ochre, pure 0.13  
" French ocre, pure 0.12  
Chromic green, pure 0.10  
French permanent green, pure 0.15  
Signwriters' black, pure 0.19  
Marine black, 25 lb. irons 0.36½

## ENAMELS.

Per gallon in quart tins. & C.  
M. L. Floorglaze (Imperial V. Co. 1.80  
Cee Pee Co. enamel 4.50  
Sterling Enamels 3.20  
Anchor Floorlustre 1.80

## Glue.

Per lb.  
French medall 0.19  
German common sheet 0.19  
German prima 0.15  
White pigfoot 0.15  
Brantford 0.19  
" golden medall 0.11  
" brown sheet 0.10  
" Golden sheet 0.13  
" Gelatine 0.22  
" white gelatine 0.22  
" white glue 0.11  
" 100 fakes 0.10  
Perfection amber ground, No. 1230 0.13

## Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.  
XXL 0.13  
XXL 0.11½  
CL 0.12  
C 0.11

## PURE PARIS GREEN.

In bbls., about 500 lbs., per lb. 0.19½  
In Arsenic kegs, 250 lbs., per lb. 0.19½  
In 50 & 100 lb. drums, per lb. 0.20½  
In 25 lb. drums, per lb. 0.20½  
In 1 lb. pkts., 100 lb. in cs., lb. 0.23½  
In 1 lb. pkts., 50 lb. in cs., lb. 0.23½  
In ½ lb. pkts., 100 lb. in cs., lb. 0.24½  
In 1 lb. tins, per lb. 0.23½

## PARIS WHITE.

In bbls. 0.90

## PIGMENTS.

Orange Mineral, casks 0.06½  
100-lb. kegs. 0.08½

## PREPARED PAINTS.

Per gallon in qt. tins  
Sherwin-Williams paints, base 1.50  
Canada Paint Co.'s pure, 1.75 2.00  
Hobbs house paint (Windsor) 1.60  
"New Era" house paint (Windsor) 1.85  
Benj. Moore Co.'s "Egyptian" Brand 1.50  
Moore's pure linseed oil, H.C. 1.65  
Brandram-Henderson's "English" 1.60  
Itanasy's paints, Thistle 1.80  
Martin-Senour, 100 p.c. pure 2.00  
Senour's floor paints 1.60  
Sterling Pure 1.60  
Maple Leaf Paint (Imp. V. & C. Co. 1.60  
Jamieson's Crown and Anchor brand 1.60  
High Standard 2.00

## PLASTER OF PARIS.

Per barrel 2.10

## PURTY.

Half-pint tins, per dozen 0.69  
Standard Montreal Toronto  
Bulk, in casks 2.30 2.50  
Bulk, 100 lb. drums 2.50 2.70  
Bladders, in bbls. 2.80 3.00  
Pure Putty, 75c bid advance.

## RED LEAD.

Genuine, 550 lb. casks, per cwt. 6.00 6.00  
Genuine, 100 lb. kegs, per cwt. 6.25 6.25  
No. 1 casks, per 100 lbs. 5.75 5.75  
No. 1 kegs, per 100 lbs. 6.00 6.00

## SHINGLE STAINS.

In 5-gallon buckets 0.75

## TURPENTINE AND OILS.

Montreal Toronto  
Can. Prime white petroleum, gal. 1.50  
U.S. Water white "None offered 0.17  
U.S. Pratt's astral " 0.21½ 0.17½  
Castor oil, per lb. in bbls. 0.08½ 0.09  
Motor gasoline, single bbls. 0.27½ 0.25  
Benzene, per gal. single bbls. 0.27½ 0.24½  
Pure turpentine, single bbls. 0.60 0.60  
Linseed Oil " Raw " 0.60 0.60  
" boiled " 0.63 0.63  
Rosin, "G" grade, bbl. lots 7.25 8.00

## VARNISHES.

Per gal. cans  
Carriage, No. 1 1.50  
Pale durable body 3.50  
" hard rubbing 3.00  
Finest elastic gearing 3.00  
Elastic Oak 1.50  
Furniture, polishing 2.00  
Furniture, extra 1.20  
" No. 1 0.95  
" Union 0.25  
Light oil finish 1.25  
Gold size Japan 2.00  
Turps, brown japan 1.60  
No. 1 brown japan 1.10  
Backing black japan 1.35  
No. 1 black japan 0.95  
Benzene black japan 0.75





# ENDS ALL FLOOR TROUBLES

TRADE  
**ELASTICA**  
MARK

## FLOOR FINISH

The one perfect  
Floor Varnish.

BRINGS  
BIGGER BUSINESS,  
BETTER PROFITS.

### *The Day of "The Peddler and his Pack" Is Past*

We sincerely believe the above. We never have and do not peddle

## "OAKVILLE"

Pure Aluminium Ware

from door to door. We absolutely will not sell direct to the consumer, but

#### TO THE TRADE ONLY.

To the Trade we wish to say that we are supporting and helping them in every way we can. We do not wish to be confused with any companies who peddle Aluminium Ware throughout the country.

We are in business—heart and soul, and our great desire is to give both the Trade and their customers the best possible service and profit.

We believe we can do this most satisfactorily by maintaining the present high quality of OAKVILLE ALUMINIUM WARE and by selling through the Trade only.

**WARE MANUFACTURING COMPANY**

Limited

OAKVILLE

ONTARIO

Western Distributors: MONCRIEFF & ENDRESS Limited  
Scott Bldg., Winnipeg, Man.

Look for this Trade Mark.



on every utensil.

WRITE FOR OUR MONTHLY  
ASSORTMENT



# HARDWARE AND METAL

Crystal Damar	2 80
No. 1	2 50
Pure asphaltum	1 25
Oilcloth	1 00
Lighting dryer	0 85
Elastiline varnish	2 25
Copalline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherrin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanise" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Ltd. "Gold Medal" cases	2 25
Dependence L.H. Oil Finish	1 50
Elastic floor finish	2 50
Plattine floor finish	2 50
Elastica exterior finish	4 25
Stovepipe varnish, 1/2 pta., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.		
Size United	Double	
inches.	Star.	Diamond.
Under 25	4 25	5 25
25 to 40	4 50	5 75
41 to 50	4 65	5 50
51 to 60	4 80	5 60
61 to 70	4 95	5 75
71 to 80	5 10	5 90
81 to 90	5 25	6 05
91 to 100	5 40	6 20
101 to 110	5 55	6 35
111 to 120	5 70	6 50
121 to 130	5 85	6 65
131 to 140	6 00	6 80
141 to 150	6 15	6 95
151 to 160	6 30	7 10
161 to 170	6 45	7 25
171 to 180	6 60	7 40
181 to 190	6 75	7 55
191 to 200	6 90	7 70
201 to 210	7 05	7 85
211 to 220	7 20	8 00
221 to 230	7 35	8 15
231 to 240	7 50	8 30
241 to 250	7 65	8 45
251 to 260	7 80	8 60
261 to 270	7 95	8 75
271 to 280	8 10	8 90
281 to 290	8 25	9 05
291 to 300	8 40	9 20
301 to 310	8 55	9 35
311 to 320	8 70	9 50
321 to 330	8 85	9 65
331 to 340	9 00	9 80
341 to 350	9 15	9 95
351 to 360	9 30	10 10
361 to 370	9 45	10 25
371 to 380	9 60	10 40
381 to 390	9 75	10 55
391 to 400	9 90	10 70
401 to 410	10 05	10 85
411 to 420	10 20	11 00
421 to 430	10 35	11 15
431 to 440	10 50	11 30
441 to 450	10 65	11 45
451 to 460	10 80	11 60
461 to 470	10 95	11 75
471 to 480	11 10	11 90
481 to 490	11 25	12 05
491 to 500	11 40	12 20
501 to 510	11 55	12 35
511 to 520	12 10	12 50
521 to 530	12 25	12 65
531 to 540	12 40	12 80
541 to 550	12 55	12 95
551 to 560	13 10	13 10
561 to 570	13 25	13 25
571 to 580	13 40	13 40
581 to 590	13 55	13 55
591 to 600	14 10	14 10
601 to 610	14 25	14 25
611 to 620	14 40	14 40
621 to 630	14 55	14 55
631 to 640	15 10	15 10
641 to 650	15 25	15 25
651 to 660	15 40	15 40
661 to 670	15 55	15 55
671 to 680	16 10	16 10
681 to 690	16 25	16 25
691 to 700	16 40	16 40
701 to 710	16 55	16 55
711 to 720	17 10	17 10
721 to 730	17 25	17 25
731 to 740	17 40	17 40
741 to 750	17 55	17 55
751 to 760	18 10	18 10
761 to 770	18 25	18 25
771 to 780	18 40	18 40
781 to 790	18 55	18 55
791 to 800	19 10	19 10
801 to 810	19 25	19 25
811 to 820	19 40	19 40
821 to 830	19 55	19 55
831 to 840	20 10	20 10
841 to 850	20 25	20 25
851 to 860	20 40	20 40
861 to 870	20 55	20 55
871 to 880	21 10	21 10
881 to 890	21 25	21 25
891 to 900	21 40	21 40
901 to 910	21 55	21 55
911 to 920	22 10	22 10
921 to 930	22 25	22 25
931 to 940	22 40	22 40
941 to 950	22 55	22 55
951 to 960	23 10	23 10
961 to 970	23 25	23 25
971 to 980	23 40	23 40
981 to 990	23 55	23 55
991 to 1000	24 10	24 10

WHITE LEAD GROUND IN OIL.		
Size United	Double	
inches.	Star.	Diamond.
Under 25	3 40	5 00
25 to 40	3 60	5 45
41 to 50	3 80	5 85
51 to 60	4 00	6 25
61 to 70	4 25	6 65
71 to 80	4 50	7 05
81 to 90	4 75	7 45
91 to 100	5 00	7 85
101 to 110	5 25	8 25
111 to 120	5 50	8 65
121 to 130	5 75	9 05
131 to 140	6 00	9 45
141 to 150	6 25	9 85
151 to 160	6 50	10 25
161 to 170	6 75	10 65
171 to 180	7 00	11 05
181 to 190	7 25	11 45
191 to 200	7 50	11 85
201 to 210	7 75	12 25
211 to 220	8 00	12 65
221 to 230	8 25	13 05
231 to 240	8 50	13 45
241 to 250	8 75	13 85
251 to 260	9 00	14 25
261 to 270	9 25	14 65
271 to 280	9 50	15 05
281 to 290	9 75	15 45
291 to 300	10 00	15 85
301 to 310	10 25	16 25
311 to 320	10 50	16 65
321 to 330	10 75	17 05
331 to 340	11 00	17 45
341 to 350	11 25	17 85
351 to 360	11 50	18 25
361 to 370	11 75	18 65
371 to 380	12 00	19 05
381 to 390	12 25	19 45
391 to 400	12 50	19 85
401 to 410	12 75	20 25
411 to 420	13 00	20 65
421 to 430	13 25	21 05
431 to 440	13 50	21 45
441 to 450	13 75	21 85
451 to 460	14 00	22 25
461 to 470	14 25	22 65
471 to 480	14 50	23 05
481 to 490	14 75	23 45
491 to 500	15 00	23 85
501 to 510	15 25	24 25
511 to 520	15 50	24 65
521 to 530	15 75	25 05
531 to 540	16 00	25 45
541 to 550	16 25	25 85
551 to 560	16 50	26 25
561 to 570	16 75	26 65
571 to 580	17 00	27 05
581 to 590	17 25	27 45
591 to 600	17 50	27 85
601 to 610	17 75	28 25
611 to 620	18 00	28 65
621 to 630	18 25	29 05
631 to 640	18 50	29 45
641 to 650	18 75	29 85
651 to 660	19 00	30 25
661 to 670	19 25	30 65
671 to 680	19 50	31 05
681 to 690	19 75	31 45
691 to 700	20 00	31 85
701 to 710	20 25	32 25
711 to 720	20 50	32 65
721 to 730	20 75	33 05
731 to 740	21 00	33 45
741 to 750	21 25	33 85
751 to 760	21 50	34 25
761 to 770	21 75	34 65
771 to 780	22 00	35 05
781 to 790	22 25	35 45
791 to 800	22 50	35 85
801 to 810	22 75	36 25
811 to 820	23 00	36 65
821 to 830	23 25	37 05
831 to 840	23 50	37 45
841 to 850	23 75	37 85
851 to 860	24 00	38 25
861 to 870	24 25	38 65
871 to 880	24 50	39 05
881 to 890	24 75	39 45
891 to 900	25 00	39 85
901 to 910	25 25	40 25
911 to 920	25 50	40 65
921 to 930	25 75	41 05
931 to 940	26 00	41 45
941 to 950	26 25	41 85
951 to 960	26 50	42 25
961 to 970	26 75	42 65
971 to 980	27 00	43 05
981 to 990	27 25	43 45
991 to 1000	27 50	43 85

WHITE LEAD GROUND IN OIL.		
Size United	Double	
inches.	Star.	Diamond.
Under 25	3 40	5 00
25 to 40	3 60	5 45
41 to 50	3 80	5 85
51 to 60	4 00	6 25
61 to 70	4 25	6 65
71 to 80	4 50	7 05
81 to 90	4 75	7 45
91 to 100	5 00	7 85
101 to 110	5 25	8 25
111 to 120	5 50	8 65
121 to 130	5 75	9 05
131 to 140	6 00	9 45
141 to 150	6 25	9 85
151 to 160	6 50	10 25
161 to 170	6 75	10 65
171 to 180	7 00	11 05
181 to 190	7 25	11 45
191 to 200	7 50	11 85
201 to 210	7 75	12 25
211 to 220	8 00	12 65
221 to 230	8 25	13 05
231 to 240	8 50	13 45
241 to 250	8 75	13 85
251 to 260	9 00	14 25
261 to 270	9 25	14 65
271 to 280	9 50	15 05
281 to 290	9 75	15 45
291 to 300	10 00	15 85
301 to 310	10 25	16 25
311 to 320	10 50	16 65
321 to 330	10 75	17 05
331 to 340	11 00	17 45
341 to 350	11 25	17 85
351 to 360	11 50	18 25
361 to 370	11 75	18 65
371 to 380	12 00	19 05
381 to 390	12 25	19 45
391 to 400	12 50	19 85
401 to 410	12 75	20 25
411 to 420	13 00	20 65
421 to 430	13 25	21 05
431 to 440	13 50	21 45
441 to 450	13 75	21 85
451 to 460	14 00	22 25
461 to 470	14 25	22 65
471 to 480	14 50	23 05
481 to 490	14 75	23 45
491 to 500	15 00	23 85
501 to 510	15 25	24 25
511 to 520	15 50	24 65
521 to 530	15 75	25 05
531 to 540	16 00	25 45
541 to 550	16 25	25 85
551 to 560	16 50	26 25
561 to 570	16 75	26 65
571 to 580	17 00	27 05
581 to 590	17 25	27 45
591 to 600	17 50	27 85
601 to 610	17 75	28 25
611 to 620	18 00	28 65
621 to 630	18 25	29 05
631 to 640	18 50	29 45
641 to 650	18 75	29 85
651 to 660	19 00	30 25
661 to 670	19 25	30 65
671 to 680	19 50	31 05
681 to 690	19 75	31 45
691 to 700	20 00	31 85
701 to 710	20 25	32 25
711 to 720	20 50	32 65
721 to 730	20 75	33 05
731 to 740	21 00	33 45
741 to 750	21 25	33 85
751 to 760	21 50	34 25
761 to 770	21 75	34 65
771 to 780	22 00	35 05
781 to 790	22 25	35 45
791 to 800	22 50	35 85
801 to 810	22 75	36 25
811 to 820	23 00	36 65
821 to 830	23 25	37 05
831 to 840	23 50	37 45
841 to 850	23 75	37 85
851 to 860	24 00	38 25
861 to 870	24 25	38 65
871 to 880	24 50	39 05
881 to 890	24 75	39 45
891 to 900	25 00	39 85
901 to 910	25 25	40 25
911 to 920	25 50	40 65
921 to 930	25 75	41 05
931 to 940	26 00	41 45
941 to 950	26 25	41 85
951 to 960	26 50	42 25
961 to 970	26 75	42 65
971 to 980	27 00	43 05
981 to 990	27 25	43 45
991 to 1000	27 50	43 85

WHITE LEAD GROUND IN OIL.		
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TRADE

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and ORNAMENTAL GLASS

DON ROADWAY

TORONTO



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Newark, N.J., U.S.A.

We also manufacture a full line of Trimmers, Tailors' Shears, Tinners' Snips, etc., which are strictly in a class by themselves.

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Agents for Alberta  
Tees & Persse of Alberta Ltd., Calgary, Alta.



PAT. FEB. 2, 1909

SEE  
THAT  
SQUARE  
HOLE



# HARDWARE AND METAL

<b>LUMBERMEN'S SUPPLIES.</b>	
Ant hooks, dozen, from	12 00
Axe handles, dozen, from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00
<b>MALLETS.</b>	
Tinmith's 2 1/2 x 5 in., per doz.	1 25
Carpenter's, round hickory, 6 in., per doz.	1 85
Lignum Vitae round, 8 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
<b>MATS.</b>	
Wire door mats, standard, 16x24, doz.	9 00
<b>METAL POLISH.</b>	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
<b>MINERS SUPPLIES.</b>	
Mattocks, 6 lb., 18 inch, 1/2 dozen.	
Picks, 6 to 7 lbs., 4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 16 1/2 cts per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3 1/2 cents per lb.	
<b>MOPS AND IRONING BOARDS.</b>	
Mops, per doz.	1 20
Folding ironing boards	16 25
<b>NAILES.</b>	
Standard steel wire nails, 2.40 base.	
Out nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
Plumbers...per 100 lbs.	3 25
<b>OILERS.</b>	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
<b>PLATED GOODS.</b>	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singalee" and "Alask."	
Nevada silver flatware, 42 per cent.	
<b>PIECED TIN WARE.</b>	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	
<b>CLAY PICKS.</b>	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
<b>PLANES.</b>	
Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Pliers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
<b>PLOUGH LINES.</b>	
Russia snap	30 00
Indian snap	25 00
Baker's	1 00
Baker's King Cutter	13 20
Henneke's	7 80
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Melroe's	16 00
<b>ROPE AND TWINE.</b>	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger	0 27
Jute, 7-16 and upwards, 10 1/2 c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 28
" " 4-ply twine...	0 30
Matress twine, per lb.	0 45
Staging	0 26
<b>REFRIGERATORS.</b>	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
<b>RIVETS AND BURRS.</b>	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/2-lb. packages 1c per lb.; 1/4-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
<b>RIVET SETS.</b>	
Canadian, 35 to 37 1/2 per cent.	
<b>RULES.</b>	
Borwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
<b>SAD IRONS.</b>	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" " plated	5 50
Asbestos, per set	1 80
<b>SAND AND EMERY PAPER.</b>	
Sand and emery paper, 40 per cent.	
<b>SASH WEIGHTS.</b>	
Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63

<b>SASH CORD.</b>	
No. 3, per lb.	0 28 1/2
<b>SAWS.</b>	
Atkins Hand and Crosscut, 25 p.c.	
Diston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
<b>SAW SETS.</b>	
Canadian discount, 40 per cent.	
Screen Doors and Windows. Dos.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-ed only, 4-in. style	8 40
Beaver window screens, 14x18, open 28 1/2 inches	1 00
Perfection window screens, 14x18, open 22 1/2 inches	1 80
Model window screens, 14x22, open 35 1/2 inches	2 25
<b>SCALES.</b>	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
<b>SCYTHE SNATHS.</b>	
Canadian, 40 per cent.	
<b>SCREWS.</b>	
Wood F.H., bright and steel...	85 10
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10
" R.H., bronze	65 10
Drive screws	65 10
Set, case hardened	60 10
Square cap	55 and 65
Hexagon cap	45
Bench, wood, per doz.	45 00
" iron, per doz.	4 25
Flat head, iron and brass, 30 per cent.	
Phillister head, iron, 30; brass, 25 p.c.	
<b>SCREW DRIVERS.</b>	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	16 80
<b>SCISSORS AND SHEARS.</b>	
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Scymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
<b>SHOVEL BRACKETS.</b>	
No. 140, 65 and 10 per cent.	
<b>SKATES AND HOCKEY STICKS.</b>	
Star skates, 35 per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
Micmac and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	
<b>SHOVELS AND SPADES.</b>	
1st 2nd 4th	
Shovels	55 and 2 1/2 45
Draining tools	60 60
Scoops	50 and 5 45 and 5
Hollow backs and sand shovels	60 45
Riveted back shovels, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
<b>SQUARES.</b>	
Diston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	\$2 85
<b>SNAPS.</b>	
Harness, 25 per cent.	
<b>SOLDERING IRONS.</b>	
Base, per lb., 28 cents.	
<b>STAMPED WARE.</b>	
Plain, 7 1/2 and 15.	
Retinned, 7 1/2 and 5.	
Tinners' trimmings, 7 1/2 and 5.	
<b>SAT. SPOUTS.</b>	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
<b>STAPLES.</b>	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
<b>STABLE FITTINGS.</b>	
Dennis Wire & Iron Co., 33 1-3 p.c.	
<b>STOVE BOARDS.</b>	
Lithographed, 60 and 10.	
<b>STOVEPIPES.</b>	
5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
<b>STOVEPIPE ELBOWS.</b>	
5 and 6 inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
<b>STOCKS AND DIES.</b>	
No. 20 Beaver Die Stock	18 75
<b>STONES—OIL AND SCYTHE.</b>	
Washita Oil, No. 1, 6 in., Dozen	5 10
7 in., 8 in.	3 50
No. 2, 6 in., 7 in., 8 in., 2 1/2 doz	3 10
Hindustan oil, per lb.	0 18
" " " "	0 16
Deer Creek " "	0 10
Deerlick " "	0 25
" " " "	0 15
Lily White, 6 in., 7 in., 8 in., doz.	5 00
Arkansas " "	6 60
Water-of-Ayr " "	7 60
Scythe " "	5 00
<b>TACKS, BRADS, ETC.</b>	
Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in keg), 40; cut tacks, blue, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5 in dozens, 75 and 10; Swedes, upholsterers', bulk, 90;	

brush, blue and tinned, bulk, 70 and 10; Swedes gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 60; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.	
<b>TAPE LINES.</b>	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821... 1 35	
" Steel, No. 1840, 60 ft....	1 10
<b>TOWELS.</b>	
Diston's, 10 per cent.	
<b>THERMOMETERS.</b>	
Tin case and dairy, 75 to 75 and 10 p. c.	
<b>TINNERS' TRIMMINGS.</b>	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
<b>TRAPS (STEEL GAME).</b>	
Newhouse, 30 per cent.	
Hawley, Norton, 40, 10 and 5 p. c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p. c.	
<b>TRAPS (RAT AND MOUSE).</b>	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Trap Devil Mouse	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
6-Hole Tin Chokers	0 80
<b>VICES.</b>	
Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50
Blacksmiths' 60, parallel, 45 per cent.	
<b>WASHING MACHINES.</b>	
New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson's net	122 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3...	85 00
20 per cent.	
<b>WRINGERS.</b>	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	64 00
Gem 411E	51 75
Sunlight, 111	44 50
20 per cent.	
<b>WHEELBARROWS.</b>	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
<b>WHIFFLETREES.</b>	
Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " dumbbells, 40 in.	0 85
" " dumbbells, 44 in.	0 95
<b>WOOD HANDLES.</b>	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffsa, h	
Carriage neckyokes and whiffsa, h	
35, hickory, 40 per cent.	
Team neckyokes oval and round whiffsa, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	
<b>WROUGHT IRON WASHERS.</b>	
Canadian, 40 per cent.	

chime set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2 1/2; stove bolts, 77 1/2; sleigh shoe bolts to 7/8, 50 1/2; 7-16 and up, 40 1/2.

**Bar Iron—**Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.60; tool steel, Black Diamond, 100 lbs. \$3.50; Jessop, \$15.

**Blocks—**Steel, 50 per cent.; wood, 60 per cent.

**Cut Nails—**\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

**Copper—**Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gauge, 24c to 20-inch gauge, 25c. Crowbars—4 1/2c per lb.

**Corrugated Iron—**23 gauge, \$4.60; 26 gauge, \$5. Pressed standing seamed roofing, 23 gauge, \$5.85; 26 gauge, \$6.20.

**Canada Plates—**Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

**Clevises—**7 1/2c per lb.

**Enamelware—**Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

**Files—**American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

**Galvanized Iron—**Apollo, 16 gauge, \$1.20; 18 gauge, \$1.20; 20 gauge, \$1.30; 22 and 24, \$1.49; 26, \$1.60; 28, \$1.85; 30 or 10 1/2 oz., \$5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10 1/2 oz.)	5 10	5 35
26G (equal 26 Amer.)	4 85	5 10
24G	4 65	4 65
22G	4 40	4 55
20G	4 30	4 45
18G	4 20	4 45
16G	4 20	4 45

**Galvanized Ware—**37 1/2 per cent.

**Grindstones—**Per 100 lb., \$1.65.

**Glass—**Window, single, first break up to 25 united inches, \$1.25; 25 to 40, \$1.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 60, \$7.00; 61 to 80, \$7.25; 1 to 70, \$8.75; 71 to 80, \$9.75, in 100 foot boxes.

**Hornshoes—"M.R.M." and "Bell"** iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

**Horse Nails—"M.R.M." cold process—**No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.50; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

**Harvest Tools—**60 and 5 p.c.

**Hinges—**Light T and strap, 65 per cent.

**Hooks—**Brush, heavy, per dozen, \$3.75; grass, \$1.70.

**Iron Washers—**Full box, 40 per cent.; smaller lots, 35 per cent.

**Iron Pipe—**Black, 1/4 inch, \$2.65; 1/2 inch, \$2.80; 3/4 inch, \$3.35; 1 inch, \$4.10; 1 1/4 inch, \$5.10; 1 1/2 inch, \$5.30; 1 3/4 inch, \$5.75; 2 inch, \$13.20; 2 1/2 inch, \$20.25; 3 inch, \$27.35; 3 1/2 inch, \$32.75; 4 inch, \$38.75; 4 1/2 inch, \$43.75; 5 inch, \$50.60; 6 inch, \$56.65; 7 inch, \$91.40; 8 inch, light, \$96.00; 8 inch, heavy, \$110.60.

**Galvanized Pipe—**1/4 inch, \$3.75; 1/2 inch, \$3.90; 3/4 inch, \$4.30; 1 inch, \$5.30; 1 1/4 inch, \$7.90; 1 1/2 inch, \$10.65; 1 3/4 inch, \$12.65; 2 inch, \$17.10; 2 1/2 inch, \$27.20; 3 inch, \$35.70; 3 1/2 inch, \$44.35; 4 inch, \$52.00; 4 1/2 inch, \$57.15; 5 inch, \$66.60; 6 inch, \$86.50.

**Logging Chain—**1/4 in., \$3.00; 5-16 in., \$5.50; 3/4 in., \$5.75.

**Lanterns—**Cold blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

**Poultry Netting—**55 per cent.

**Plaster of Paris—**Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

**Pig Lead—**\$5.25. Lead pipe—Full coil, \$6.75; 1/2 inch, \$3.50; 3/4 coil, \$7.75 per cwt.

**Roofs—**Wash—\$7.25.

**Rivets and Burrs—**Iron rivets, 55c per cent.; copper, No. 8, 35c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9c; 32c; 10, 47c; coppered, No. 8, 17c; 9, 17 1/2c; 10, 18c.

**Rope—**Sisal, 124c; Pure Manila 174c; British Manila, 134c; lath yarn, 11 1/2c.

**Sisal Squares—**40 c, 45 c, 50 c, 55 c.

**Shovels and Spades—**Jones polished, \$3.10 per doz.; Fox & Onda, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, \$7.70; No. 4, \$8.20; No. 5, \$9.30; No. 6, \$3.4c; No. 8, \$3.25; No. 10, \$3.80.

**Solder—**Half and half, \$29 per cwt.

**Screws—**Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 c; coach, 60 c; 60 c.

**Staples—**Bright iron, per cwt., \$2.50 at Fort William; \$2.90 Winnipeg.

**Linseed Oil—**Raw, per gal., 65c; boiled, per gal., 68c.

**Turpentine—**Per gal., 68c, barrel lots, 75c.

**Dry Colors—**White lead in ton lots, decorators' pure, \$9.00; decorators' special, \$8.25 in small lots advance price 25 cents per cwt.; red lead, keg, \$5.84; yellow ochre, barrel lots, 24c; less than barrel lots, 3c; golden ochre, barrels, 34c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$3.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 34c; English purple oxide, in casks, 34c; less quantities, 4c per lb.; Blue Stone, per cwt., \$5.75.

**Paint—**Lead—\$3.10 per cwt.; bladders in barrels, \$2.90; bladders, 100-lb. cases, \$3 40.

**Paris Green—**21 1/2 cents per 113-lb.



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**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.**

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**FOR SALE—A FIRST-CLASS HARDWARE** business in central Saskatchewan town. Stock about \$6,500.00, all new goods; a going business. Will sell or rent store; 25 x 50 hall over store, always rented. Good reasons for selling. Turned stock four times in 1912. A sure money-maker. Will sell right to good man if sold quick. Two railroads. Box 808, Hardware & Metal, Toronto. (22)

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**BOOKKEEPER WANTED — ONE WITH** knowledge of hardware business preferred. Must be able to take shorthand and use typewriter and be strictly temperate. State age, references, salary expected. Report to work first week in July. FRANK A. CHILD, Cochrane, Ont. 24

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**HARDWARE TRAVELLER WITH ABOUT** \$6,000.00 and a splendid variety of British and American first-class hardware lines, wishes to meet with another traveller with similar capital, and plenty of energy. Partnership, Box 811, Hardware and Metal, Toronto. 26

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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### Ornamental Hip Shingles

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See page 80 in catalogue No. 15.  
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To get the most profit out of the paint business, it is necessary to have a stock sufficient to meet all the immediate demands of your customers. At this time of year it is a very easy matter to get suddenly low or run out of some particular color or line. Do not risk losing customers because you haven't the shade they want. Look through your stock carefully and make up an order for these colors, small or large. You will find by the end of the season that it was good business foresight.



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# "FOOTS" and "FATS" ABSORB YOUR PROFIT

If you want convincing proof of how this first cousin to a "mother" in vinegar eats your profits, saw in two your next empty paint oil barrel.

Note the thick or thin coating, according to the time taken to empty the barrel, hanging to the sides from the top down to the dregs at the bottom. This coating is the "foot" and the dregs are the "fat" accumulations. All of this is useless.

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Paint oils are too expensive to waste any part of them. That coating represents the "cream" of your profit—it may consist of two, three or more gallons—it is the residue of the oil after the penetrating qualities have evaporated or been absorbed by the wooden staves, etc.

And the dregs at the bottom should never have been left, but drained off. This is practically impossible when using the original package for storage purposes. In fact, you should

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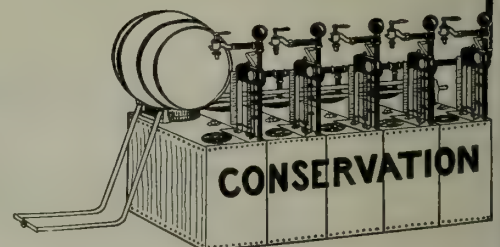
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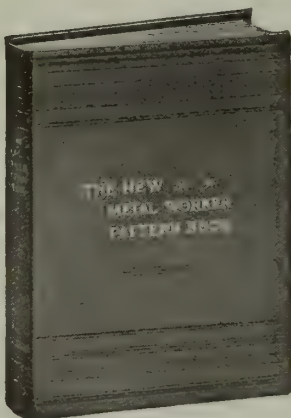
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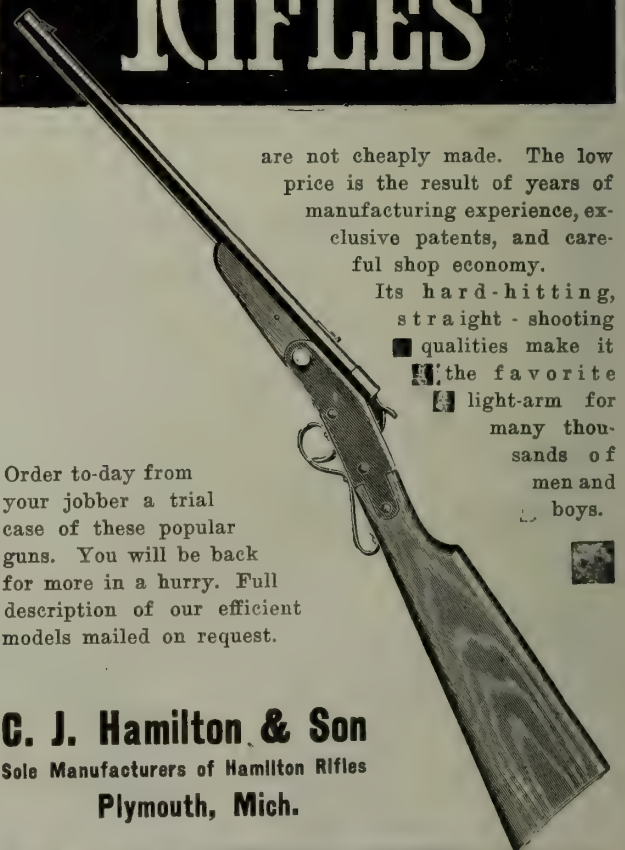
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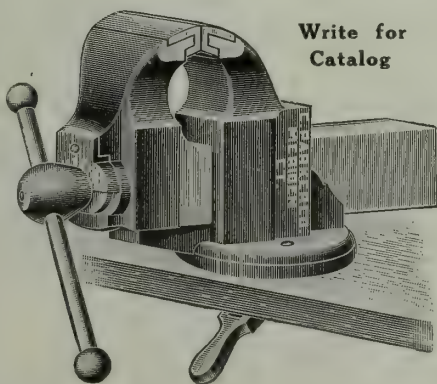
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The Steel Faces of this vise are milled and fitted to the jaws.

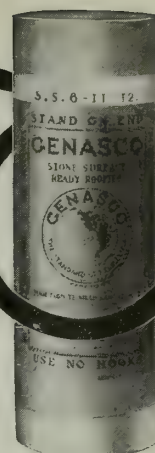
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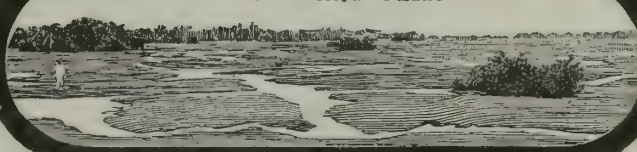
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Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

# Sorby's



# Tools

One of the largest and most complete displays of every kind of Mechanic's Tools . . . . . is always to be seen by Western Canadian Buyers at our Sample Rooms.

The GEO. H. SAYWELL CO., - - Winnipeg

## MAXWELL'S "FAVOURITE" CHURN

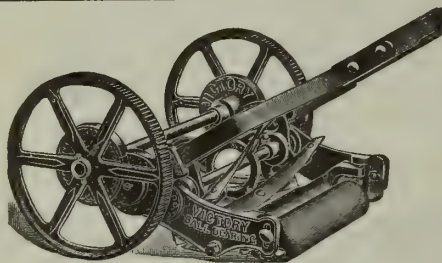
has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.



You are at a disadvantage if you do not sell Maxwell's "Favourite."

DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

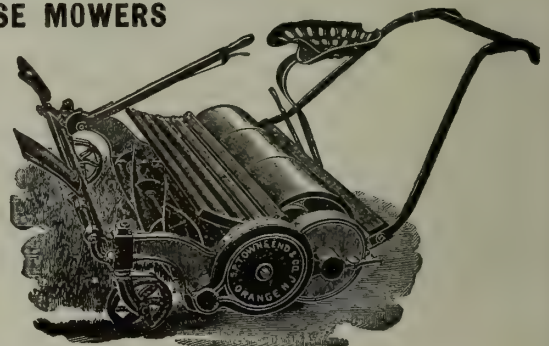
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

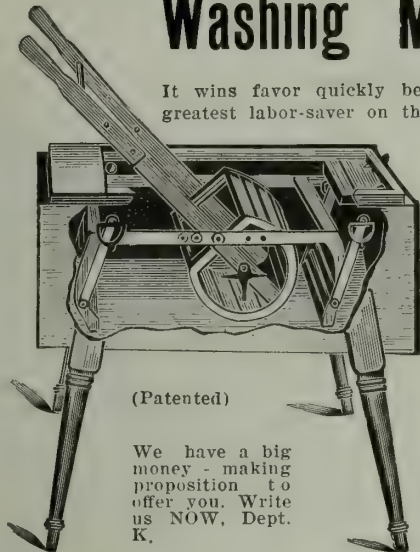
S. P. Townsend & Co.

ORANGE, N. J.



## A Large Washer Trade Will be the Result of Selling the Knoll Double-Action Washing Machine

It wins favor quickly because it is the greatest labor-saver on the market.



(Patented)

We have a big money - making proposition to offer you. Write us NOW, Dept. K.

Does the work faster and better than any other make, and in one operation.

Positively no wear and tear on the finest fabrics. Easily operated. Over 100,000 in use.

**The Schultz Bros. Co., Limited**  
Brantford, Ont.



**ORDERS**  
are an inspiration to  
**US!**

Did you overlook  
**THE ELGIN**  
For  
**YOUR**  
**ANNUAL**  
**CAMPAIGN?**

It is a Good  
Item to let  
Your Trade  
know about  
**STAR**  
**MFG.**  
**CO.**

Carpentersville, Ill., U. S. A.

Order of Your Most Prominent Jobber.

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

## **THE MORRIS & BAILEY STEEL CO.** PITTSBURG, PA.

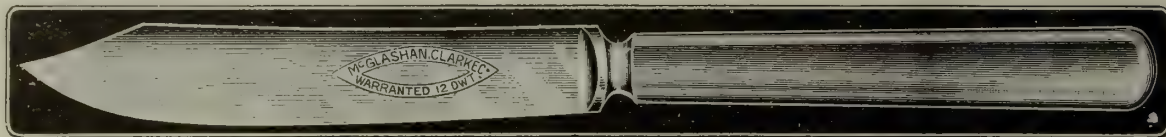
Manufacturers of

## **COLD ROLLED STRIP STEEL**

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002' to .250.



## High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware



### FRUIT KNIFE

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dw. and 2 dw. quality.

**McGLASHAN, CLARKE CO., LIMITED**

**Niagara Falls, Canada**

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

**BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place**

**Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES**

*Our Motto--"QUALITY"*

## THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.



### Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

**Pilliod Lumber Company**  
Swanton, Ohio, U.S.A.



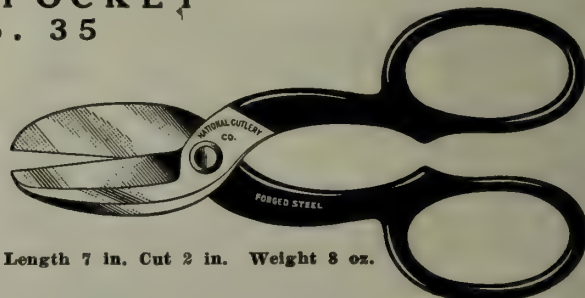
## A NEW SNIP NATIONAL POCKET SNIP No. 35

**SALEABLE TO EVERY MAN.**

Drop Forged, Light Weight, Convenient Size. List, \$1.00 each.

**SUPPLIED IN JAPAN OR SPECIAL  
RUST PROOF FINISH.**

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

**NATIONAL CUTLERY CO.,**  
MAKERS OF NATIONAL SHEARS AND SNIPS

**PHILADELPHIA**

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY





## OAKEY'S

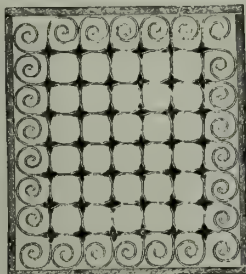
The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.  
**'WELLINGTON'**

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

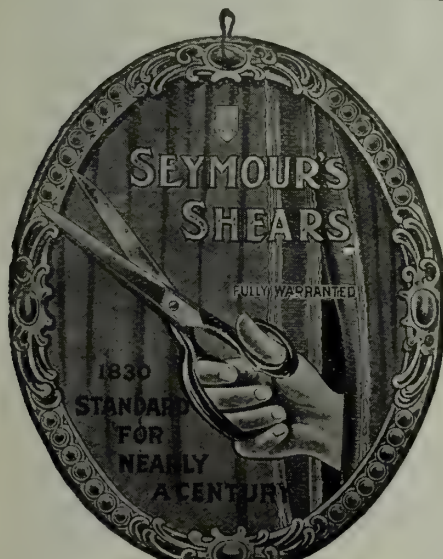


## METAL GRILLS WICKETS and RAILINGS

in Iron, Brass and Bronze  
Suitable for all requirements.

Send for Catalogue.

**Dennis Wire and Iron Works Co.,**  
Limited  
London, Ontario



Reproduction of  
**NEW SEYMOUR SHOW CARD**

12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut  
out. A show card will be sent to every dealer  
sending his business card with request to  
Henry T. Seymour Shear Co.  
Selling Agents, **WIEBUSCH & HILGER, Ltd.,** New York  
**A. MacFARLANE & CO.** Montreal  
Canadian Agents



Trade

Mark

Handle

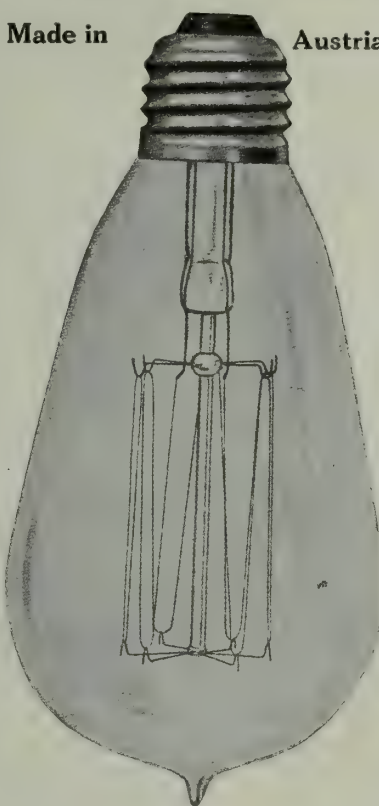
# AJANO

WIRE DRAWN

## TUNGSTEN

Made in

Austria



**Highest Standard of  
Quality  
At A Very Reasonable  
Price**

Your customers will ap-  
preciate this combination  
of high quality and low  
price, and you procure a  
good profit and increasing  
demand.

Send us a trial order—the  
results will surprise you.

**The Austrian Import  
Company, Limited  
MONTREAL**

## Trade Follows "DELTA" FILES



**Their  
SUPERIORITY  
Is Quickly  
Recognized  
Everywhere**

**Is the only Line of  
Files from 3 to 24  
inches that are  
made absolutely of  
CRUCIBLE  
STEEL"**

The Delta will stay  
sharp longer than any  
other file and it re-  
moves stock rapidly  
and smoothly.

The exceptional ser-  
vice-giving qualities  
are due directly to the  
use of Crucible Steel  
and the great care and  
expert skill used in  
hardening and temper-  
ing.

Among the several  
shapes and sizes we  
have a file to meet any  
requirement.

The Delta Trade Mark  
is found on all our  
files—it's a guarantee  
of satisfaction or mon-  
ey refunded.

Ask your jobber or  
write us.



**DELTA FILE WORKS**  
PHILADELPHIA, PA.

CANADIAN AGENTS:

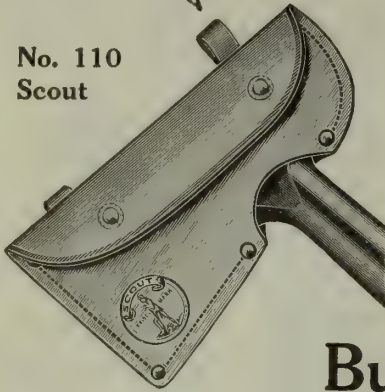
**H. S. Howland, Sons & Co.,** Toronto;  
**Stark, Seybold,** Montreal;  
**Wm. Stairs, Son & Morrow,** Halifax;  
**Merrick-Anderson Co.,** Winnipeg.





# You Can't Beat Them You Can't Break Them

No. 110  
Scout



Every "Scout" Hatchet has Reinforced handle making it 50% stronger than any wooden handled hatchet made. Figure what that means to the actual user—the man in Camp. Oil tempered blades incased in Tan Leather Scabbard.

Get our prices and catalogue to-day.

**Burgess-Norton Mfg. Co.**  
GENEVA, ILL., U.S.A.



## HERCULES SASH CORD



**THE BEST MADE**

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World

OFFICES in Canada:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Victoria, B.C.
Halifax, N.S.	Hamilton, Ont.
London, Ont.	Montreal, Que.
Ottawa, Ont.	Quebec, Que.
St. John, N.B.	Toronto, Ont.
	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

**Thomas C. Irving,** General Manager  
Western Canada  
TORONTO

The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU



## KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

**PORTABLE BAKE OVENS**

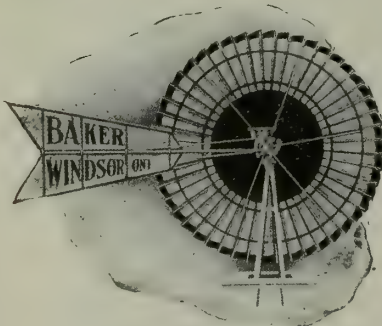
35 Sizes, Bake Shop Equipment of all kinds.

**The Brantford Oven & Rack Co., Ltd.**  
Brantford - - - Canada

Write for General Catalog

## WINDMILL POWER IS GROWING IN POPULARITY

*For Pumping and it is not equalled by any power*



### Baker Galvanized Wind Engine

It takes no fuel and requires no engineer, and stock will have water at all times.

The Heller-Aller line of windmills, pumps, steel tanks and well supplies will certainly increase your business with great profit to yourself and customers.

Write for catalogue No. 45 and our selling proposition to dealers.

**THE HELLER-ALLER CO.**

Windsor, Ont.

**T**HOUSANDS of Farmers who have done their first power pumping by gasoline engines have become tired of it and are buying windmills. The cost of gasoline, oil, batteries and repairs, along with the time it takes to start and stop an engine in pumping for 150 head of stock and the average farm home with a gasoline engine will buy every year a

## Malleable Iron Castings

for Carriage and Special  
Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

HARDWARE AND METAL

# LUNDY SHOVELS

**Have All The Qualities That Are Essential to Rapid Sellers**

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

**LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION**



**Our Shovels yield a splendid profit**

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

**LUNDY SHOVELS** are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

**GIVE THEM A TRIAL.**

**The LUNDY SHOVEL  
AND TOOL CO., Ltd.**

General Office and Works:

**PETERBORO, ONTARIO**

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;  
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,  
Vancouver, B.C.; N. B. Misener, Toronto.

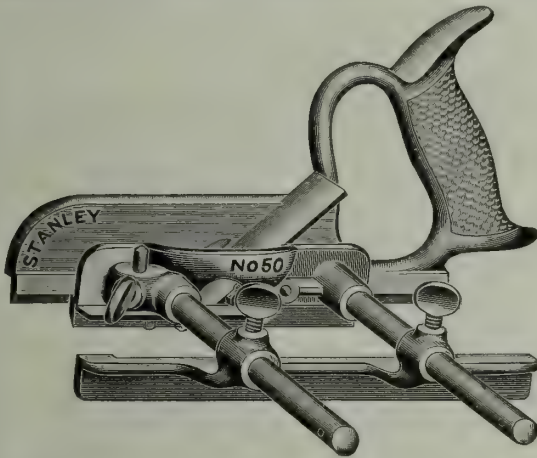
## Stanley Tools

**STANLEY NO. 50 PLOW, BEADING and  
MATCHING PLANE**

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.



**Stanley**  
**Rule & Level Co.**  
NEW BRITAIN, CONN. U.S.A.



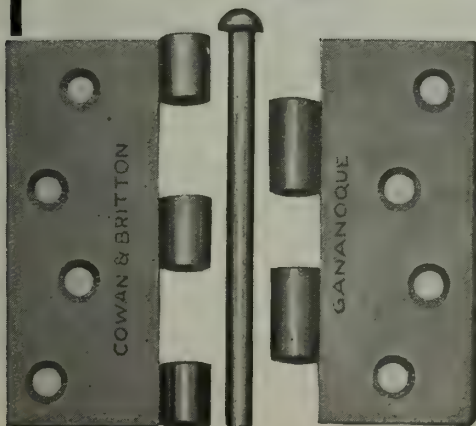
## High Grade Builders' Hardware

including

**Hinges, Butts Hasps Etc.**

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.

Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



**COWAN & BRITTON, LIMITED,**

**GANANOQUE,  
ONT.**

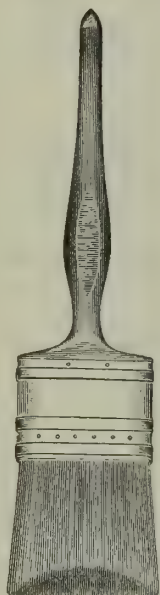




**You'll Get Many Re-Orders  
from the Most Particular  
Painters**

If You Sell Them Our High Grade

# PAINT BRUSHES



Our line of brushes are, we believe, the best that can be produced anywhere.

The materials are carefully selected and put together by experts.

Our brushes are excellently finished and are very attractive.

Ask your jobber for Meakins' Brushes—Then you are sure to stock a satisfaction-giving kind.

If he does not handle them, write us direct.

A card will bring our illustrated catalog by return mail.



**Meakins & Sons, Limited**

Hamilton, Ontario



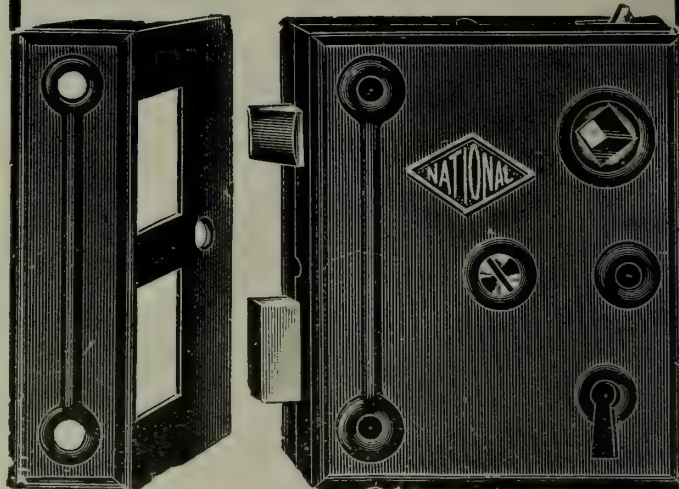
## The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

**ORDER FROM YOUR JOBBER**

**National Hardware Company, Limited**  
ORILLIA ONTARIO CANADA



## Stock THE PERFECT FRUIT STEP LADDER

**It Will Sell Quickly**

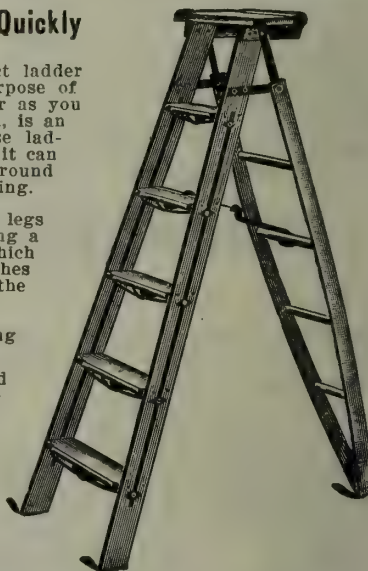
This is the most perfect ladder ever devised for the purpose of fruit picking. The ladder as you see it in this illustration, is an excellent general purpose ladder, for the reason that it can be used on uneven ground without danger of tipping.

The pointed portion or legs can be turned up, making a long single ladder which readily rests in the branches of the trees, making the gathering of fruit easy.

Made in the following lengths:—

6 ft. step ladder extended to 11 ft.; 8 ft. step ladder extended to 15 ft.; 10 ft. step ladder extended to 19 ft.

We also manufacture Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.



**The Stratford Mfg. Co., Limited**

Stratford Ontario Canada

Represented by

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

New Line

# UNIVERSAL CLOTHES WRINGERS



Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

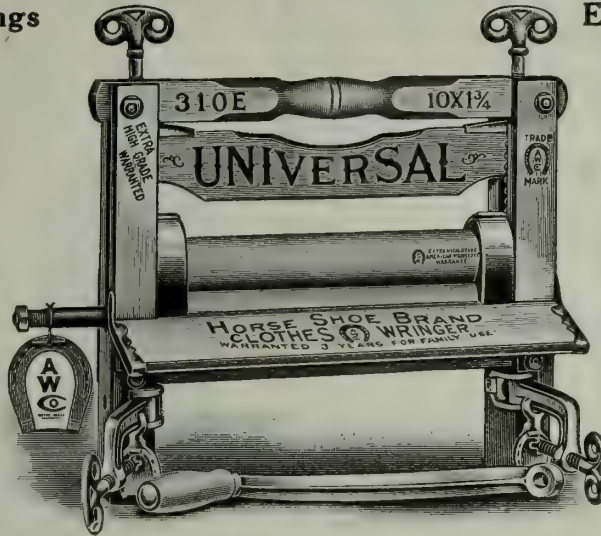
Packed 3 and 6 in  
a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Same style made in  
Folding Bench.



Send for Catalog (F)

## THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



Over 5,000,000 Mendets in use.

Order from your jobber or  
write direct.

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.

## CASTOR OIL

**"HOMCO" BRAND**

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL**

**FIRSTS**

**SECONDS**

For all medicinal or lubricating  
purposes.

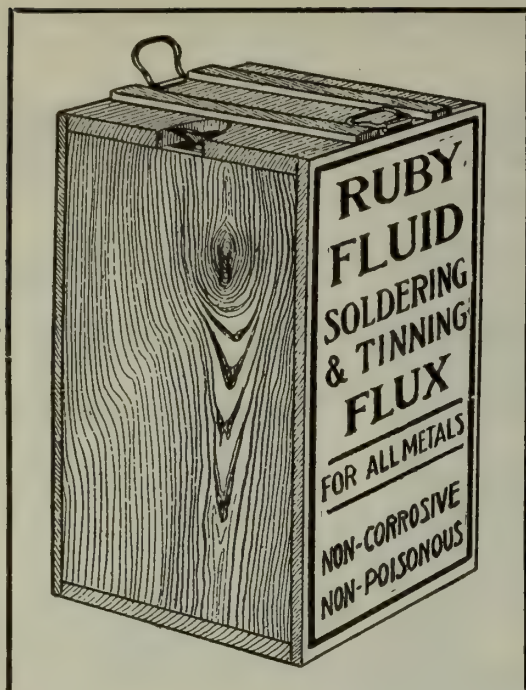
Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**

Limited

MONTREAL - TORONTO - WINNIPEG





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

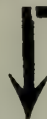
If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

By The Introduction Of Expensive Machinery  
We Are Able To Make The Very Highest Quality

## GARBAGE CANS



These cans have no hoops or wooden strips to protect them on the outside and cause them to rust out and be unsanitary.

The BEADS make them very strong and rigid and there is no place for dirt to lodge in and make unsanitary conditions. Will not rust.

While we cater to a class of trade wanting first-class, strong garbage cans we can supply any kind.

We make a specialty of garbage can made of 18 gauge Galvanized Steel. Material that will stand severest usage.

Send trial order—the profit will appeal to you.



**The Steel Trough & Machine Co.**

Limited

TWEED

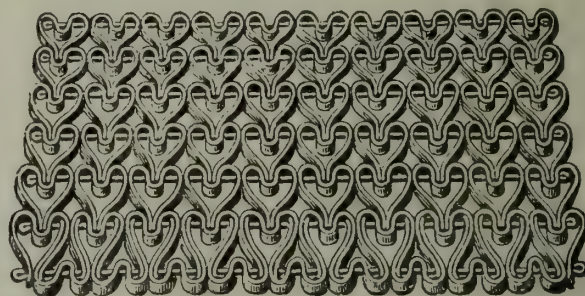
ONTARIO

GORDON & SON  
Eburne, B. C.

J. H. ASHDOWN CO.  
Winnipeg

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



HANDSOME

PRACTICAL

For Residences, Stores, Office Buildings, Soda Fountains,  
Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO

# JENKINS BROS.' "Y" or BLOW-OFF VALVES

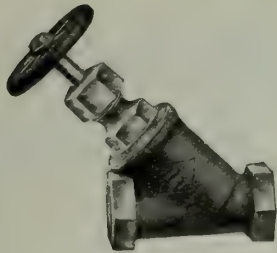


Fig. 124

Registered



Trade Mark

*Jenkins Bros.*



Fig. 125

They are well made in the Jenkins Bros.' way. Particularly serviceable for use as blow-off valves for boilers.

They have full opening equal to bore of pipe which permits a free flow of steam or fluids. Renewable seat rings and discs.

Made screwed and flanged in Standard and Extra Heavy Patterns in Brass or Iron.



FIG. 149

Write for Catalog.

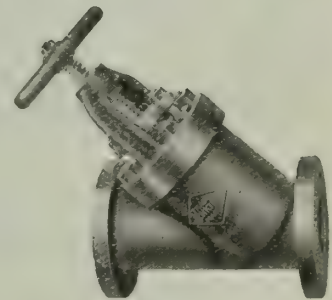


Fig. 297

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

## Good Pumps--- With Good Profits

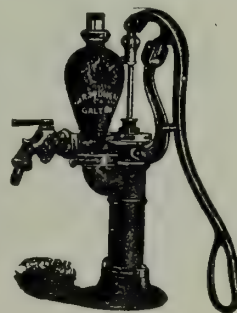
We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

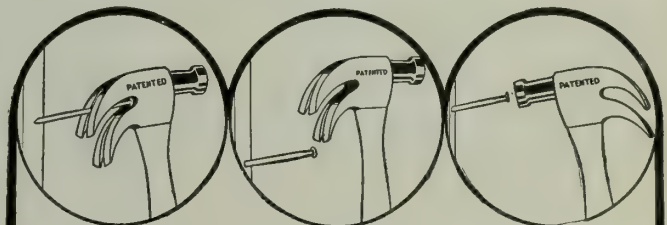
Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The  
**R. McDougall Co., Limited**  
GALT, CANADA



Strike

Lift

Drive

## Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

**ALL JOBBERS**

Manufactured by

**THE DOUBLE CLAW HAMMER CO.**

453 Broadway

BROOKLYN, N.Y.

Start

Out



Pulls the nail out straight without a block







Made from the finest grade of Sheffield Crucible Cast Steel.  
Highest quality as regards setting and keenness of edge.

**SCHRAMBERGER UHRFEDERNFABRIK,**  
G.m.b.H.  
Manufacturers of Safety Blades  
**SCHRAMBERG (WURTEMBERG) GERMANY**

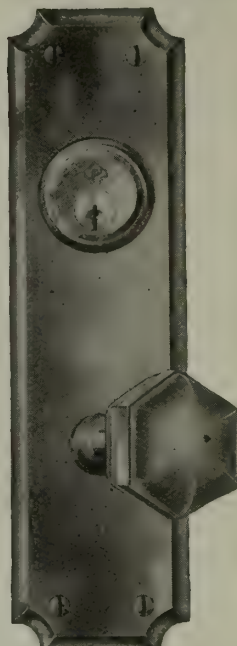
Representatives for Canada:  
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

**Ensure Absolute Satisfaction  
By Selling**

**Peterboro  
Hardware**

**An  
Artistic  
Design  
for  
1913**

**Made in Wrought Brass  
and Steel and Cast Brass.**



No. 18 and 19 Design

**Peterborough Lock Mfg. Co.  
LIMITED**

**PETERBOROUGH, ONT.**

## THE AYLMER STOCK AND TOWN PUMP

**Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke**



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

**WRITE FOR OUR  
BIG FREE CATALOGUE**

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO

## Special Lineman's Pliers



## KLEIN PLIERS

are hand forged from extra bar tool steel, and carefully tempered. They are easy cutters, well balanced, and of elegant lines and finish, and are giving universal satisfaction. Write to us for copy of our catalogue showing a great variety of Lineman's and Construction Tools.

Write for a catalogue.



**Mathias Klein & Sons**  
CANAL STATION 77 CHICAGO, ILL.

The Strong Advantages  
of

## Pearson's Patent Poke No. 2

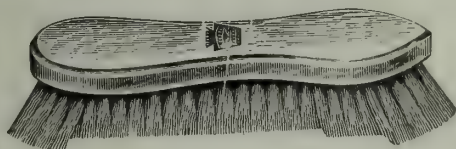
Assure Quick Sales At a Good Profit

This poke cannot slip off, doesn't wear the mane, and is very easily adjusted. It is light, but very strong, and will prevent running in the field. Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

*Give it a trial — the results are just the kind you want.*

Write for circulars and prices.

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.



## You Cannot Always Tell

by the look of a Brush how it is going to wear, and therefore it is important that you buy goods that are backed up by the reputation of a reliable manufacturer. Every Brush bearing the Keystone Brand is guaranteed to give satisfaction, and you can place them in the hands of your customers with confidence.

Manufactured by  
**Stevens-Hepner Company**  
Limited  
PORT ELGIN, ONT.

# DOMSTEEL WIRE Products

["From Ore to Finished Product."]

Nail Wire, Rivet Wire, Annealed Wire  
Straightened and Cut to Length

**WIRE NAILS**  
All Standard  
and Special Gauges

**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel  
Sterilized Nails."

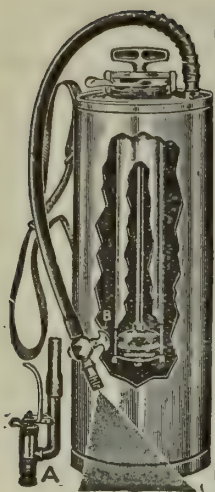
**DOMINION  
IRON & STEEL CO.  
Limited**

Head Office and Works  
SYDNEY, N.S.

Sales Offices:  
Sydney, N.S., and 112  
St. James St., Montreal.







## POTATO BUGS

Will soon be on Deck

Every Potato Grower will require our improved

### AUTOMATIC Compressed Air SPRAYER

The most convenient Hand Sprayer on the market.

Drop us a card. You will be interested in our Special Dealer's Prices.

## CAVERS BROS.

MANUFACTURERS

GALT - - - - - ONT.



## Step Ladders

4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

## Otterville Mfg. Co.

Limited

OTTERVILLE - - - - - ONT.

## JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

## CUTLERY

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company  
MONTREAL



BABBITT YOUR JOURNALS WITH

## ARCTIC METAL

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

*Tallman Brass & Metal Co.*  
HAMILTON, ONT.

Please your customers and increase your profits by selling them

## Reynolds' "F.R." Cutlery

Table knives, pocket knives, razors, carvers, etc., in all patterns—made of the best Sheffield Steel.

Stocks carried at St. John (N.B.), Montreal, London (Ont.) and Hamilton (Ont.).

Write us now for name of nearest agent. Good discounts.

## FREDERICK REYNOLDS

Providence Works

SHEFFIELD, ENGLAND

## GEORGE B. BIRCH

The Cheapside Brass Foundry  
BIRMINGHAM,  
England.

Manufactures

Stair Rods and Eyes,

Casement Rod Fittings

and General Furnishing

BRASS FOUNDRY

Agents  
Wanted

WATCH FOR FUTURE ADVERTISEMENTS

**BIG**

**RESULTS**

from small investments. Read  
Hardware & Metal's Want  
Ad. Page.

## CEMENT SIDEWALK TOOLS OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

## T. Slack & Co.

5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599

Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.





## Change of Name

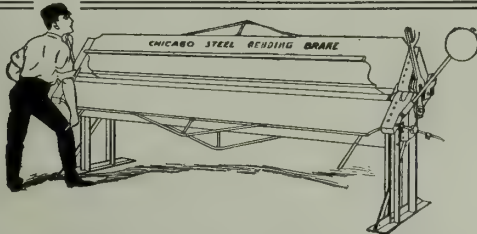
*We beg to announce to the Heating Trade  
that the*

**PEASE-WALDON COMPANY OF WINNIPEG**  
*will in future conduct business as the*

**PEASE WESTERN FOUNDRY**  
Limited Winnipeg

**The PEASE FOUNDRY CO., LIMITED**

Head Office:—TORONTO. Works:—BRAMPTON.  
Winnipeg Hamilton Vancouver Montreal



**CHICAGO STEEL BENDING BRAKES**  
(Made in 200 sizes)

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. Work quickly and easily.

**THE STEEL BENDING BRAKE WORKS, LTD.**  
CHATHAM, ONT.

**THERE IS ONLY ONE  
GERMANTOWN LAMP  
BLACK**

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

**THE LARGEST PRODUCER  
& SHIPPER IN U.S.A.**



## SILO RODS

**COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES**

Prompt Shipments



LONDON, CANADA

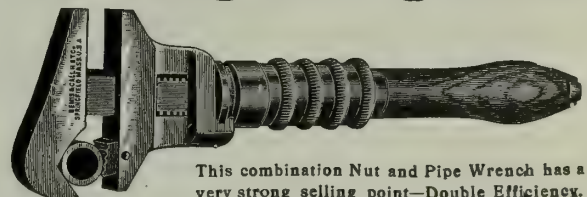
## Natural Gas Goods of every description

at

**T. F. BERMINGHAM'S**

20 John Street South  
HAMILTON, ONT.

## A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



**BEMIS & CALL HARDWARE & TOOL CO.**  
Springfield, Mass., U.S.A.

## BLACK JACK

**QUICK  
CLEAN  
HANDY**



TRY IT

**SOLD BY  
ALL  
JOBBERs**

1/4-lb. tins—  
3 doz. in case

## CASH OR PARCEL CARRIERS

**SAVE TIME & MONEY**



**Quick Change Means Pleased Customers**

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



**CATALOG FREE**

The Gipe-Hazard Store Service Co., Ltd.

**99' ONTARIO STREET TORONTO, ONT.**  
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.



# DIRECTORY OF MANUFACTURERS

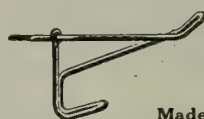
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including a full line of Folding Beds, Children's Cribs, etc.  
**The Ham & Nott Company, Limited**  
Brantford, Ont.

## HOUSE NUMBERS.

### STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

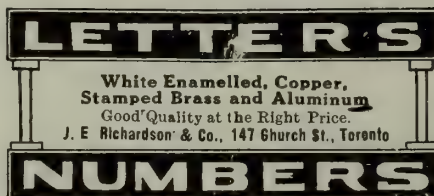
List sent on application.

**Raymond Bros.**

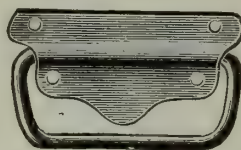
London, .. .. . Ontario

## BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367  
**Bossé & Banks**  
Steel Beams, Columbus, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.  
Board of Trade Building.  
36 ST. PAUL STREET, - QUEBEC



**J. H. BUTLER, Limited.**



Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and Wire Strainers for Illustrated list on Fencing, application, all kinds of Wire

Get prices on

### BOX STRAPPING

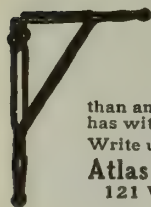
of every description from

**J. E. Beauchamp & Co.**

133 Coristine Building MONTREAL



## BRACKETS.



### The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

**Atlas Manufacturing Company**  
121 Water St., New Haven, Conn.

## MANUFACTURERS' AGENT.

### H. E. JOHNSON

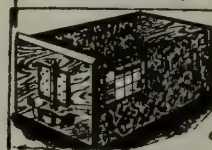
Factory Representative  
12 Melinda St.  
TORONTO

Representing

Hupfield, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.

## HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



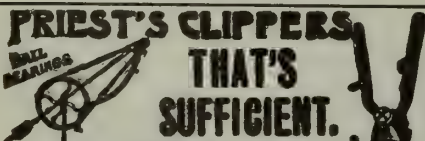
The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL  
HARDWARE SHELF BOX**

Saves 20% Shelf Room

over wooden boxes  
Write for Catalogue and Price List.  
**CAMERON and CAMPBELL**  
Toronto

## CLIPPERS.



Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

### Moose Jaw Distributing Co.

Moose Jaw, Saskatchewan

Now visiting the Hardware and Implement trade. Open to handle a few new lines of hardware, implements, contractors' supplies, or road machines.

Storage facilities.

## JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5 1/2 Toronto Street, 52 Canada Life Bldg.,  
Toronto, Montreal.

When writing advertisers, kindly mention having seen the ad. in this paper.

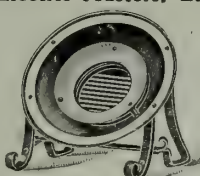


## "CALOR" ELECTRIC HEATING AND COOKING APPLIANCES

Electric Kettles      Electric Irons  
Electric Food Warmers      Electric Grillers  
Electric Toasters, Etc.

Write  
to-day for  
latest  
Catalogue

Liberal  
Discount



Bright Glowing Electric Fire.

Absolute-  
ly Safe

Thorough-  
ly reliable

Guaran-  
teed for  
12 months

AGENTS WANTED

TOWNSEND'S ART METAL CO., LIMITED  
Ernest Street, BIRMINGHAM, ENGLAND



The  
**WHITE  
MOP  
WRINGER**



is the world's standard

It wrings mops  
thoroughly, easily,  
quickly and  
neatly.

Sold by Jobbers and  
the old reliable  
White Mop  
Wringer Co.



MADE IN CANADA



**WHITE MOP  
WRINGER CO.**  
FULTONVILLE,  
N.Y.



# LONDON

## HIGH GRADE

Never Varies  
in Quality and Toughness

London Bar Iron is absolutely flawless and is  
uniform throughout, assuring the buyer intrinsic  
value for his money.

Our methods of production enable us to produce  
this high-grade Iron at the lowest prices. It will  
pay you to sell it—write us at once.

**London Rolling Mill Co., Ltd.,**  
LONDON - - - CANADA

Sales Agents, Ontario, Baines & Peckover, To-  
ronto. Manitoba, Bissett & Loucks,  
Ltd., Winnipeg.

# BAR IRON



Pat. Nov.  
10, 1908

BUILT IN TWO SIZES  
Standard (14 Quart Pail)  
Janitor (22 Quart Pail)

Trade Mark  
**The Bulldog** MOP WRINGER  
AND BUCKET COMBINED

The Best Proposition, from every point of view, on the  
market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs  
of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS.  
Tested and approved by the Good Housekeeping Insti-  
tute conducted by Good Housekeeping Magazine.

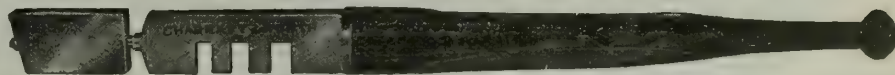
Manufactured by Sold by Jobbers

**The Bushnell Novelty Co.,** Mansfield,  
Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to  
quote you prices.

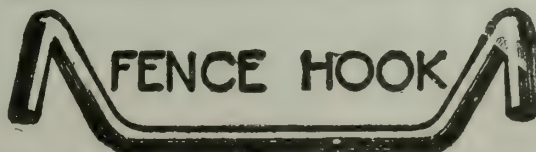
## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
Painters' Supplies.

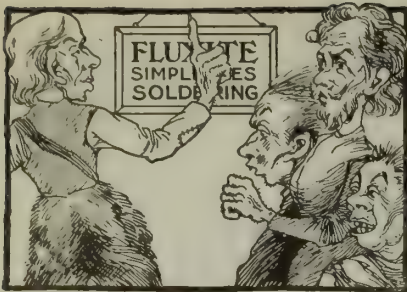
**GALVANIZED FENCE HOOK** For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.





Anyone can use it. Engineers and other mechanics will have

# FLUXITE

the paste flux that  
**SIMPLIFIES SOLDERING**  
and lead jointing

## Chorus of Plumbers

Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
**FLUXITE.**

Easy to use.

It solders even dirty metals without cleaning, and does not cause corrosion.  
Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Easy to sell.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

## The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

# Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
Sewer Pipe and Tilings  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

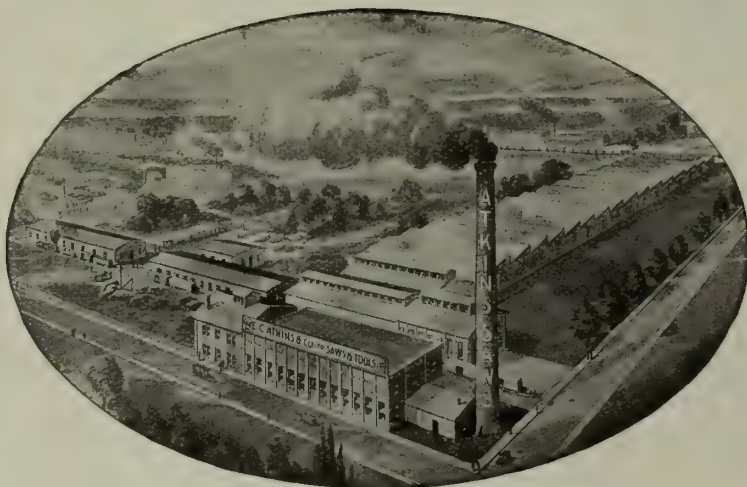
Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue  
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

# ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.



## SPRAY POTATOES WITH The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits,  
Flowers, Vegetables, Cattle, Fly Oils.  
Made of the best materials throughout.  
Ask your jobber, or write us.  
We are Spray Pump Specialists, mak-  
ing different kinds.

THE COLLINS MANUFACTURING CO.  
TORONTO, ONT.

## THE WORLD'S STANDARD LAMPBLACKS



**L. MARTIN  
COMPANY,**

NEW YORK, CINCINNATI,  
PHILADELPHIA, LONDON, ENG.

We Are The  
Originators And Manufacturers  
Of The World's Famous

**OLD STANDARD, EAGLE, PYRAMID  
AND GLOBE GERMANTOWN LAMPBLACKS**

The purity and excellence of our blacks have won  
several Gold Medals, Grand Prix and Diplomas in  
open and International Competition. Why buy  
the Near Brand when the Best is procurable?

Ask your dealer.

Established 1849

## Hardware Dealers Should Feature the "BAYARD" Line



and watch their profits grow. Look over your stock and see if you have on hand sufficient "Bayard" Automatic  
Rifle Pistols, Shot Guns, etc., to show the probable customer.

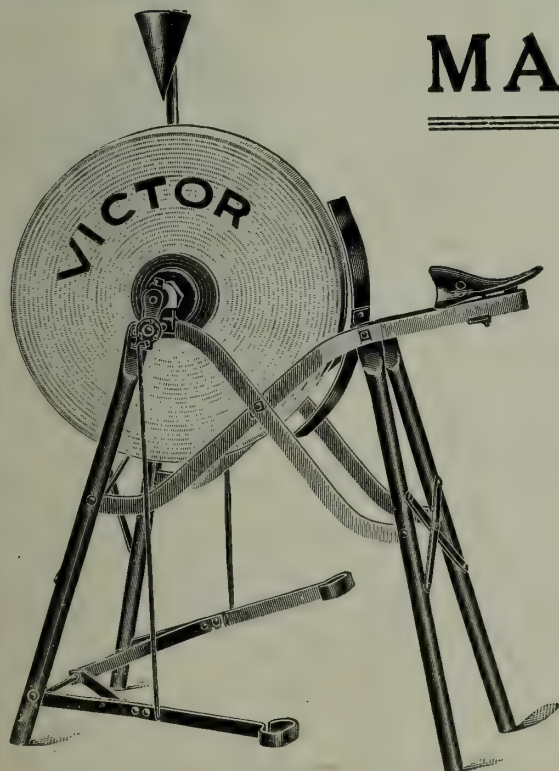
The camping season will soon be here, and the camper, sportsman or hunter will certainly want to purchase one  
of the many handsome "Bayard" lines.

Descriptive Booklet for the asking.

McGill Cutlery Co. (Reg'd)

P.O. Box 580, Montreal, Canada

## MADE IN CANADA



## "R-W" MOUNTED GRINDSTONES

Genuine Berea Grit

Four Sets of Ball Bearings in every stone

Finished in Red Enamel

Adjustable Seat

Tubular Frame or Angle Iron Frame

**STRONG—RIGID—EASY RUNNING**

# Richards-Wilcox

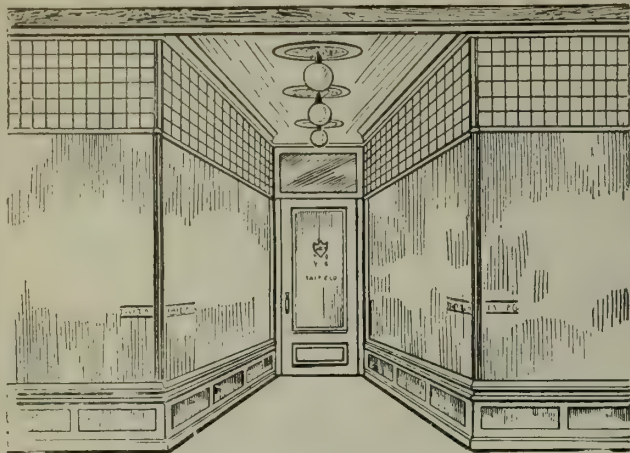
The Only Canadian Makers of Mounted  
Grindstones



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.







## Is it nothing to you that the people pass by?

—instead of entering

**Think a moment. Go outside your store now. Look at your shop front. It should be your best advertisement for attracting customers into the store—But is it?**

Are you satisfied with it? Does it do you justice? Does it show off your merchandise and emphasize the good service to be obtained inside your store?

If it doesn't, then write us. We'll tell you how to improve it.

**We undertake to demonstrate to you that the famous "Easy Set System" of store front construction will more than pay for itself in the increased trade it will bring to your store.**

An "Easy Set System" in your store front will place your store so far ahead of those that surround it, that people will just naturally drift in, because of its sheer inviting appearance.

Get posted upon this system now. You'll say it's one of the wisest moves you ever made.

Write for particulars to-day. Address

**Consolidated Plate Glass Co.**  
of Canada, Limited

241 Spadina Ave.

**TORONTO**

## What Are You Doing to Earn More—Be More?

The great body of those holding subordinate positions to-day are using only twenty-five per cent. of their real energy and ability, and a large number of them realize it, but do not understand how to get out of their rut.

Each month, Dr. Marden, the greatest of optimistic writers, contributes to MacLean's Magazine an inspiring, helpful article addressed to just that class of employees, ambitious young men and women workers who are anxious to get ahead, who are determined with all their might to be somebody, to do something, to become exceptional employees.


The writer aims to touch the highest springs of such employees' aspirations, and no one, after reading Dr. Marden's articles will fail to put forth fresh and better-directed efforts to forge to the front. Dr. Marden's purpose, however, is by no means to make his readers dissatisfied with their lot, but rather with themselves for not getting more out of the part assigned them in life.

The reading of these articles on success may be the turning point of your life. Send \$2.00 to-day to the MacLean Publishing Co., 143-149 University Ave., Toronto, and your subscription for MacLean's Magazine will be immediately entered for one year.

"TARBOX BRAND, TORONTO"

# Chemically Treated Dry Dusting Odorless Mops AND Cloths

These goods are strictly Canadian made carrying the guarantee of the "Tarbox Brand." Being **Chemically Treated** to pick up dust, holding it by absorption until washed out with hot water and soap, as hot as the hands will stand, without losing any virtue of the treatment. No retreatments are required. No oil to soil.



**Dustless  
Dust  
Cloths**

No. 1 Size, Retail .25  
No. 1½ " " .35  
No. 2 " " .45

Size numbers indicate yards in each.




**Flat  
Mops**

Used in any stick for dusting—not as wet mop.

No. 01, Retail .50  
No. 02, Retail .75

**Muffled Mop Sticks**  
(A New Idea)  
Made safe by felt pad.



No. 2, 5-ft. Handle, 5 1-2 in. Head.  
No. 8, 5-ft. Handle, 6-in Head  
Heads; stamped steel; smooth handles  
**Price 25c.**



**Handle  
Duster**  
75c.



**Circular Dry Dusting  
Mops**

With nice smooth 4 foot handle  
Retail **\$1.00**



**DUSTLESS FLOOR POLISHER**  
Made safe from marring room or furniture.  
No. 1, 10-inch head **\$1.50**  
No. 2, 14 inch head, **\$2.00**

## THE DUSTLESS FLOOR POLISH

Is a marvelously effective article, once in use valued much beyond its cost—equally useful as a wall duster—gets all that germ-laden dirt over the door and window ledges.

## THE WHOLE DUSTLESS PROPOSITION

is to gather the dust—not shift it—thus dusting with our **real chemically treated dusters** is real dusting.

Re our treatment.—The only oils used **are to convey the chemicals** (the only permanent efficiency) which will not mix with, or be attacked by, water—practically all the oil is eliminated with the first washing, leaving the **potential properties of the treatment a component part** of the fabric for all time. Thus it is that **no re-treating** is required. The chemicals are odorless, anti-spontaneous, antiseptic, hygienic.

**Our prices are right**, from which the jobber can allow 40 %, and if he cannot—order from us direct—we will. Terms net 30—3% cash 10 days, or 5% if cash accompanies your order.

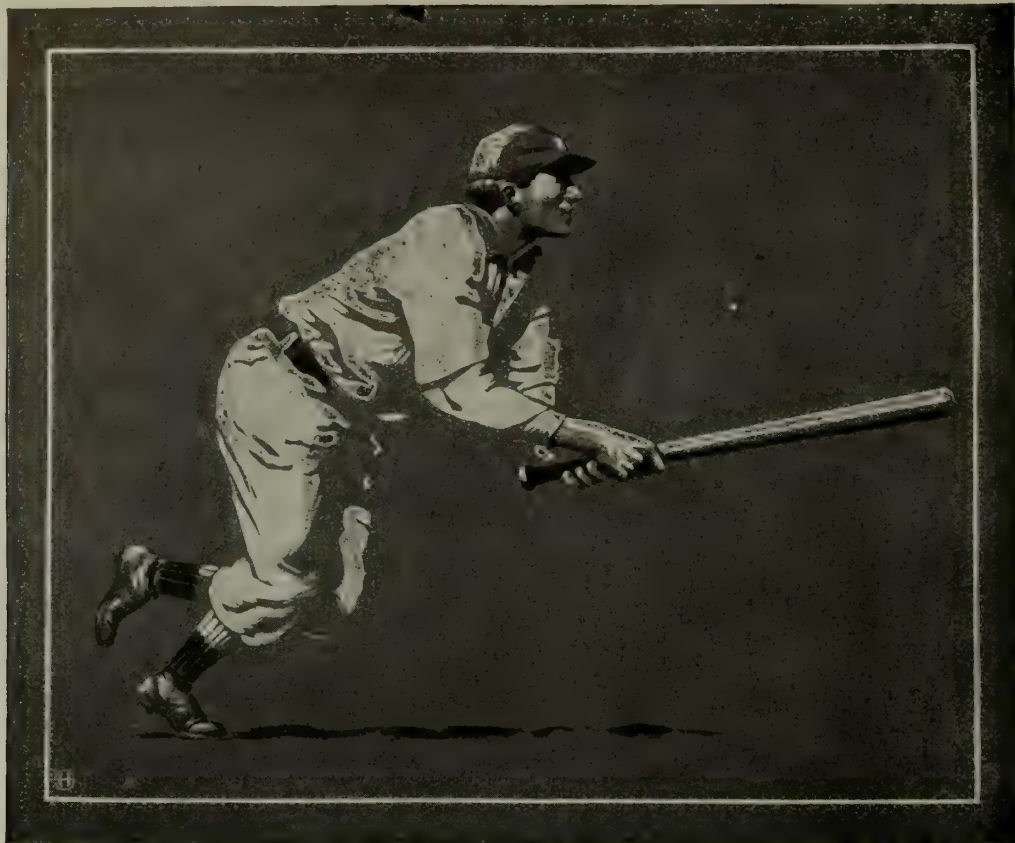
We are now in position to make prompt shipment on our full line.

Address

**TARBOX BROS.**  
274 Dundas St. TORONTO, ONT.

Manufacturers of  
**Crank Mops, Self Rinse Mops, Knitted Mop  
Cloths, String Mops, Mop Sticks, The  
"Tarbox" Straw Holders, Etc.**





## Play Ball!

Keep a clear *head*, a watchful *eye*, and steady *nerves*.

*That's* the gospel of the game—that and *team work*—*follow it* and the pennant's *yours*.

It's the gospel of your business, *too*.

Do *you* follow it?

What is team work but co-operation?

Are you *getting it*? *We work with you*—not *at you*. We can't begin to do justice to our 1913 proposition to the trade in print. It's the biggest, best and *most profitable for you*. Write us about it *to-day*.

The *Glidden* Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels,  
Endurance (Mission) Wood Stains, Waterproof Flat Wall  
Finishes and Cement Coatings.

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Douglas Varnish Co., Montreal.	<b>Wagon Jacks.</b>	<b>Wire Door Guards.</b>	Canada Wire & Iron Goods Mfg. Co., Hamilton.
Glidden Varnish Co., Toronto.	Richard Wilcox Can. Co., London, Ont.	B. Greening Wire Co., Ltd., Hamilton	<b>Wire Machinery.</b>
Imperial Varnish & Color Co., Toronto.	<b>Washers.</b>	<b>Wire, Iron, Steel, Brass and Copper.</b>	Ed Brand, 472 Moss Lane, Manchester Eng.
Pratt & Lambert, Bridgeburg.	Cowan & Britton, Limited, Gananoque.	B. Greening Wire Co., Ltd., Hamilton	<b>Wire Products.</b>
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	<b>Wholesale Hardware.</b>		Richard Wilcox Can. Co., London, Ont.
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Stanley Rule & Level Co., N. Britain.
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Consolidated Plate Glass Co., Toronto.  
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Arthur Rudd & Co., St. Helen's.  
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G. F. Stephens & Co., Winnipeg.  
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- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
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- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
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North Bros. Mfg. Co., Philadelphia.  
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Steel Co. of Canada, Ltd., Hamilton.
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- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lamplack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supple Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Seetees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks.**  
Hamilton Stove & Heater Co., Hamilton.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos. & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.  
Manufacturers' Agents.  
H. E. Johnson, Toronto.  
McIntosh, H. F. & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.
- Lealie, A. C. & Co., Montreal.**  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonzo W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Siding, Etc.**  
DeForest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oakey, John, & Sons, London, Eng.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Moth Killers.**  
Soclean, Limited, Toronto.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananogue.  
Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananogue.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananogue.  
Steel Co. of Canada, Ltd., Hamilton.
- Oilers.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowser, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
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Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Perforated Sheet Metals.**  
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Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lyaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.).**  
P. & F. Corbin, New Britain, Conn.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Radiators.**  
Hamilton Stove & Heater Co., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
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Greiff-Bredt & Co., Toronto.  
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Dorken Bros. & Co., Montreal.  
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McClary's, London.
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Dominion Register Co., Toronto.
- Registers.**  
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Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
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Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
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Parmenter & Bulloch Co., Gananogue.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
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Dunham Co., Berea, O.
- Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland, Sons & Co., Toronto.  
Lewis Bros. Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
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Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex. & Co., Montreal.  
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Metallic Roofing Co., Toronto.  
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Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
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Independent Cordage Co., Toronto.
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Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
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Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
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Aylmer Pump & Scale Co., Aylmer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
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- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Seythe Stones.**  
The Carborundum Co., Niagara Falls.  
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- Shears, Scissors.**  
R. Heinsch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.
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Cameron & Campbell, Toronto.
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Berry Bros., Walkerville, Ont.
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Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
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Can. Buffalo Sled Co., Preston.  
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- Sleds.**  
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- Snips.**  
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Onida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
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Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
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- Springs.**  
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- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Staples.**  
Cowan & Britton, Limited, Gananogue.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
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B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.





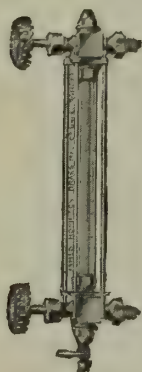
# Have You Ever Sold a ROSS .280 HIGH VELOCITY RIFLE?

The price now is only \$55.00 and your margin is sufficient to make the deal a tempting one. Then the Special Ross .280 Sporting Cartridge which is recommended for use with this model retails at \$7.50 per 100.

Offering this model in your window is apt to draw a good class of trade to your store, and if you sell you are sure of a satisfied customer.

*Discounts on application.*

**ROSS RIFLE CO. - QUEBEC, P.Q.**



Water Gauge Mounting.



Gauge Cock



Oil Cup--Quick Stop, Sight Feed



Safety Valve--Lever and Weight Type.



Cylinder Relief Valve.

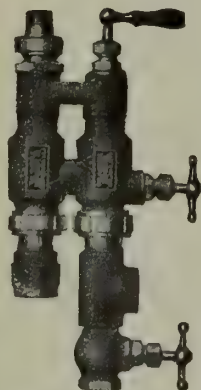
## Steam Goods of Quality Guaranteed to Satisfy Everybody

Our lines of steam goods have been giving splendid service for years—they have proved their reliability time and time again.

When you have calls for steam goods you can only afford to sell the "reliable kind."

Write us for prices and particulars on any line or lines in which you are interested.

Catalog to the Trade.



Hancock Inspirator



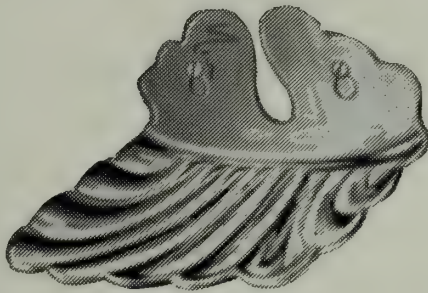
J. M. T. Valve. Re-newable Disc.

**The James Morrison Brass Mfg. Co., Limited**

93-97 Adelaide Street West, - TORONTO



## Bathroom Fixtures



Among the many styles shown in our 40 page catalogue, this pattern is deservedly popular.

It is low-priced, but finished with as great care as the most expensive.

AND WE HAVE THEM IN STOCK.

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada

## DUNHAM WATER-WEIGHT ROLLERS

Fill it with water to the desired weight.

Made with one or two drum sections.

Furnished with or without handle weights to hold handle upright when not in use.

### Roller Bearing

The axles revolve in roller bearings and have but two inches of friction surface compared to 10 to 22 ins. in other rollers. The Dunham is 44% easier to operate and 100% easier to sell. Dunham makes all styles of Lawn, Golf, Road and Field Rollers from 60 to 12,000 lbs. in weight.



Send for free book "Proper Care of Lawns."

Send for Catalog and Dealers' Special Proposition.

**ROBERT E. BROWN, Western Sales Agent**  
102 and 103 Donahue Block, Regina, Saskatchewan

Dealers in Eastern Canada should address  
**The Dunham Company, Berea, Ohio, U.S.A.**



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

SUCCESSORS TO

**The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.**

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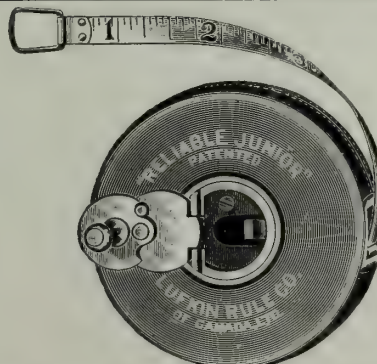
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### Measuring Tapes and Rules

RECOGNIZED LEADERS OF  
THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

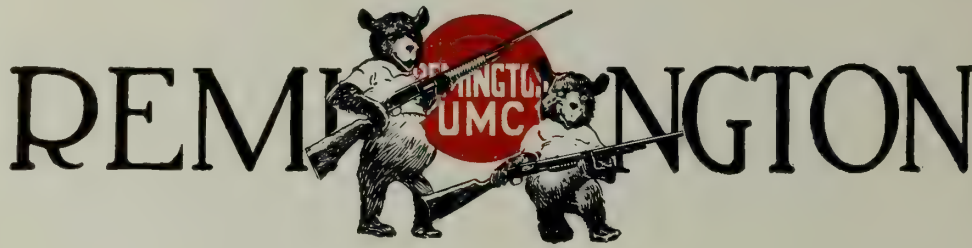
## LUFKIN

### Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.





*Your First Step Toward a Profitable  
Ammunition Business is the Boy—  
The Boy—And Again the Boy!*

**W**HAT are you doing to get the boys of your community into your store and to start them with the right arms and the right ammunition? Spring is the time when every boy wants a rifle. The live dealer takes advantage of this fact by window displays of small calibre rifles and ammunition.

As your own observation will have shown you, most men and practically all boys who take up rifle shooting start with the .22 single shot. Started right, they develop into target shots—game hunters—future arms and ammunition customers. Much depends upon the choice of their first arm.

It is important to identify your store with arms of a name and quality that reinforce your own reputation and make your sales easier.

The boy who sweats away afternoons and Saturdays earning the money for his rifle is not looking for low price at the expense of value. Then why let him go out of the store with anything less than a Remington, or at least a word of education on thoroughbred Remington quality?

With all this great movement toward outdoor life and sports—with boys' rifle clubs forming in every state—there is a bigger opportunity today in your community than any time in fifty years. This movement means a steady year-around ammunition business—no hindrance from game laws. No traps or special grounds—merely a sheet of paper tacked on the side of the barn.

Let us help—drop a postcard to your jobber for a representative order of Remington .22 single shot rifles and metallic cartridges. Then, write us for a sales plan. We have a special department ready to serve you.

Remington Arms—Union Metallic Cartridge Co.  
299 Broadway, New York City

CANADA'S ONLY WEEKLY HARDWARE PAPER

# HARDWARE<sup>AND</sup> METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
June 14, 1913

No. 24

## "GOOD CHEER"



*Circle Water Pan*  
**WARM AIR  
FURNACES**

Made a little better  
than necessary but—  
We are building for  
the trade of to-morrow  
as well as for that of  
to-day.

**The JAMES STEWART MFG. CO., Limited**

**WOODSTOCK, ONTARIO**

Western Warehouse

156 Lombard St., Winnipeg



# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox at La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*



## TWO NEW CARBORUNDUM SALES STIMULATORS

THEY are combination lithograph cut-out display racks—done in seven colors—entirely new, novel, practical—attractive.—One displays the three sizes of the *Carborundum Niagara Scythe Stones*—the other four (4) *Carborundum Knife Sharpeners*.

Put them on your show case, counter, or in your window.—The pictures show real people and carry a direct appeal.—The goods are right before the customer at the same time.

*Write our hardware department regarding these and other trade helps.—More new ones coming.*

THE CARBORUNDUM COMPANY  
NIAGARA FALLS, N. Y.



HAVE YOU PLACED YOUR ORDER FOR

## GEM AND BLIZZARD FREEZERS



They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

YOUR JOBBER HAS THEM.

**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



# The "ECLIPSE" PUMPER INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE



**EVERY UP-TO-DATE FARMER WILL BUY ONE**

There is no longer any excuse for not having a good supply of water anywhere at any time. The Eclipse Pumper has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot wind-mill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped to a head of over 80 feet on one pint of gasoline.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars.

Keep one in stock.

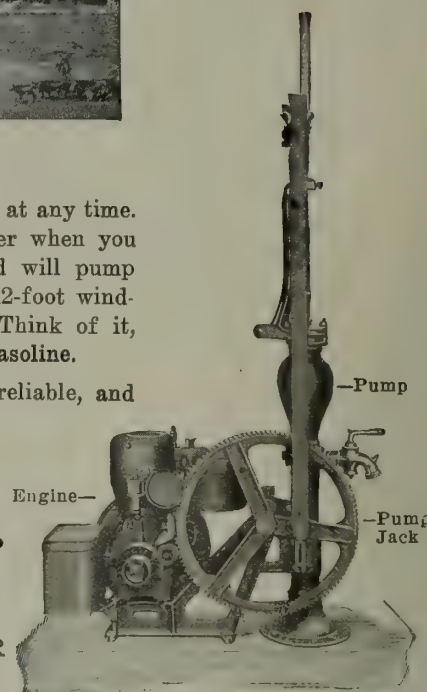
## The Canadian Fairbanks-Morse Co.

LIMITED

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ST. JOHN  
OTTAWA

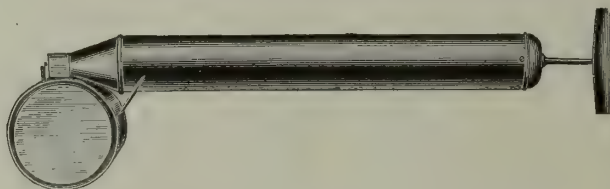
TORONTO  
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# The S.M.P. IMPROVED DELUGE SPRAYERS

Unexcelled for Spraying Trees, Bushes, Plants, Potatoes, Vines, Interior of Henneries. Also Horses, Cattle and Swine for keeping off Flies and Lice.



The "DELUGE SPRAYER" throws a fine vapor spray, thus covering a wide surface, which is very important in the spraying of trees, etc.

At the same time it is a great economizer of liquid, and makes a small quantity go a long way.

PRICE ON APPLICATION

## THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO


Limited

### Kemp Manufacturing Co.

Montreal

TORONTO

Winnipeg



*Disston*

## PLUMBS and LEVELS

For all Classes of  
Mechanics

**SOLD FOR NEARLY 50 YEARS**

**"DISSTON"**

is a

### **Guarantee of Quality**

Mechanics have perfect confidence in the name; to them it is a synonym of the "BEST."

**"It's a Name the  
Dealer Can Profit by"**

It will give prestige to your Line and inspire a respect for your house.

***We are Headquarters for Disston Goods.***

Your Orders and Inquiries will be handled with promptness.

They have maintained that High Standard of Quality, Efficiency and Finish for which **DISSTON GOODS** have gained **WORLD-WIDE RENOWN.**

We carry a Large Line of **DISSTON** Levels and other tools.

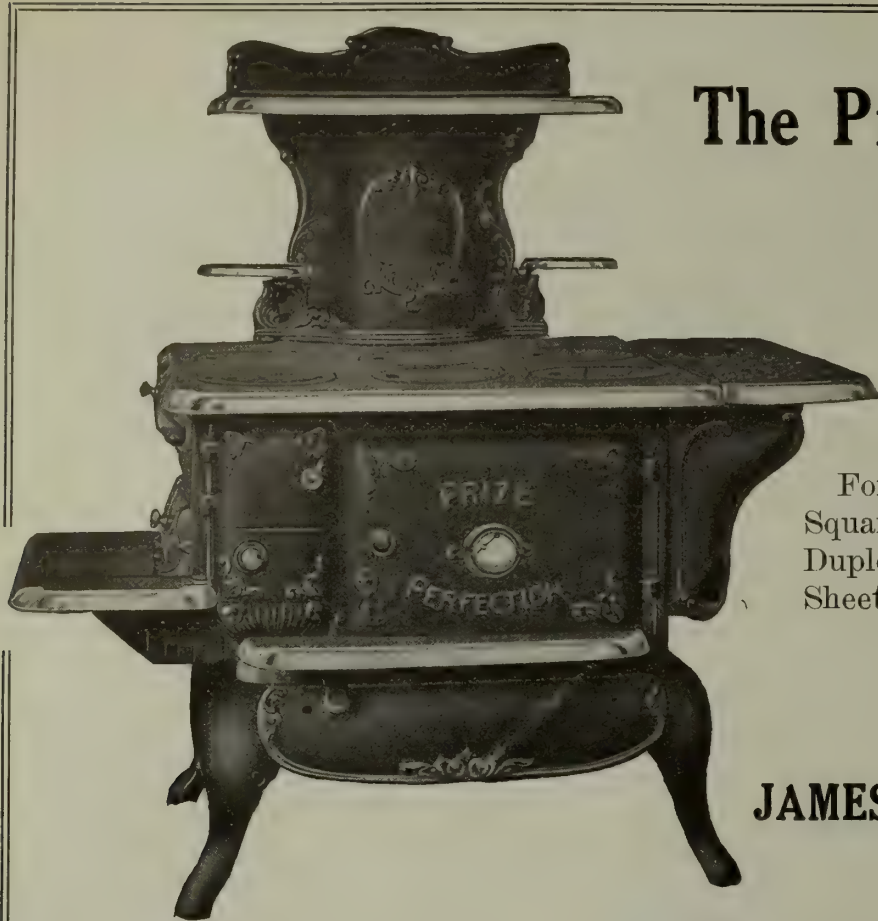
**LEWIS BROS., LIMITED**

OTTAWA  
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**MONTREAL**

VANCOUVER





## The Prize Perfection Range

Is a Low Price Guaranteed Range That is Certain to Sell Quickly.

For hard or soft coal or wood.  
Square top and high shelf.  
Duplex grates. Four or six holes.  
Sheet flue.

*Write for full particulars.*

The  
**JAMES SMART Mfg. Co., Ltd.**  
BROCKVILLE, ONT.

## Do Away With That Old Method of Keeping Books!

This system does away with Day Books, Journals and Ledgers.

There are no items to transfer from one book to another.

One handwriting is all that is necessary to keep an up-to-the-minute record of your business transactions.

All users of this system agree with us when we say it is the greatest system for handling accounts. You will too after you have handled it in your store for a few days.

Ask us to get you in touch with some users. Find out what they have to say and profit by their experience.

Write us now for full particulars.

### The **"McCASKEY"** Account System

Saves night work, stops forgetting to charge, eliminates errors and disputes and works wonders in collecting accounts.



## Dominion Register Co., Limited

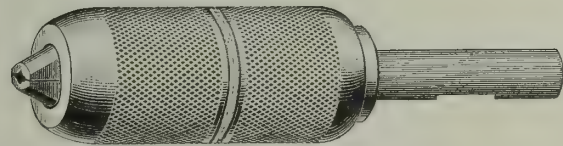
96 Ontario Street, Toronto, Canada  
(Trafford Park, Manchester, Eng.)

Double Register with Electric Recorder  
and Cash Till

# For Quick Shipments From Our Stock ORDER



Golden Dispatch Razor. Try one box of these at \$12.00 per doz., and if any prove unsatisfactory, return to us at our expense. We know them and we want you to.



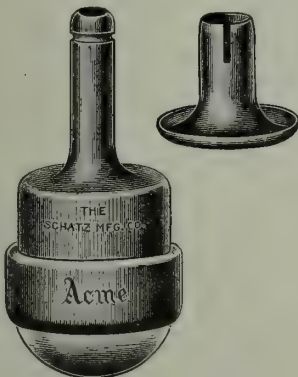
No. 2019—Giant Chuck, \$1.35 each.



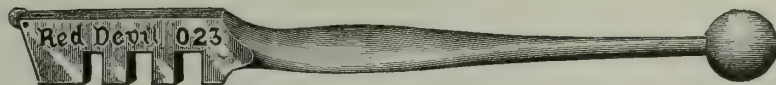
No. 793—Best drop forged steel rivet set.



Diamonds—Nos. 0, 1, 2, 3, 4, 5 carry our guarantee.

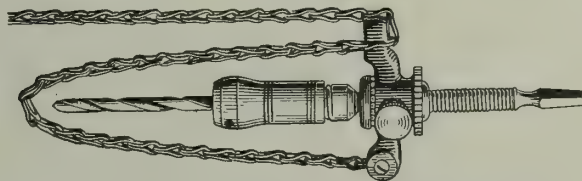


No. 658—Pin Pattern Caster.

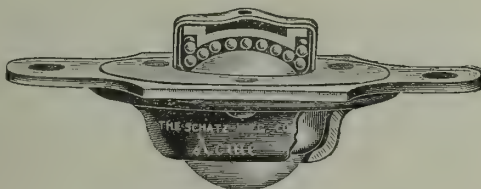


*"It's all in the wheel"*

No. 023—Genuine Red Devil glass cutter with round ball glass breaker. \$10.00 a gross.



No. 2018—Chain Drill with giant chuck, automatic feed. Takes bits up to  $\frac{1}{2}$  inch blacksmith. \$3.25 each.



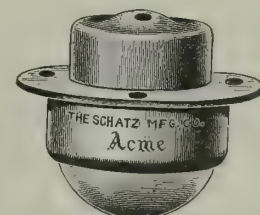
No. 710—Trunk Caster.



No. 239—All hard back saw blade.  
8 inch, \$3.90 per gross.  
9 inch, \$4.20 per gross.  
10 inch, \$5.10 per gross.  
12 inch, \$6.25 per gross.  
All sizes made up to 24 inches.



Acme knife, with guard. Why not use the guard and save the potato? \$7.20 per gross.



No. 656—Plate Pattern Caster.

## SMITH HARDWARE CO., LIMITED MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

## BOLTS & NUTS.

Stove  
Tire  
Bridge  
Elevator  
Carriage  
Machine  
Plow  
Track  
Eye, Etc.

## SCREWS.

Bright  
Brass  
Bronze  
Plated  
Headless  
Drive  
Felloe  
Dowel  
Machine  
Side Knob  
Cap.

## RIVETS & BURRS.

Belt  
Boiler  
Bridge  
Chisel Point  
Tinned  
Hame  
Coppered  
Cone Head  
Flat   "  
Round   "  
Steeple Head  
Wagon Box  
Wheel.

BRIGHT WIRE  
GOODS.

## WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

## WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

## PIG IRON

## TACKS

## SHOT

## PUTTY

## WHITE LEAD

## HORSE SHOES

and

## HORSE SHOE NAILS

## FENCING and GATES

## STAPLES.

Bed  
Blind  
Cooper  
Electricians'  
Fence  
Nuttet  
Poultry Netting

## STEEL & IRON.

Angle  
Band  
Channel  
Concrete Bars.  
Plow Beams.  
Rivet  
Tire.

## LEAD PIPE.

In Coils,  
Aqueduct  
Composition  
Soil & Waste.

## WROUGHT PIPE.

Black  
Galvanized  
Standard  
Extra Heavy  
Conduit  
Signal.

## SPIKES

POLE LINE MA-  
TERIAL.

WIRE HOOPS.

## —SALES OFFICES—

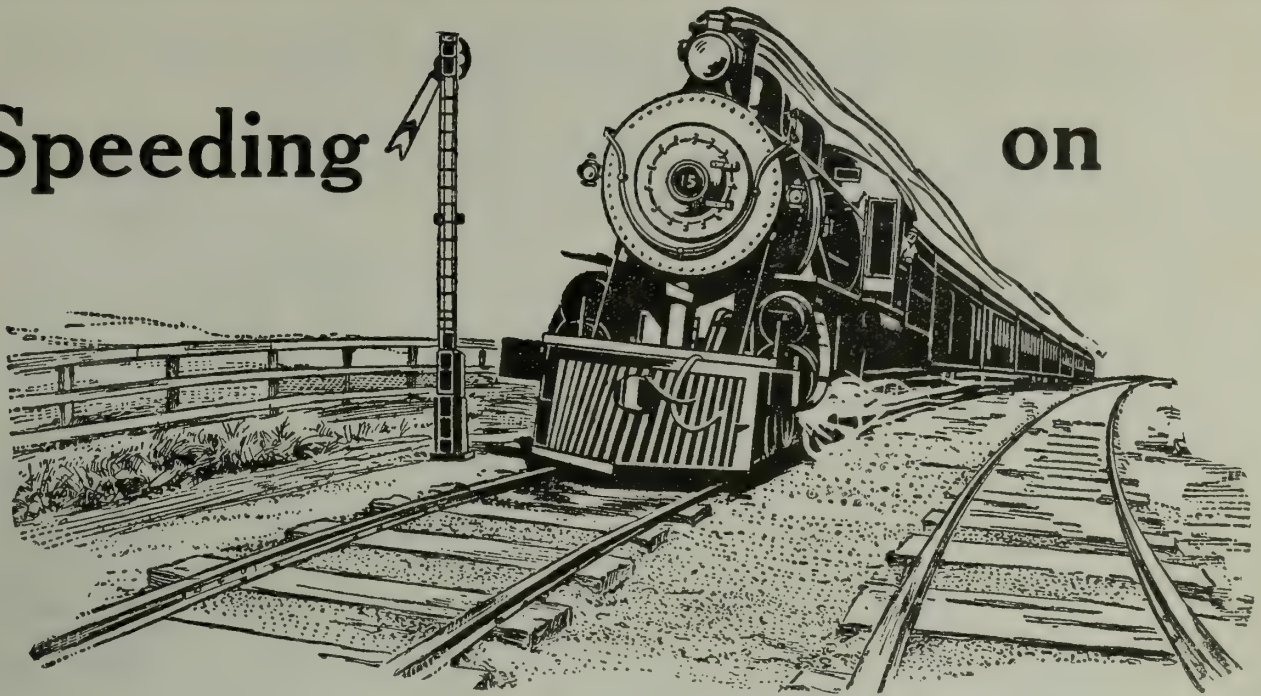
HAMILTON  
Vancouver, B.C.

Montreal  
Victoria, B.C.

Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.

Speeding on



Board the train heading for Increased Sales by entering  
THE

*Samson*

# Window Dressing Contest

Offering  
**SIXTY DOLLARS**

for photographs of the five Best Window Displays Showing  
“Samson” Roofing, “Samson” Garden Tools “Samson” Farm Tools,  
“Samson” Metal Ware, “Samson” Sporting Goods.

***The Contest Closes in Two Weeks***

**WRITE US FOR DISPLAY CARDS AND ENTER BEFORE IT IS TOO LATE**

**H. S. HOWLAND, SONS & CO.**

LIMITED

WHOLESALE HARDWARE

We Ship Promptly

**Toronto**

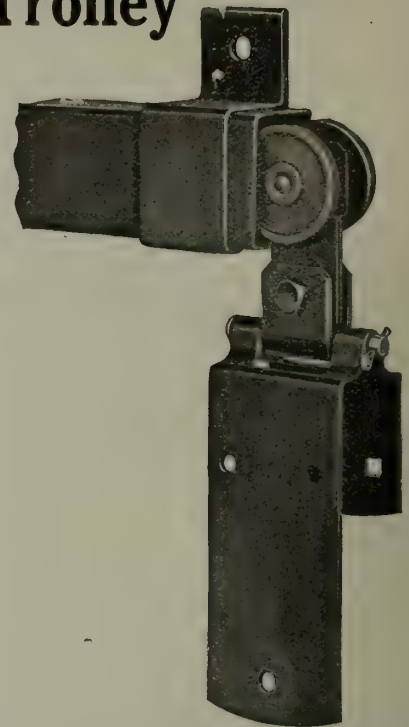
Our Prices are Right

Graham Nails are the Best



## You Want the Most Satisfactory Hanger—Then Specify The “Hatch” Trolley

The dealer who handles the “Hatch” Trolley hanger always wear the smile of the man who is satisfied that he is handling the best, and knows he is making a big profit on his increased hanger sales. If you do not wear this smile get acquainted with the “Hatch.”



**Canada Steel Goods Co., Ltd.**

HAMILTON, ONT.

Makers of the reliable Crescent Brand Butts and Hinges

## Most Up-to-date Hardware Stores Sell H. BOKER & CO.'S “TREE” BRAND CUTLERY



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You The “Tree” Brand Lines

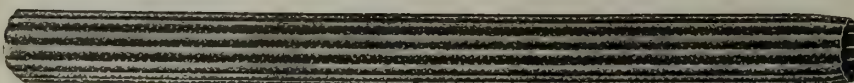
No time lost fitting our eavetrough together, always the same

Try our conductor pipe, elbows, valleys,  
ridge roll, skylight, ventilators, and

**CORRUGATED IRON**

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**



*We Initiate—Never Imitate*

# Hanger Superiority



Front View  
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

## POINTS OF SUPERIORITY

Simple in construction.  
Easily attached to door.  
Flexible and rigid hanger in one.  
Great strength and durability.  
Anti-friction steel roller bearings.  
Axles and rivets galvanized  
to prevent rust.  
Shoulder on axle prevents wheel housing from binding.



View of "Big 4"  
Hanger, Showing  
Flexible Feature

## BRACED RAIL

On which the BIG 4 HANGERS run is made from 1¼ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED  
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

# NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS



# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**



for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.

**Eley "Grand Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



.38 Automatic



.32 Automatic Eley .22 Long Rifle "E" Brand Blue Label



.25 Automatic



*Sold by all Jobbers throughout the Dominion.*

**Wholesale only:**  
**ELEY BROS.**  
(Canada) Limited  
North Transcona,  
Man.

## This Is An Inexpensive But A Very Durable And Efficient Brake

that does sheet splitting, makes any design of cornice, ridge roll, valleys, gutters, square pipes, octagon conductor pipes, any size of eave-trough, either with square or round head, etc.

By the combination of the treadle and the handles the machine can be operated from either end or any place in front, thus small sections of work can be formed without the operator requiring any assistant or going to the end of the machine each time to release the clamping leaf.

**ALL IRON AND STEEL**



**No. 7  
8 FOOT  
LIGHT  
CORNICER  
BRAKE**

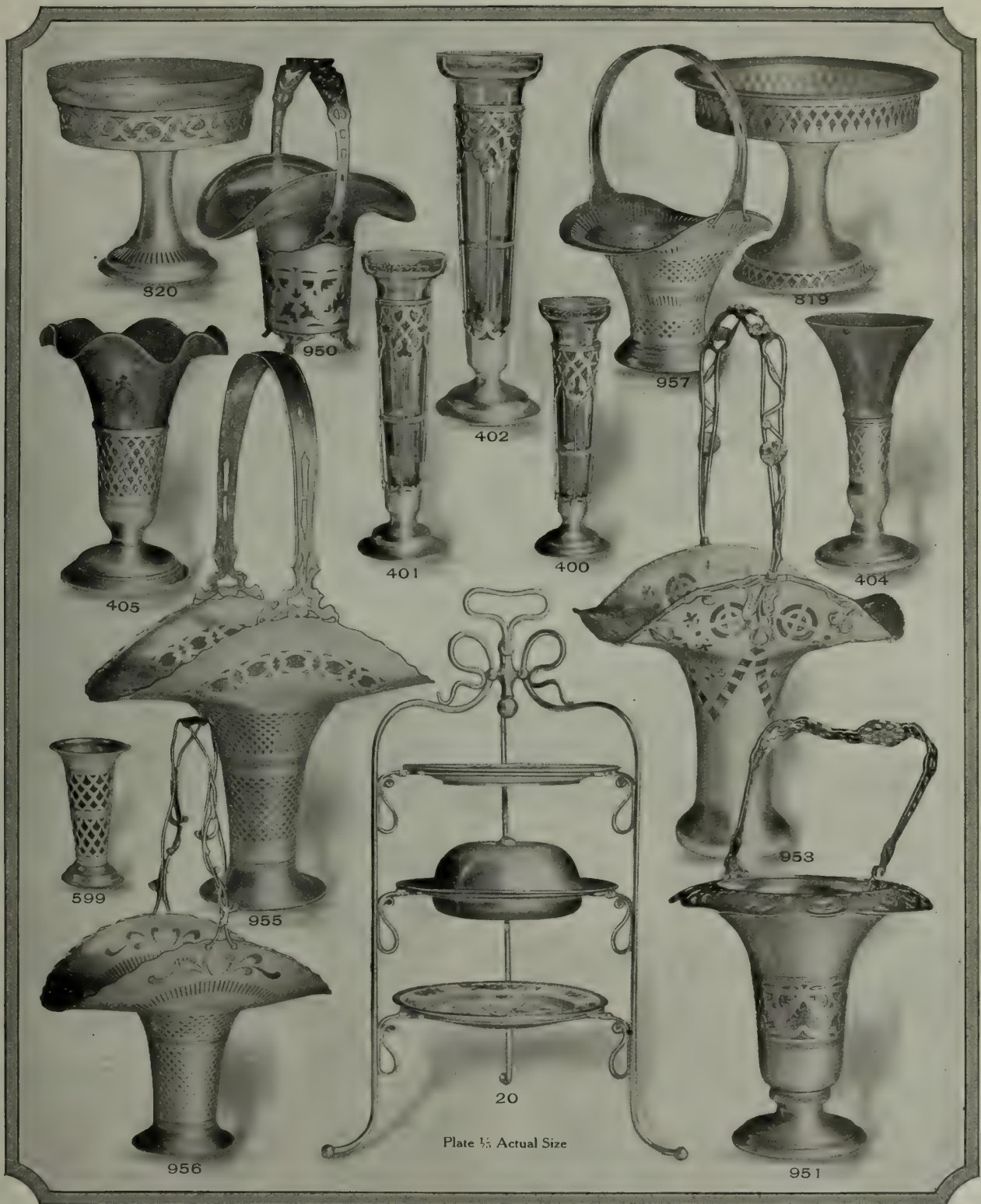
Patented in  
Canada  
and  
United States

**The Brown-Boggs Co., Limited, HAMILTON, ONT., CAN.**

Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies



# Silverware That Sells



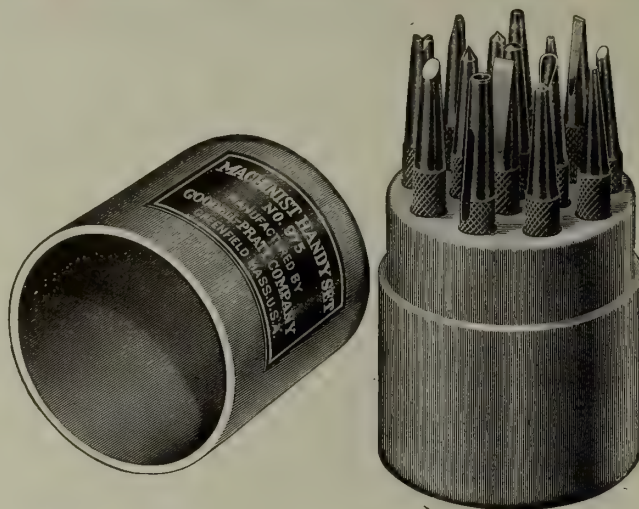
This plate shows our new designs in Flower Baskets and Vases. These and many other patterns are made up ready for immediate shipment.

NOTE: A postal inquiry will put you on the mailing list for our new catalogue to be issued shortly.

**Standard Silver Co. of Toronto**  
 North Madison Ave. -- Limited



*Goodell-  
Pratt's*



No.  
**975**

## Machinist Handy Set

This set consists of nail sets, a saddler's drive punch, prick punches, and chisels put up in a neat wooden box, as shown in illustration.

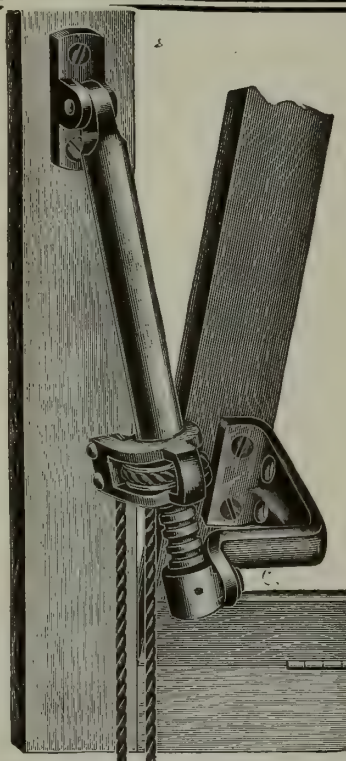
They will be found very handy upon the work bench.

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield

Mass., U. S. A.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

**EVERED**

& CO  
LTD

**MANUFACTORY:** Surrey Works, Smethwick, Birmingham, England  
**SHOWROOMS:** 27-35 Drury Lane, London, W.C.

**MANUFACTURERS**

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

**BRASS FOUNDRY**

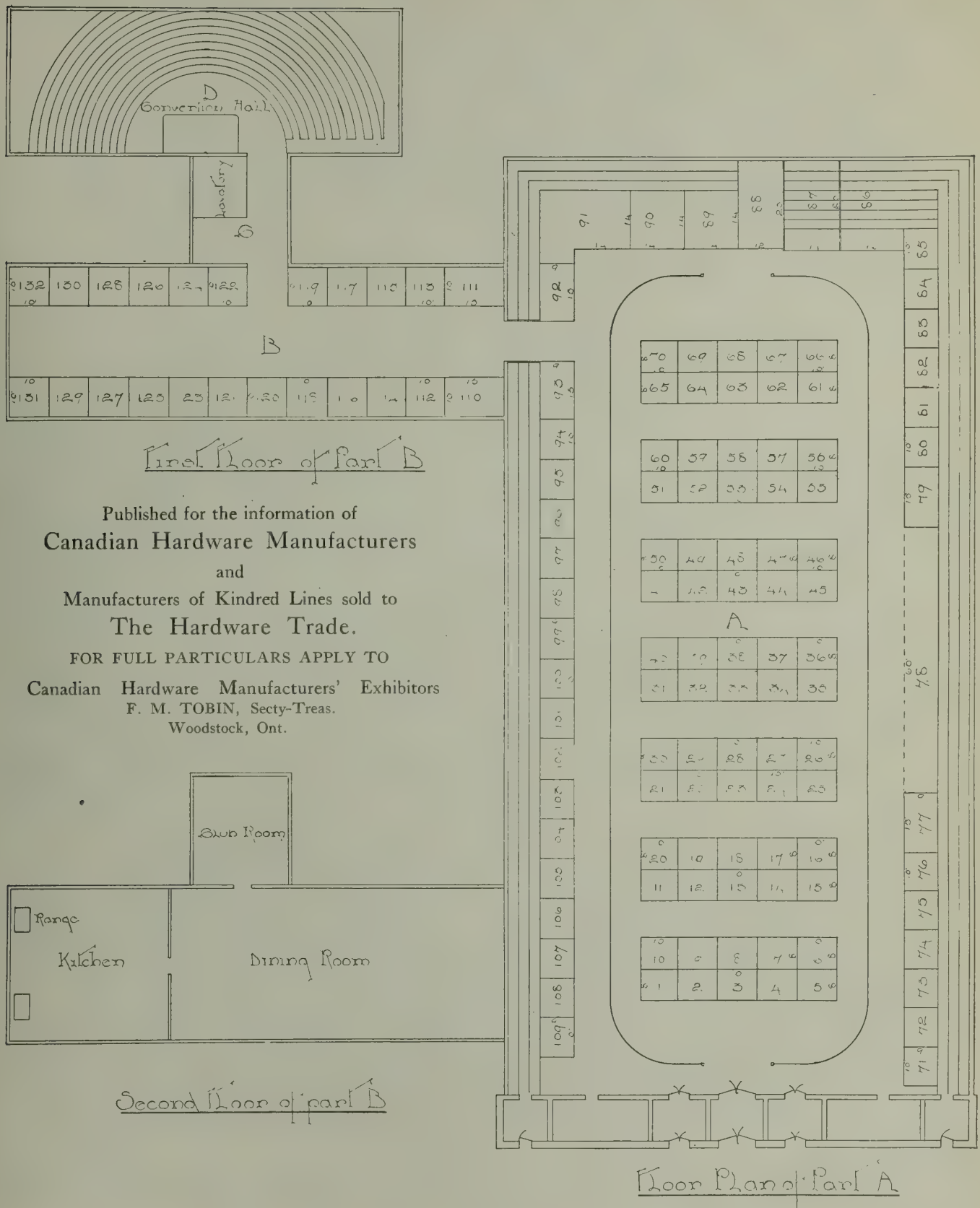
**LIGHTING FIXTURES**

**METALLIC BEDSTEADS**

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the  
Factory, Surrey Works, Smethwick, England.

# HARDWARE AND METAL



CANADIAN HARDWARE MANUFACTURERS EXHIBITION  
 ONTARIO.- QUEBEC.- RETAIL HARDWARE CONVENTION  
 OTTAWA - FEB. 16-21 - 1914



# CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,  
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

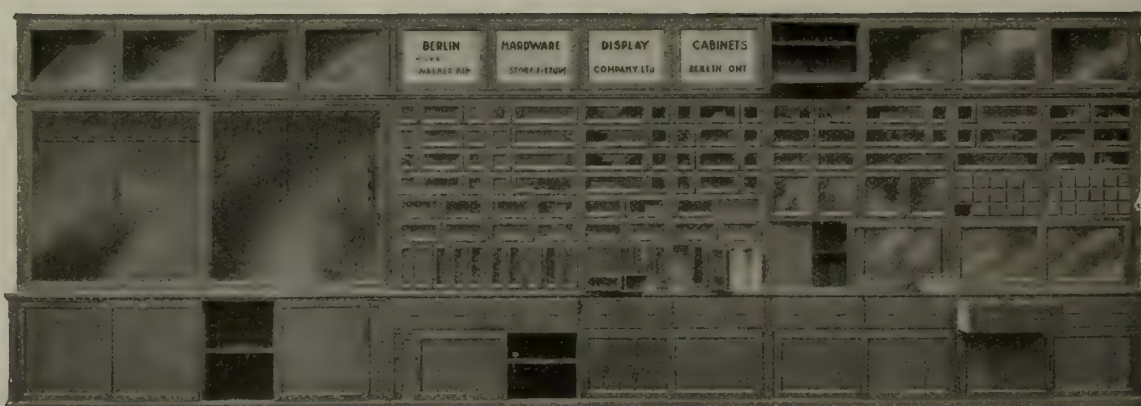
WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

**You Can Quicken Your Service As Well As Make Your Store More Attractive  
By Installing BERLIN HARDWARE DISPLAY CABINETS**



An attractive store with quick service is the one that gets the most trade.

Our cabinets are not only attractive—they display goods to the best advantage and help customers in their selection. They quicken service because there is not the necessity of showing perhaps a dozen different articles before the customer makes his choice—everything is in plain view of the customer and he can point out the kind of article he wants.

Our hardware display cabinets are made of the very best oak and are excellently finished.

We also manufacture Display Cabinets, Silent Salesmen and Counters to meet any requirement.

Will be pleased to receive your inquiries. Ask us for circulars.

**The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.**

Manufacturers and Designers of  
Modern Store Fixtures

## An Illustration of a load of our Silverware on the way to Australasia

Silverware stamped



is absolutely guaranteed as to quality.

If interested, write for Catalogue or Catalogues.

When writing for Catalogue mention the kind of Silverware, as we manufacture a very comprehensive line and issue several Catalogues



**Factories and Sales Rooms, West King St., Toronto**

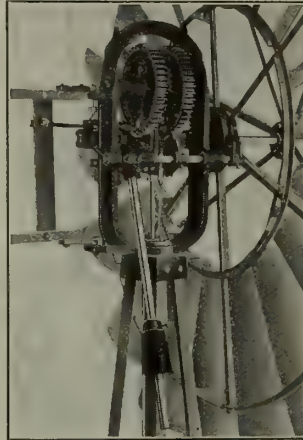
**Branch Sales Rooms:**      **Fairfield Building, Granville St., Vancouver, B. C.**  
   **Hammond Building, Albert St., Winnipeg, Man.**



## WINDMILLS and PUMPS That Will Build Your Business

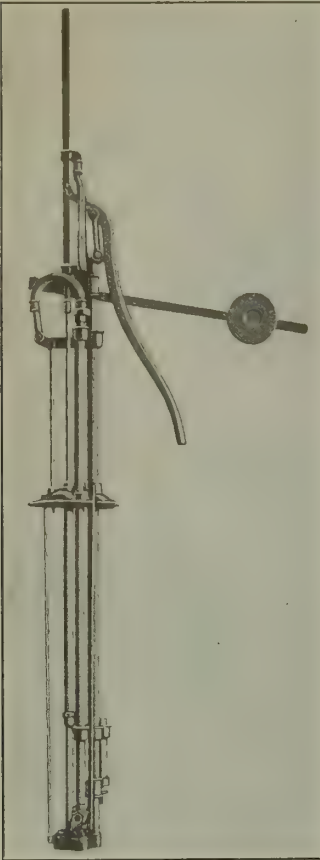
There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## *The Day of "The Peddler and his Pack" Is Past*

We sincerely believe the above. We never have and do not peddle

### **"OAKVILLE"** Pure Aluminium Ware

from door to door. We absolutely will not sell direct to the consumer, but

#### **TO THE TRADE ONLY.**

To the Trade we wish to say that we are supporting and helping them in every way we can. We do not wish to be confused with any companies who peddle Aluminium Ware throughout the country.

We are in business—heart and soul, and our great desire is to give both the Trade and their customers the best possible service and profit.

We believe we can do this most satisfactorily by maintaining the present high quality of OAKVILLE ALUMINIUM WARE and by selling through the Trade only.

### **WARE MANUFACTURING COMPANY**

OAKVILLE Limited ONTARIO

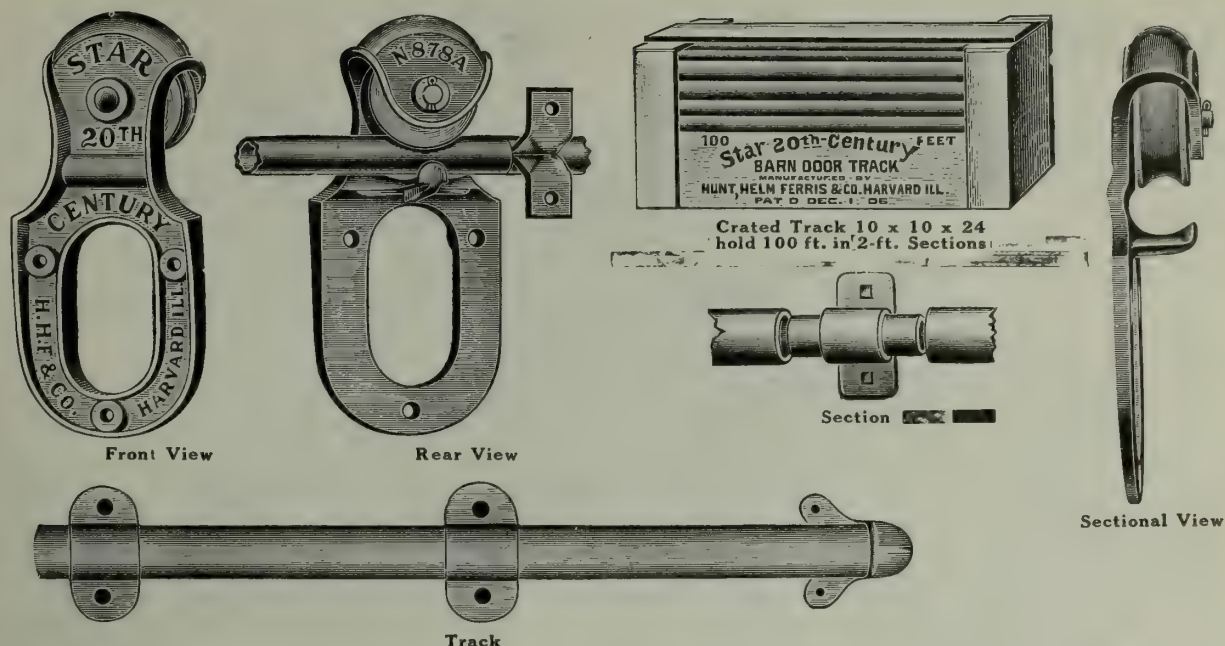
Western Distributors: MONCRIEFF & ENDRESS Limited  
Scott Bldg., Winnipeg, Man.

Look for this Trade Mark.



on every utensil.

**WRITE FOR OUR MONTHLY  
ASSORTMENT**



## Capture The Round Track Hanger Trade With 20th Century Barn Door Hangers

It is the round track hanger that is in demand because it is the hanger that best meets the needs for a hanger of this type.

20th Century Barn Door Hangers are constructed to give the greatest satisfaction and are a marked improvement over all others.

The frame and hood of the hanger are all one piece, insuring stability, strength and service. No door is too large or too heavy for the "20th Century."

The wheels are deeply grooved and run on hardened steel roller bearings, reducing friction to a minimum.

A projecting lip on the open side of the hanger prevents jumping track.

It is very simple to erect. Anyone can do it with screwdriver and hammer, and it fits any width door.

You have only to stock one length rail to accommodate any size door. 100 ft. condenses to a crate 10 x 10 x 24 and can be conveniently carried under your counter.

No stock of barn door hangers is complete unless it includes the 20th Century, admittedly the best made.

### WRITE FOR MONEY MAKING DEALER'S PLAN

Get in communication with us at once and learn the details of our profit-making, trade-winning plans. It's a real opportunity to increase your business.

**HUNT, HELM, FERRIS & COMPANY**  
178 HUNT STREET HARVARD, ILL., U.S.A.

Agents for Western Canada

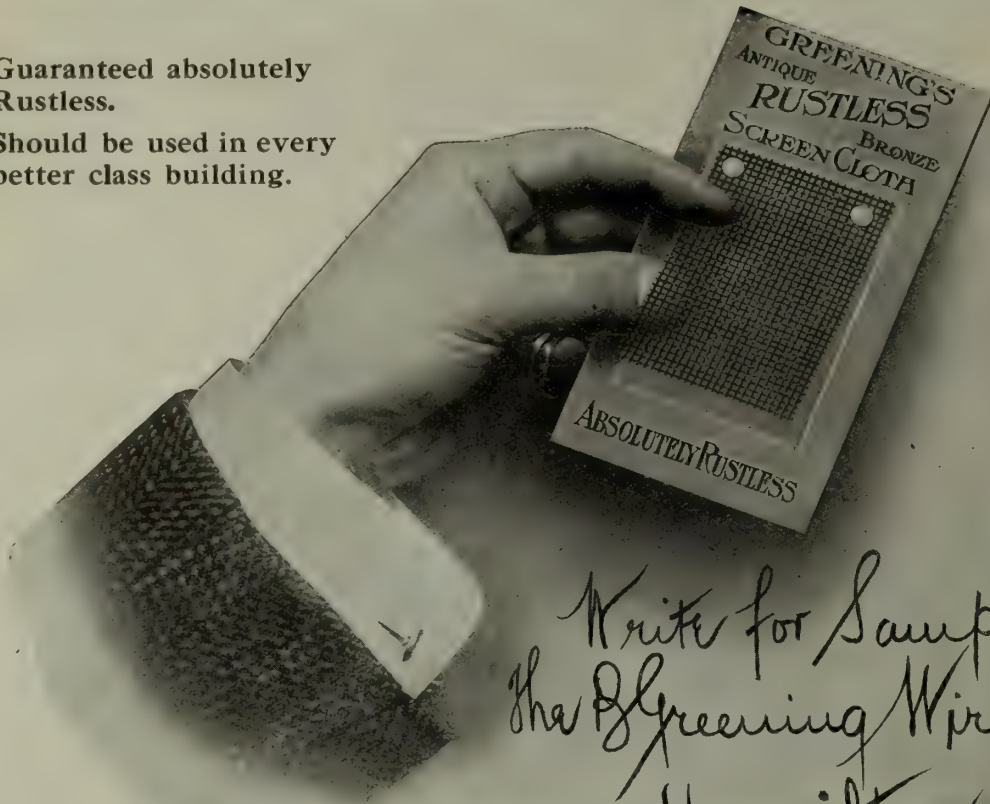
Merchants Hardware Specialties Co.  
Calgary, Alberta

MacKenzie Brothers  
Winnipeg, Manitoba



Guaranteed absolutely  
Rustless.

Should be used in every  
better class building.



*Write for Sample  
The Greening Wire Coy  
Limited  
Hamilton  
Canada.*

## Goods That Will Please Your Customer

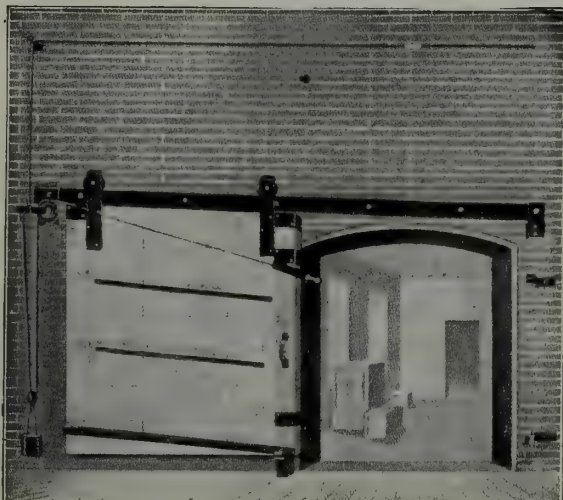
Materials,  
Workmanship  
and Finish  
of the very  
best



All orders  
Shipped  
Promptly

Send for catalog of M. H. hardware—Prices are right and so is the quality—  
you will do well to handle this line.

**Montreal Hardware Mfg. Co., Limited**  
MONTREAL



No. 102, Richards Monarch A Standard Fire Door.

**Some more "R-W" Specialties**

HANGERS—Every kind and style.  
MOUNTED GRINDSTONES — Ball-bearing.  
WAGON JACKS—Good ones.  
WIRE STRETCHERS — VISES,  
OVERHEAD CARRYING SYSTEMS.

## FIRE DOOR HARDWARE

Regularly Inspected and Labelled under  
direction of Underwriters' Laboratories.

Called for by all reliable architects, and demanded  
by owners for two reasons:

- 1st—Better fire protection;
- 2nd—Lower insurance rates.

Send for Special Fire Door Hardware Catalog and  
prices and get after this very desirable business.

The only complete line of fire door hardware made  
in Canada is made by

# Richards-Wilcox



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



## Every Feature A Selling Point

**When you're showing a Pilabrasgo Lamp, you'll  
find a Selling Point everywhere you look**

Unquestionably, they possess the highest degree of light-giving power ever attained in oil illumination. They're clean, smokeless and odorless. Each is equipped with the patented "Success" burner, known as the most efficient burner made.

Pilabrasgo lamps are just as handsome as they are good. The line is absolutely complete, with special designs for every use. The price is reasonable.

They'll double your lamp business. People who will not buy an ordinary lamp, will buy a Pilabrasgo because of its visible superiority. Write for photographs, and get in touch. **It positively means business that you can get in no other way.** And you want that business.

**The Pittsburgh Lamp, Brass & Glass Co. of Canada,  
Limited**

119 Wortley Road,  
London, Ont.



R. E. Davis,  
Representative



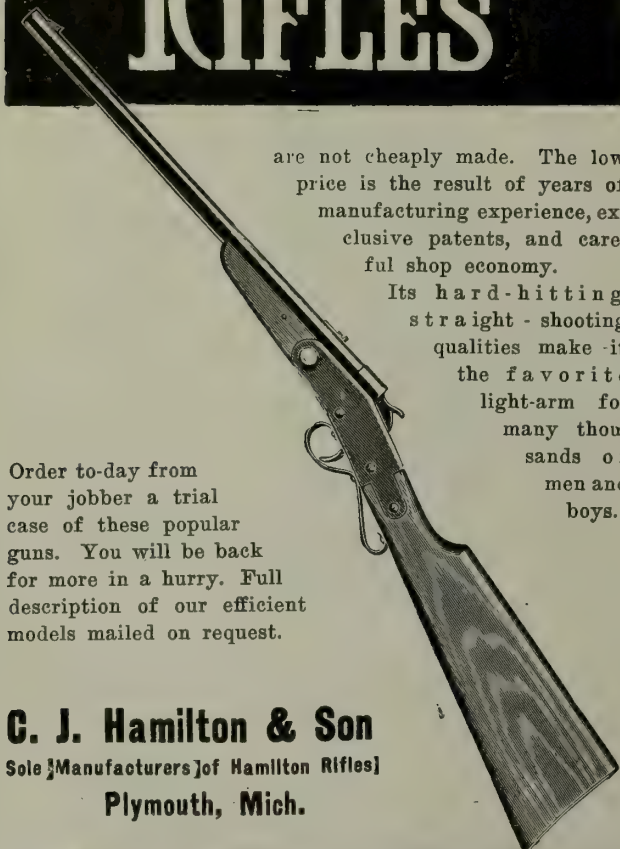


The boy who owns a Hamilton Rifle is mighty proud of it.

Sell one of these wonderful small rifles, and it makes many more customers for you—quick.

Once a boy sees this Hamilton 27, and learns its wonderfully low price, he won't rest until he gets one.

Put it alongside of higher-priced rifles, put it to the test of actual service, and it will outsell any boy's gun made.



are not cheaply made. The low price is the result of years of manufacturing experience, exclusive patents, and careful shop economy.

Its hard-hitting, straight-shooting qualities make it the favorite light-arm for many thousands of men and boys.

Order to-day from your jobber a trial case of these popular guns. You will be back for more in a hurry. Full description of our efficient models mailed on request.

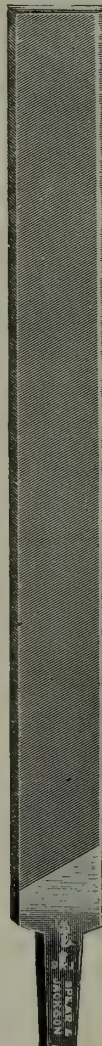
**C. J. Hamilton & Son**  
Sole Manufacturers of Hamilton Rifles  
Plymouth, Mich.

## SPEAR & JACKSON

Saws, Files and Edged Tools

F 21—Half Round Rasp

F 122—Mill Saw File one round edge.



The Name's  
the Guarantee  
of  
Universal  
Satisfaction



No. 88A—Silver Steel Saw, Mermaid Brand

**Spear & Jackson, Ltd.**  
SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada  
CORISTINE BUILDING, MONTREAL

## Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreak-  
able is guaranteed for  
five years.



Write for circulars  
and prices.

You protect your dealer and he protects the consumer

We protect you.

**The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.**

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

## STANDARD CHAIN COMPANY



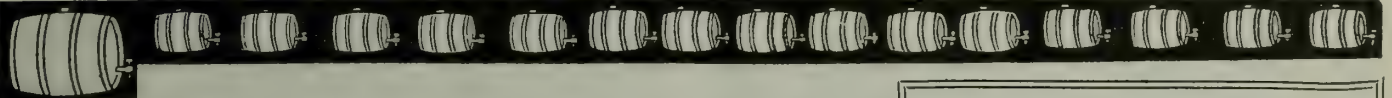
**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.  
EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL



## D. PERES Barrel Brand Cutlery

SATISFIES ALL TRADE DEMANDING QUALITY

You should be prepared to supply **Barrel Brand** Cutlery when you  
have calls for cutlery of quality. It is dependable and profitable.

**Absolutely Guaranteed. None Genuine without Trade Mark**

**Canadian Agents:**

**GREEFF-BREDT & CO., TORONTO**

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.

## RAZORS, SCISSORS and POCKET KNIVES



## Stanley Tools



With every assortment of "JERSEY" VISES, a stand similar to the  
one shown in the illustration is furnished. They make a very attractive  
appearance and display the Vises in such a manner as to result in in-  
creased sales.

Send for special Vise circular which contains complete description of all styles made.



**Stanley**  
**Rule & Level Co.**  
NEW BRITAIN, CONN. U.S.A.





## Those Who Know Cane's Washboards Always Specify Them

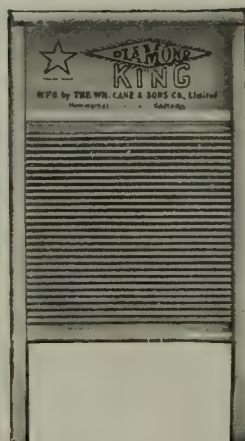
Because They are Right in Price and  
Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

**WM. CANE & SONS CO.**  
LIMITED  
NEWMARKET, ONT.



## Establish a Profitable Ornamental Fence Department

Handle a line of fencing that is bound to give long continued satisfaction—fencing that not only protects but beautifies property, as well—fencing that can't help bringing more trade to your store. Such is

## Peerless Ornamental Fencing

Every stay is made of strong, stiff wire that will not sag. This fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

### Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

**The Banwell-Hoxie Wire Fence Co., Ltd.**  
WINNIPEG, MAN. HAMILTON, ONT.

## THIS SUMMER

is going to be no  
exception to the rule

## IT'S SURE TO BE HOT



There is also sure to be the usual large demand for Oil Stoves, and none is more certain of ready sales than the

## "IMPERIAL" OIL STOVE

for it gives complete satisfaction and is easy to operate.

This neat little stove, while enabling the housewife to be

### COOK WHILE SHE COOKS

has built up a reputation for durable construction.

It has

**A Powerful Blue Flame**

**Asbestos Rings**

**Automatic Feed**

**Removable Safety Air Tank**

Made in three sizes, with full Cabinet Steel Frame finished in Hard Baked Black Japan.

ORDER NOW.

McCLARY'S SHIP QUICK.

# McClary's

London Toronto Montreal Winnipeg  
Vancouver St. John, N.B. Hamilton Calgary  
Saskatoon Edmonton

# Mr. Dealer,—

This is not a talk on the merits of our products, you know them. We just want to remind you of the strong advertising campaigns of past years and to draw your attention to the fact that this year we are advertising Sunshine Furnaces even more thoroughly than ever.



Householders in your neighborhood who are contemplating the installation of a furnace will have the superiority of the "Sunshine" brought home to them.

If you handle this furnace, the whole weight of the McClary name and McClary advertising and the advice of our experts is at your back to help bring right home to you those good profits that come with the sale of a good article.

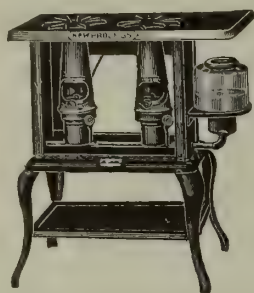
Don't forget that we are the largest stove factors in the Empire *because* we give our dealers a first class article to sell and help them to sell it.

## McClary's

London    Toronto    Montreal    Winnipeg    Vancouver  
 St. John, N.B.    Hamilton    Calgary  
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# New Process Blue Flame Wick Oil Stoves



Popular and successful owing to their superior excellence and suitability for the purpose intended.

These stoves are equipped with glass tanks which enable the operator to see the oil supply and refill immediately when necessary.

New Process Stoves only require about the same care and attention as given to an ordinary lamp and are guaranteed as to their efficiency.

## Standard Wickless Blue Flame Oil Stoves



Simple and Easy to Operate—Produce a Smokeless Blue Flame of intense heat—Three sizes in stock.

We can also supply ovens—with or without glass fronts—for use with these stoves.

**THE THOS. DAVIDSON MFG. CO., LIMITED**  
MONTREAL WINNIPEG TORONTO



## "Quick Meal"

Blue Flame Wick Oil Stove

...THE...

**ORIGINAL OIL STOVE**

WITH A

**GLASS FOUNT**

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are 17½ x 25 and 17½ x 33 of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

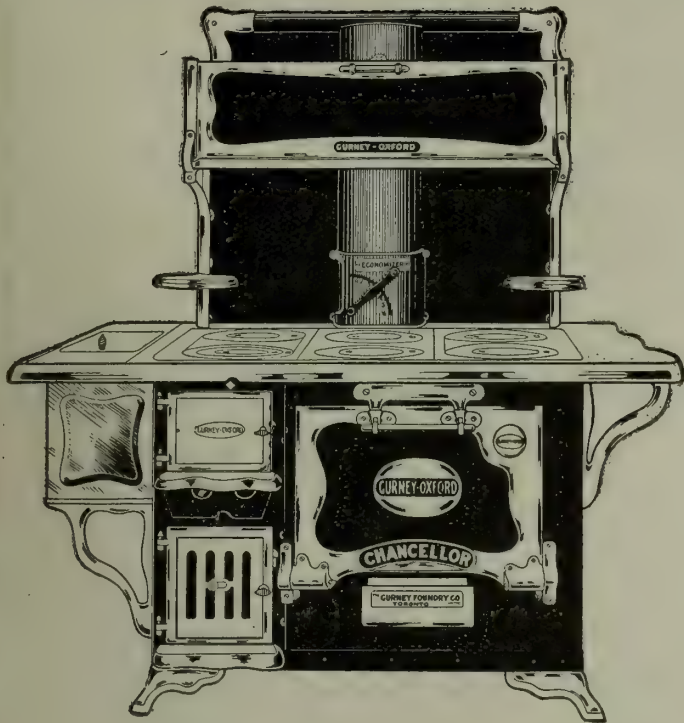
Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**  
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AGENTS FOR CANADA

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## Satisfies Trade



Security

Trade



Mark

Satisfaction

## A Profitable Line For You

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WRITE FOR FULL PARTICULARS

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**Toronto, Canada**

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Hamilton,

Winnipeg,

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Vancouver.



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"We receive orders for Plymouth Rope from a city 20 miles distant and price is never mentioned."

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Canadian Sales Agents

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BOILER RIVETS, TINNERS' RIVETS,  
ETC.

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JOBBER FOR



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Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

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Black and Galvanized  
All Sizes.



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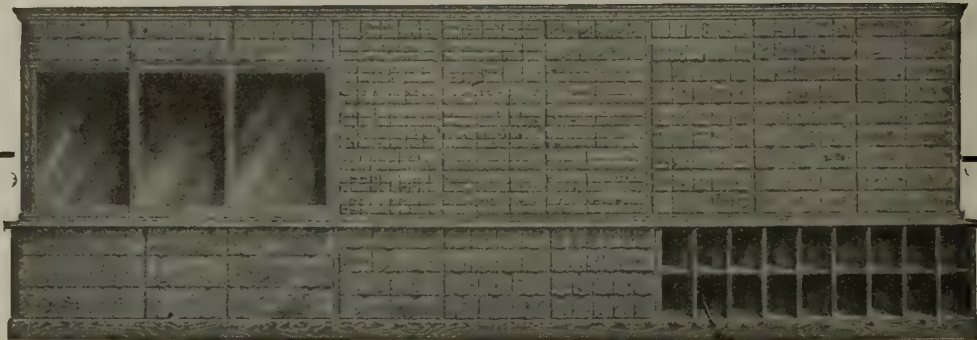
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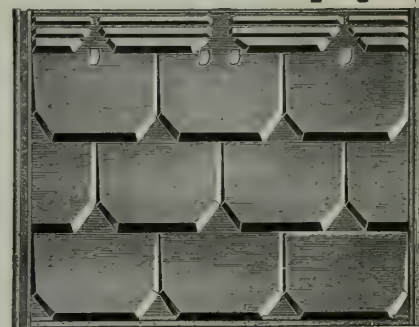
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Manufacturers

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**Power and Hand Washing Machines  
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A most profitable half hour can be spent looking over a copy. A post card brings one.

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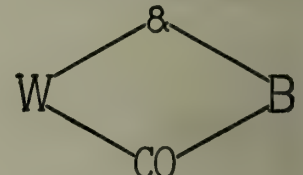
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Bear These Marks

**Reduce Factory  
Costs With  
"W & B" Reamers**

Tools of Quality

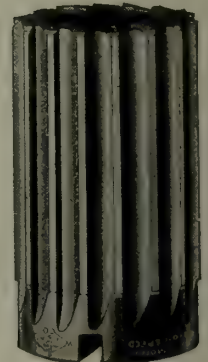


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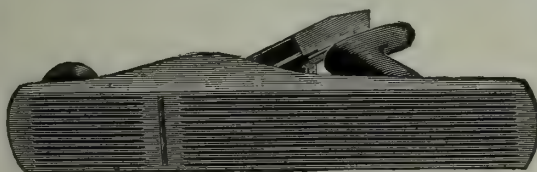
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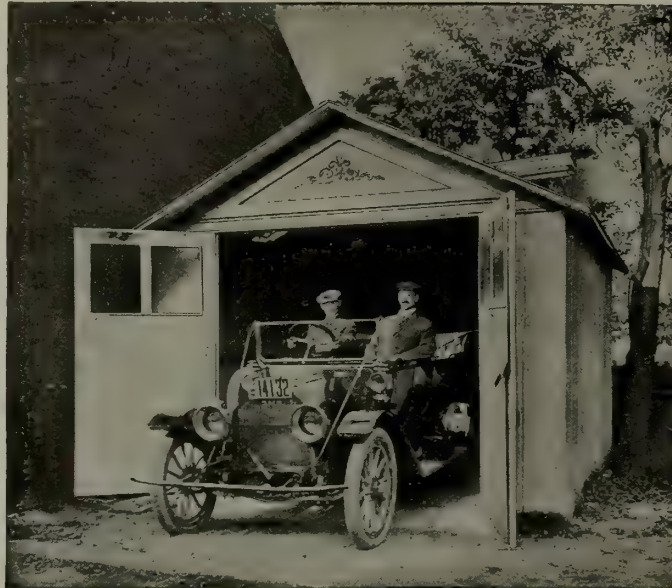
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**Caverhill, Learmont & Co.**  
MONTREAL





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**Head Office: PRESTON, ONTARIO**

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 Please send us your latest catalog,  
 "The Modern Garage," also agency proposition.  
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# HARDWARE AND METAL

*Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JUNE 14, 1913.

No. 24

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## PROGRESSIVE HARDWARE RETAILING

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

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(ESTABLISHED 1888)

H. T. HUNTER, *General Manager*

Cable address : Macpubco, Toronto ; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

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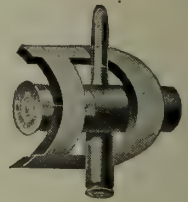
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An ideal High Explosive for stumping and breaking up land; excavating of every kind, draining swamps, felling trees; planting fruit trees; ditching; log-splitting, etc.

**It Saves Farmers  
Much Labor  
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## ***Blaster's Friend***

is superior for all kinds of blasting, and is used by the Dominion Government, Large Mining and Quarrying Concerns, and Many Railroad Contractors.

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Substitute For  
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It does not cause headaches, as it produces no noxious smoke or fumes when exploded.

Catalog of Explosives and Accessories mailed upon request.

**DOMINION EXPLOSIVES, LIMITED**  
OTTAWA, CANADA

# Terms of the New Parcels Post Act

Social Zones Have Been Made to Protect Retailers From the Competition of Order Houses—Rates Have Not Yet Been Fixed—Explanation of Measure in Speech of Postmaster-General Delivered in Commons.

The announcement that a Parcels Post measure had been introduced in the House of Commons and been carried came as a surprise to the commercial interests of Canada. A few days previous to the introduction of the measure, a dispatch had been sent out from Ottawa and published broadcast that there was every likelihood of the matter being left over until next session. However, the fact that the federal powers intended to act was demonstrated when the Postmaster General, Hon. Mr. Pelletier, introduced the bill in the House. Considerable discussion ensued, the measure finally being carried.

The terms of the new act were briefly explained in last week's issue. It is impossible as yet to explain all details as the Government was not in a position to give out explicit information. Rates have not yet been decided. The only information available is contained in the address of the Postmaster-General in introducing the measure before the house. His speech accordingly is reproduced in full:

Mr. Pelletier—The subject matter of this legislation has been under the consideration of the Post Office Department for quite a long time. My officers, as well as myself, have devoted a good deal of time and attention to it, having in view the idea that the time had come for Canada to follow the example of nearly all civilized countries and to have a regular system of parcel post. The bill now before the House is the result of that work; it is short, and speaks for itself. We have now on the statute book legislation which has been there for some time, and which relates to parcel post; this legislation is to be found in the Post Office Act, section 74. I wish to read this section in order to show the committee that the bill which is now under consideration does not contain any provisions exceeding the powers which are now vested in the Postmaster-General of Canada:

The Postmaster-General may establish and maintain a parcel post within Canada, and may arrange with the Government of the United Kingdom, any British possession, or any foreign country, for the reciprocal receipt, transmission and delivery of parcels; and closed parcels, other than letters, may be sent by such parcel post, and when so sent shall be liable to such charges for conveyance and to such regulations as the Postmaster-General, from time to time, sees fit to make.

The Postmaster-General, therefore, now has under the law the right to fix those rates. The bill provides that the weight of the parcel shall not exceed eleven pounds which is the postal union weight, and that it shall not be greater in size than seventy-two inches in length and girth combined. The fourth section provides that all charges for the conveyance of parcel post must be prepaid in postage stamps. Section 5 says:

The rates of postage applicable to post parcels shall be determined by the Postmaster-General, and all powers which the Postmaster-General now has with regard to mail matter are hereby vested in him for the parcel post system.

This, as will be seen, is practically a re-enactment of the provisions to be found in section 74 of the present Post Office Act. The bill moreover provides for the appointment of two supervisors or inspectors, who will have to help us to put the law into operation. In the last section of the bill we have provided that the Act shall come into force on a day to be fixed by proclamation of the Governor in Council. This is on the lines of the legislation adopted by the United States, wherein they declared that the law should come into force at a later period; as a matter of fact it came into force on the first day of January of the present year.

We have tried to follow what we have considered to be the best features of the United States system. Other fea-

tures of that system, while I shall not say that they are bad, have not been adopted, for obvious reasons. We are going to adopt the zone system, but not on the same lines as the system at present in vogue in the United States. In order to be well understood, let me state in a few words how the zone system is working in the United States. There they have eight postal zones, although we may say that they really have nine. What I would call the ninth zone is their rural mail system, to which a special parcel post rate applies. We have been unable to adopt this principle, because our rural system is not sufficiently complete. Their zones have been fixed as follows: The first zone includes all territory within such quadrangle in conjunction with every con-



A map showing how the local zone system will work. The zone around Ottawa is here shown. A special rate would apply to all places within the circle.



tiguous quadrangle, representing an area having a mean radial distance of approximately fifty miles from the centre of any given unit of area. The following six zones are determined under a somewhat similar plan, each one increasing in distance from the centre of a given unit of area, and extending outward 150, 300, 600, 1,000, 1,400 and 1,800 miles, the eighth zone including all units of area outside of the seventh. Instead of using townships and counties as units of starting points, it was decided to divide the whole country into blocks of units, each block being half a degree of longitude east and west. There are 3,500 of these units in the country. This is an admirable but a most complicated system which necessitates a great deal of knowledge and a great deal of work on the part of local postmasters, in order to ascertain what rate shall be charged for this, that or the other parcel.

We have thought it much more convenient to adopt the zone system on an absolutely different footing. Instead of taking any place in the country, as a point around which a certain line shall be drawn to form a zone, we are going to call the provinces the zones, with the exception of the three Maritime provinces, which will be for the purposes of this parcel post system, one province or one zone. The other provinces of Confederation will each form one zone. This, I think, will appeal to the committee as being much more workable and much more easily understood than the complicated zone system of the United States. We intend to have a local zone, somewhat similar to the rural mail zone of the United States, but not on the same principle. We intend having a twenty-mile zone irrespective of provincial boundaries. For instance, Ottawa and Hull will have a right to enjoy the rate for that local zone irrespective of whether the mail matter is posted in one province or the other. That will be the first zone, and it will be given a cheap rate. This is done in order to give the legitimate dealers and country merchants who have a right to send parcel post to their customers at a lower rate than people farther away, such as Eaton's, of Toronto, and other big departmental stores all over the country. I met a deputation of the Retail Merchants' Association who came here in order to oppose his measure and to try to persuade me that we should not go on with it. After discussing the matter and explaining different points, they went away saying that not only had they no more objection, but that they were satisfied with this bill. This is the only exception in which provincial boundaries will not be considered. Outside of that, there will be a rate within the province, but outside of the twenty miles. The third zone will be

outside of the province, and so on until we have reached all the provinces. When we have attained a certain limit, the province of destination will not be counted as a province for the purpose of this bill.

It must be understood that the Post Office Department does not intend to operate the parcel post system at a loss. I want to have it distinctly understood that we intend to run it on business principles. I am sure that we can do that with cheap rates, and at the same time have the system self-sustaining. If I am not disappointed, I think we may proclaim this law for the first of January, 1914, maybe before. There are a great many obstacles which we have tried to meet, and which I think we have met, but there are some in the way. We have to consider the position of our mail carriers, who now receive a certain remuneration for their work, and possibly, if the mail matter which is given them for transportation is very much increased, we may expect to be told that the former rates have ceased to be fair and reasonable, and we may have to increase them.

Another objection in the way is that many of our rural mail boxes are going to be too small for parcel post. This is a big obstacle. We have considered what we would have to do in that respect, and, of course, there are several things to be thought of. The farmer who has a box might be disappointed if he had to purchase a bigger box. We shall have to devise some means to meet that situation.

Mr. Proulx—The department might do as they do with registered letters—put a notice in the box that there is a parcel.

Mr. Pelletier—We have thought of that. Somebody has suggested that the farmer who wants to keep his box as it is, and for which he has paid, should himself put a wooden box or something near the other box, where the parcels might be deposited. At all events, we will see what can be done about it. I was very much afraid that our space in the post offices of the country would not be sufficient. Judging by the experience of the United States, we have come to the conclusion that there is no great obstacle there, because even where there is very heavy parcel post matter at different points, it is found that the parcels come and go so quickly that the space required is quite moderate. In certain localities, however, the question of this space will be a very important one, which we will have to deal with between this and the time the bill comes into force.

Another important feature is the arrangement that we shall have to make with the railway companies for the transportation of our parcels. There is

now between the Post Office Department and the different railway companies a good deal of discussion, I shall not say friction, about the amount which the railway companies now receive for the transportation of the mails. I may say that the quantity of mail matter which is being taken care of by the different railway companies has increased enormously. This is due not so much to the increase in the number of letters as to the increase in the volumes called newspapers which are published. We have sometimes been obliged to have special cars added in order to take care of that part of the mail matter. Our friends, the owners of the newspapers, are enjoying a rate which I think we can not call a rate, because it is only a nominal price, one-quarter of a cent. It is only in Canada that such a rate exists. We shall try to deal with this question at the same time that we make arrangements with the railway companies for the parcel post. We may be able to come to a satisfactory conclusion on the two points. At one time, these difficulties seemed insuperable—these and others which we have settled, and to which I did not refer. Those which have not been settled will have to be met and dealt with, because Canada is bound to have parcel post. Many suggestions have been made to me, and some people have been very insistent that we should have a flat rate for the parcel post. I must say that I am absolutely opposed to that. I believe it is of absolutely no use to try it.

I am now going to give the House a few reasons which I think will appeal to everyone as business-like. In the first place, it is necessary, in order to protect the country merchants from being swamped by departmental stores and big city concerns, that a route of certain mileage and special rate should be granted from the different towns and villages throughout the country. It is, therefore, proposed to give a specially low rate for a radius of twenty miles all around said towns or villages, so that goods may be sent from the rural or town merchants to their customers in the surrounding country. This rate will be low so as to make it impossible for it to be applicable for all points within any one province, let alone on anything passing from province to province throughout the Dominion. Therefore, this alone will necessitate two distinct rates, which fact makes against the granting of a flat rate.

The argument has been advanced that inasmuch as Great Britain and other European countries have a flat rate, Canada should have the same thing, but the different conditions existing in Canada as compared with England and other European countries must be pointed

(Continued on page 49.)



# Active Work Started to Boost Exhibition

Officers of the Canadian Hardware Manufacturers' Exhibitors' Association Are Already Busily Engaged on Work Connected with the Ottawa Exhibition—Big Attendance Assured—Some Innovations—Dining Room to be Installed in Hall.

*There is nothing that insures the success of any project like a good start; and the officers of the Canadian Hardware Manufacturers Exhibitors' Association are determined to have every advantage from this source for next February's exhibition at Ottawa. As is shown in the article below, they have already started to work in real earnest and have not only begun the publicity campaign, but have in addition made good progress on the working arrangements for the exhibition.—Editor.*

Although it is nearly nine months ahead, the members of the Canadian Hardware Manufacturers' Exhibitors' are already making plans for the Ottawa Exhibition, to be held in connection with the conventions of the Ontario Retail Dealers, and Quebec Retail Dealers during Feb. 16 to 21, 1914. The Exhibition at Ottawa will occupy much larger quarters than ever before used for a display of this kind in Canada, and if one is to judge from reports, larger than has been undertaken at the conventions held in United States, where these Convention Exhibitions have been a feature for some years.

The arrangement of floor plans will differ from the Hamilton Exhibition in following particulars: The centre aisles will run across the building, instead of lengthwise. This will make seven centre sections of booths, instead of four. To provide for the extra space required, a second building that adjoins the main building must be used by all visiting dealers, in passing to and from the convention hall, or to the dining room. The exhibits there will be immediately under their attention.

## Dining Room in Building.

A dining room in connection with the exhibition is a new feature. It is the intention to provide a first-class mid-day meal, that will enable visitors and exhibitors to dine there, and avoid the necessity of a trip to hotels.

Secretary F. M. Tobin of the Exhibitors' Association reports that from the indications expressed by the members of their association, that about ninety-five booths are already spoken for. Plans were mailed to members on June 5th, and first allotment of space will be made about middle of June.

Special railroad rates, special hotel rates and particulars concerning Hardware Special trains from Toronto and Montreal, will be ready for the hardware trade about July 1, and notice of these will be advertised in Hardware and Metal.

## Historic and Scenic Exhibit.

The Grand Trunk Railway System have engaged a very large space at the Canadian Hardware Exhibition, Ottawa.



*Crest of C. H. M. E. A., which will be used on letter heads and in advertising by members.*

wa. They intend making a display of their natural history and scenic exhibit, that has attracted much attention and very much favorable comment at foreign exhibitions. This feature will be a new one for a trade exhibition, and the management are to be congratulated for securing it.

## Crest on Rubber Stamps.

Secretary Tobin, in accordance with a decision recently reached by the directors, has had electrotypes and rubber stamps made of the Association crest, as shown in the accompanying illustration. These will be supplied to any member who wishes to use them in advertising matter or on letter heads and envelopes. Secretary Tobin has sent cards to all members notifying them that the stamps and electrotypes are available and it is anticipated that quite a number will begin to use them at once.

This is a form of advertising the exhibition which should help in no small degree to swell the attendance at Ottawa.

## Expects Big Attendance.

A. A. Bittues, managing director of the Gillette Safety Razor Co., of Canada, and Past President of the Canadian Hardware Exhibitors, Ltd., dropped into the Winnipeg office of Hardware and Metal, Friday of last week. Mr. Bittues was jovial as usual and takes a very optimistic view of conditions. He has found things satisfactory in Winnipeg, as in the East, and expects to enjoy his trip through all the Western cities.

While out here Mr. Bittues is doing some extension work for the Canadian Hardware Exhibitors, Ltd. He says

that already it is evident that the exhibition and convention in Ottawa next February will be ahead of that held in Hamilton this year. The thing that pleases him most is that the number from the Western provinces have already enquired about rates, and have expressed their intention of attending.

"We'll have 1,200 retailers in Ottawa at least," said Mr. Bittues. "I hope that I can get an opportunity of speaking to a lot of retailers about this while I am on this trip. We want to get the Westerners with us."

Mr. Bittues expressed the hope that an exhibition and convention can be held in Winnipeg or some other Western city in 1915. He thinks this would give the Westerners a splendid chance to attend, and would also give the easterners a good chance to come out and see at least a part of the West.



## COMPANIES INCORPORATED.

The Regina Hardware Co., Ltd., Regina, Sask.

The Monarch Clamp Specialty Co., Winnipeg, Man.

The International Linseed Co., Winnipeg, Man.

The Nicholson Herity Hardware Co., Kerrobert, Sask.

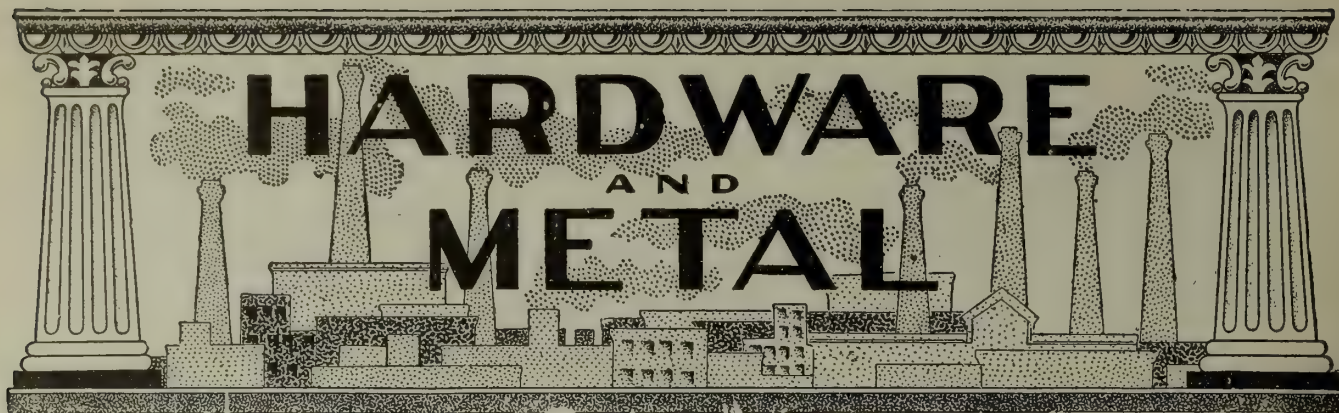
Port Arthur Waggons and Implements Limited, capital stock \$500,000, chief place of business Port Arthur, Ont.



## SALE OF POISONS IN ALBERTA.

Hardware and Metal is in receipt of a letter from the registrar of the Alberta Pharmaceutical Association, which states that, in accordance with the Alberta Pharmacy Act, persons other than registered druggists may sell Paris green, this being a special exception, but may not sell arsenate of lead, as it contains a compound of arsenic. The law regarding wood alcohol comes under the Inland Revenue Act, the provisions of which appeared in the May 10 and June 7 issue of Hardware and Metal.





Vol. XXV. No. 24

Toronto, Canada, June 14, 1913

Two Dollars per Year

### THE PARCELS POST MEASURE.

WITH THE introduction of the Parcels Post measure in the House of Commons by the Postmaster-General, all uncertainty vanishes. Canada is to have a parcels post and that, in all probability, by the end of the year. The fact that there was practically no opposition in the Commons presages the rapid progress of the measure, and its ultimate adoption.

In this issue is given the address of the Postmaster-General in full. It contains the most complete information available about the measure. Mr. Pelletier expressed himself as extremely anxious to safeguard in every way the interests of the retail merchants, and certainly this desire is manifested in the framing of the bill. Whether or not the clauses provided for this purpose will prove effective time alone will tell.

It is impossible to give a definite opinion on the measure until more explicit information is obtainable. The purpose, briefly expressed, is to make each province a zone over which a certain flat rate will apply. Thus it will be possible to send a parcel from Toronto to Fort William at as cheap a rate as from Toronto to Hamilton. This may seem at first glance to be the most striking form of discrimination in favor of the mail order houses; and that is exactly what it would prove to be if further provision were not made. The protecting clause is found in the provision to form local zones over which a cheaper rate will apply. The local zone will include all the territory within a radius of 20 miles of any post office. As 20 miles is as far as the average retailer can ever expect to ship goods, he is thus given an advantage over the mail order houses in catering to the trade in his own vicinity. It thus works out that the mail order houses will be able to ship all over the province at a flat rate, but will come into conflict everywhere with a lower rate employed by retail merchants.

On the face of it, one concludes that the local dealer has been provided with an ample buckler to protect him from the attacks of the catalogue house. It all depends, however, on how much difference there will be between the flat rate for the provincial zone and the rate applying in the local zones. If the difference is small, the mail order house will be in a splendid position to increase their inroads. Two references in the speech of the Postmaster General are accepted, however, as indicative of an intention to make the difference a telling one. He announces that the rate applying over the local zone will be a cheap one. Again, he states that it is intended to make the system self-supporting. Putting the two statements together, it may reasonably be assured that the Govern-

ment contemplate making the provincial flat rate sufficiently high to carry the expense of maintenance and operation.

It means, however, that the retailer will have to show increased initiative and enterprise. Although no hint as to the actual rates has been given out, it is probably safe to assume that the mail order houses will be able to deliver goods in most parts of the province at a cheaper rate than now applies. Thus they will have an advantage unless the retailers take full advantage of the local zone provision. The retailers must fight the catalogue house by going out after business more aggressively and utilizing Parcels Post, and not sit down passively expecting the new measure to protect them.



### AN EXPENSIVE EXPERIMENT.

A report of some significance emanates from Washington to the effect that the U. S. Post office department is in a demoralized condition. It is reported that the talk of surpluses during the past few years have been fictitious and that really the department has been a drain on the country's finances. This condition was made much more serious by the inauguration of the Parcels Post system at the first of the present year. Whether full credence can be put in the reports, remains to be seen, but certain it is that hurry-up call was sent to Congress recently for an emergency appropriation of \$600,000 for the post office. One report states that President Wilson promptly signed the emergency appropriation bill, and the money is now being used to bolster up the weak points in the mail service. It is worth noting that these weak points are in the large cities, New York, Chicago, Philadelphia, Boston and other mail order centres, where parcel post mail has been the heaviest.

That Parcels Post is proving an expensive experiment in the United States seems a reasonable assumption from these facts. Has the situation in that country been fully looked into by the legislators who are now fathering the Canadian bill?



### ARRANGEMENTS FOR EXHIBITION.

Judging from the activity already displayed by the officers of the Canadian Hardware Manufacturers Exhibitors' Association the exhibition next February in Ottawa should be the largest and best managed of any yet held in this country. Indeed the prediction is confidently



made that the exhibition will be superior to anything of the kind yet seen in America.

The directors are commencing an active publicity campaign which should succeed in arousing an unprecedented show of interest by the time that the exhibition is held. They have decided that the attendance must be larger than ever before; and they have most certainly started the right way about it. The expectation is that it will be possible to draw retailers from Quebec in almost equal numbers to the Ontario representation and that many will come as well from provinces farther east and also from the west.

A number of innovations have been decided upon, one being the establishment of a dining hall in the building where the exhibit is held and where the sessions of the Ontario Retail Hardware and Stove Dealers' Association will be conducted. This will serve a valuable purpose in holding members in the building and thus preventing the big delays in the middle of the day caused by the dispersing to the various hotels.

### COMMERCIAL HUMOR.

The Ironmonger quotes the following report from the American Consular Agent at Esmeraldas, Ecuador, as a piece of subtle humor:

This district really does not offer a market for stoves worth attention. The cooks are prejudiced against stoves, declaring that the excessive heat causes fever. Various families have tried to introduce stoves, but it is safe to say that not one is in use where a native cook is employed.

It goes on to say that we may soon read some such report from the U. S. Consul at the North Pole:

The market for refrigerators is very unpromising. The Eskimos are prejudiced against them, declaring that the excessive cold causes chilblains and impairs the naturally delicate flavor of the blubber steaks.

### POINTED EDITORIALS.

Speed up the collections.

\* \* \*

It will soon be time to plan that Ottawa trip.

\* \* \*

Where will you spend that vacation, Mr. Hardwareman?

\* \* \*

The goods on the shelf are better than any number of bad debts on the books.

\* \* \*

The warm weather has brought the expected and much needed improvement in business.

\* \* \*

It looks as though the Parcels Post Bill were designed to give the retailer a good fighting chance. It will be necessary to fight, however.

\* \* \*

A writer on commercial problems says: "The main thing in writing a 'dunner' is to be courteous." Perhaps. Experience teaches, however, that courtesy is wasted on a certain class of "dead beat." A strong demand, couched in unequivocal terms, is what is needed in many cases.

## The Early Closing Movement

THE early closing movement is gaining marked headway among the larger stores in Canada. During the first few weeks, two of Toronto's largest departmental stores have made announcements of curtailment in their hours which created general surprise, to put it mildly. The T. Eaton Co. have announced that, during the Summer months, the store will open at 8.30 a.m. and close at 5 p.m., the usual Saturday half-holiday being allowed. During the other months of the year, the store will open at 9 a.m. and close at 5.30 p.m. The Saturday half-holiday is being extended into September.

The Murray-Kay Co., who have been opening their store at 8.30 for some years, announce that during the Summer months, they will open at 9 a.m. and close at 5.30 p.m.

When stores of such size can afford to curtail the time that they are open to the public, it is indeed strange that the smaller stores in so many cases have not done the same. There are still thousands of dry goods stores in Canada which open at 8 o'clock in the morning and close anywhere from 9 to 11 o'clock at night, these rigorous hours being maintained through the sweltering Summer heat as well as during the Winter months. The small dealer who sticks to the old hours will say: "It is all very well for a big store like Eaton's to close early. They can afford to do so. I can't." Judging from an unbiased standpoint, one would be inclined to say that the shoe is on the other foot. The smaller dealer could more readily afford to close his store early than the big store where sales run well up into the tens of thousands every hour of the day.

The one reason why so many dealers hold back from making any change in their store hours is that they cannot get all their competitors to make it with them. If one store remains open, the rest will feel impelled to do so by the fear that the one store will get all the late trade and thus win customers away from them. There may be exceptional cases where this would be the result. It is doubtful, however, if a merchant ever loses anything in the long run when he makes this step, whether his competitors follow his lead or not. On the contrary, he reaps substantial benefits unless it so happens that peculiar circumstances are leagued against him.

In the first place, the public appreciate the courage and humane qualities of the merchant who takes this step. They consider that he has put the welfare of his employees before the desire for the personal gain. In the second place, the employees give better service during the hours that they are at work.

Here is a case in point. Some few years ago, a department store in one of the larger cities of Ontario considered the problem of closing at 6 o'clock on Saturday evenings. Figures were gone into and it was found that the step would be a radical one. In one department, it was found that the amount of business done after six o'clock on Saturday nights was nearly 30 per cent. of the total week's business. "We will lose the most of that," said one of the executive officers, who was inclined to be skeptical. "Still, we'll take the chance," said the general manager.

The change was made and not from the very first was there any loss in the business done. In the department where Saturday evening sales had been so heavy, the total kept up and scrutiny of the sales records showed that the amount of business done on Mondays, previously a very dull day, had been doubled. The rest of the business formerly secured on Saturday evenings was won back through increases on all the other days of the week. The store has closed at 6 on Saturdays ever since.





*A handsome tool window in the departmental store of M. G. Kinnon's, Limited, Weyburn, Sask., dressed by Fred. L. Kickley.*

## Featuring the Tool Department in the Store

**The Importance of this Branch of the Hardware Business Cannot be Overestimated—Automobile Tools Should be Featured Prominently — Two Very Creditable Displays.**

In the beginning of all things the divinity that shaped man's ends provided him with two hands and two feet, equipped with fingers and toes and apparently deemed quite sufficient for the carrying out of all his purposes and designs. But man's inventive brain soon thought of more things to do than he could carry out by the use of his hands and feet and he began to cast around for auxiliary aids. The need for tools was thus felt from the very start. Primitive man could climb a tree by the use of hands and feet but, when he wanted to cut one down to fashion his first canoe, he had to find something more effective and powerful than nature had provided him with—and thus the axe was evolved.

In the early days, man fashioned his tools out of stone; and very effective some of the rude utensils of the Mesozoic variety were. They had weight and strength but they lacked edge. They could crush and break but they couldn't cut very well. Realizing the necessity for tools which could cut clean and true, man turned his attention to producing them from some other material than stone. Iron first served the purpose and then came steel. Since that time, there has been a wonderful evolution in the manufacture of tools, leading up to the rapid edged steel tools of the present day.

The need for tools to-day is greater than ever before. Each step in the advance of civilization creates new necessities in this way. With heating system, bathroom, vacuum cleaning system in the house and an automobile to be kept in shape, twentieth century man needs an infinitely larger variety of tools

than he did before. In fact, the perfection of labor-saving devices, designed to save man from effort of any kind, serves to multiply the number of things which he is called upon sometimes to do. This paradoxical condition means that there is a great variety of tools needed in every household.

The tool department, it is hardly necessary to state, is one of the most important in the hardware store. Not only is there a heavy and growing demand for tools of all kinds, but the possibilities of making a good profit on sales are unusually good. Hardwaremen should devote unswerving attention to this department.

It is necessary, of course, to handle all grades of tools. The average householder will not pay the price for a saw or a hammer that a mechanic will. The mechanic expects to use his tools continuously and he knows from experience that it pays him to get the best. The householder, on the other hand, expects to use the tool only for odd repairs and is generally determined to get one at the lowest price possible. It is necessary, therefore, for the dealer to carry the cheaper lines. It can be stated as a broad truth, however, that it pays to push the sale of quality goods, urging the better grades in every instance. People who buy cheap tools will come back oftener but they will not be satisfied; and in satisfaction lies the merchant's guarantee of future business.

### **Push Motor Tools.**

One line which should be featured strongly is tools for automobile owners. The average owner has anything but a complete kit. He buys his car first and

then acquires the tools as he finds that he needs them.

The writer remembers seeing a window display devoted exclusively to automobile tools. A large picture occupied the centre of the display. It showed a car stalled on a lonely country road, the owner, with an empty tool bag in his hand, gazing hopelessly at the machine. A large card over the picture, propounded the query: "Ever in this fix? Carry a complete outfit." All manner of tools were shown in the window.

The dealer who carried out this idea stated that it proved a winner. He sold a large quantity of tools to automobile owners in that vicinity. In one case, a complete outfit was sold.

The importance of featuring tools through the usual channels cannot be overestimated. They should be advertised regularly and should also be given an ample share of window publicity, for the window trimmer, no line presents more opportunities for original displays. The accompanying illustrations of displays recently shown in two Canadian stores, demonstrate the splendid results obtainable in using tools for window trimming. The saw display was trimmed by Ed. Keyes, with the Soo Hardware Co., Sault Ste Marie. The engine and tender were made up entirely from the tinware department. For cars, two small express wagons were used. The result was a distinctly original and striking window.

The other display is of an assortment of tools very neatly arranged by Fred. L. Kickley, display manager, with McKinnon's, Limited, at Weyburn, Sask.





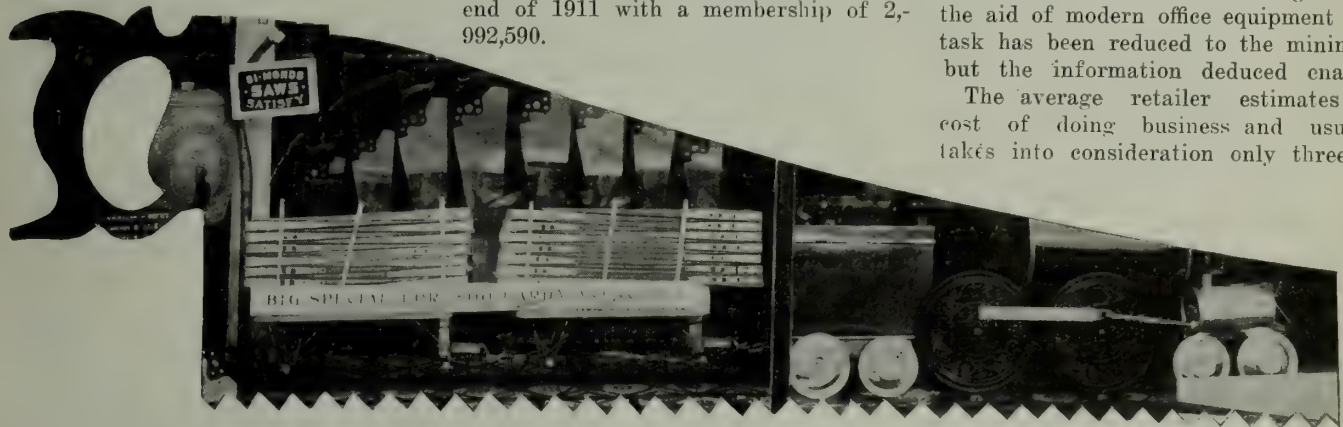
The following items were taken from the issue of Hardware and Metal of June 17, 1893:

"Henry Peters, dealer in hardware, Woodbridge, has sold out to John W. Franks."

Editor's Note.—The firm is now Franks & Watson.

\* \* \*

"A fire on the premises of Bourguin, Duchesneau & Co., hardware



An original display of saws in the window of the Soo Hardware Co., Sault Ste. Marie, Ontario. Dressed by Ed. Keyes.

merchants, on St. Paul St., Montreal, caused damage to the extent of \$11,000."

\* \* \*

"Trade has developed considerable activity during the week and business is brisker than it has been for some weeks past. The orders are, however, largely of a sorting up character, there being little or no disposition to anticipate wants. Payments continue to show slight improvement."



#### COMPANIES INCORPORATED.

Ottawa.—The Canadian branch of the United States Steel Company, Limited, has been incorporated with a capital of twenty millions and head office at Ojibway, Ont. This is the company which is to build the new steel industry near Sandwich. It is authorized to manufacture iron and steel and all other metals, also coke and cement.

The Electric Steel and Metals Co., Welland, Ont., capital stock, \$500,000; engineering supplies, etc.

## Co-operative Trading

London, June 2.—Evidence of the growth of co-operative trading in the United Kingdom is furnished in the report of the Chief Registrar of the Friendly Societies, issued as a blue book, giving abstracts of annual returns for 1911, and furnished by all the societies registered under the Industrial and Provident Societies act.

In the aggregate co-operation, as represented by societies carrying on industries or trades, money clubs, small societies carrying on businesses, and land societies (including small holding associations) was represented at the end of 1911 with a membership of 2,992,590.

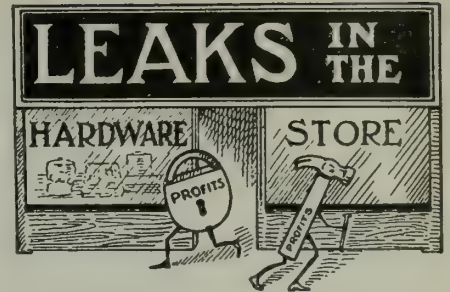
The total accounts of the societies dealt with in the report aggregated £68,089,047, representing additions of more than £4,750,000 during the year 1911. Of the ordinary co-operative societies included in the return, and numbering 2,410, the total membership was 2,785,352, and the aggregate sales of goods amounted to £130,021,393, which exceeds that of any previous year.



#### RUMOR IS NOT DENIED.

The establishment of an immense steel and forging plant on the South Shore at Longueuil, with M. J. Butler, former Deputy Minister of Railways and Canals and afterwards general manager of the Dominion Iron and Steel Company, has been announced. Work on the plant will be begun in a short while.

It is said that the land for the plant has already been purchased. Mr. Butler did not deny the story this morning, but said that he had nothing to make public at present.



The retailer who attains the highest degree of Success is the one who absolutely knows his cost of doing business. He is the man who has for all time to come discarded the old losing "rule of thumb" method of doing business and by the installation of a system knows at any hour just where he stands. He seeks out the factors that make for success and also those that tend to decrease his earnings. With the aid of modern office equipment this task has been reduced to the minimum but the information deduced enables

The average retailer estimates his cost of doing business and usually takes into consideration only three or

the merchant to do business at a profit instead of a loss.

four items while the live dealer finds twenty or thirty items that enter into his cost of doing business. These might be classed under the following headings: Rent, or depreciation if owned. Salaries, including the employer. Light, heat, ice, delivery expense including all charges for repairs to harness, wagons, etc., feed for horses, shoeing and depreciation.

Advertising, printing, postage, stationary.

Gifts, allowances on accounts. Telephones and telegraph tolls. Taxes, interest, discounts, insurance, bad accounts. Paper, twine, bags, breakage and spoiled goods, shrinkage and depreciation of goods. Repairs on fixtures, depreciation. Goods stolen from store.



"The heights by great men reached and kept

Were not attained by sudden flight,  
But they, while their companions slept,  
Were toiling upward in the night."



# Salient Points of Advertising Outlined

Concise Definition Given by Speaker at Convention — Advertising is Development, and Serves as Insurance on the Continuation of Trade—Some of the First Essentials of Successful and Resultful Advertising.

The following is a summary of an interesting address on advertising delivered at a recent English convention by Charles P. Martin. Mr. Martin has dealt with the problems of publicity in a general way, but has introduced much valuable material and sound advice:

Having given a comparison of different styles of advertisement, the speaker remarked that in ready-made goods advertised in the local press the dealer's name was quite a secondary matter. It should be borne in mind that the object of advertising was to sell goods. What the public required was goods not names, and for that reason the great truth of all advertising should be kept in mind—that the goods to be sold should be most prominently advertised, and not the name of the dealer. He knew a case in which a firm had had three advertisements running in two newspapers for nearly three months. This series had been kept up practically without a change for the whole time, after which they suddenly ceased. This particular advertiser was, no doubt, convinced that advertising was unprofitable. He (the speaker) had good reason for knowing that his large expenditure was practically unproductive.

Why did firms waste money in filling expensive space with bad advertising? The reasons were, in many cases, that they had not a right conception as to the meaning of advertising; that they had no time to prepare copy; or that they simply bought space because their competitors did so, and they wished to be "in the swim."

In considering the question, let them bear in mind that the advertising department—or "development department," it seemed to him would be a much more appropriate term—was in many respects the brains of the concern, the guiding and propelling force.

Advertising must be honest. Woe to the firm who endeavored to build upon anything but the foundation of good goods, sound value, prompt and efficient service, and common sense in advertising. Advertising linked up the trader personally with the goods and their merits or demerits. His reputation suffered or was enhanced by every sale. As he valued permanent success, he dared not risk being dishonest.

What was advertising? It was the first aid in distribution. It was salesmanship. It was more than salesman-

ship; it was an insurance on the continuation of trade. It was salesmanship plus publicity. What was the best medium of publicity for the retailer? He would answer without the slightest doubt—the commonest of all things that surrounded them—the local paper, to wit, for it was through that medium that the retailer could most readily place the goods he has for sale before his own public.

## Value of a Heading.

Mr. Martin remarked that he laid great stress on the value of a good heading. It was worth careful study to get a good one for each advertisement, for he believed that a heading which told a story or asked a pertinent question was very important. It should be an eye-catcher—something strong and suggestive; something that would arrest the eye and interest the reader. It should relate to the advertisement, and not be foreign to it.

Second only in importance was the ending. That should be strong. Many advertisements ended the appeal by making a direct suggestion to act. They asked their readers to send for a list, or to write, or to call. It was a sound principle. For the title he strongly advocated the use of a special name-book. He considered that most important, for it gave distinction, and in time assumed the value of a trade mark.

The advertisement having been drawn up, the position had to be decided upon. Position, of course, was important. They should make arrangements that their advertisement, if possible, should always occupy the same position. The upper half of a page was to be preferred to the lower. Position next to reading matter was good; that next the leading article he considered excellent.

## Results Will Follow.

Advertise regularly and persistently and results would follow. The cumulative value of the advertisement was enormous. Splash or spasmodic advertising was fatal. It never succeeded. Advertisers who indulged in this failed apparently to realize that thousands of people upon whom a favorable first impression had been made were lost to them as customers for want of a few more impressions. The thing went on like a snowball.

The first question of the retailer embarking upon an advertising campaign asked himself was what amount of

money ought he to spend. A man who had the knack of advertising did not need much capital to start with. As a matter of fact, a knowledge of how to advertise, combined with enthusiasm and confidence—confidence was all-important—went further than mere capital. They should start with a small sum set aside for the purpose, and as returns increased so increase their expenditure.

## The Window-dressing Campaign.

To the retail advertiser window display and window-dressing were as important as his press campaign. So they should arrange both that they should tell the same story at the same time. That served a twofold purpose, reminding those who saw the press advertisement first and those who saw the window advertisement first that they had seen something on the same lines elsewhere, thus bringing about contact and consequently interest. If the offer were right, and the opportunity favorable, the result was a sale.

After all, the only way to learn the power of advertising was to put money and brains into it, and see the results grow. Advertising offered the easiest opening for proving that they could do something on their own initiative. If their efforts proved that their ideas were practicable, the manufacturers would have a new client, and the bulk of the pleasure and profit would come to them personally.

Advertising should be considered as part only of the science of business-building. No man should expect advertising to do more than attract the buyer, and convince him that the advertised article was the thing he needed. That was the function of advertising.

## TOO MUCH MATTER.

The advertisement of Squair's Hardware would have been improved had the panels, top and bottom, been removed entirely. The mottoes and selling catch phrases in the four corners could have been boxed in separately if desired.

The chief fault with this ad. is that too much has been crowded into the space available. Had fewer lines been featured they could have been shown up to infinitely better advantage, and the result would have been a more effective ad.

The two cuts should either have been put in the centre column or one in each



of the outer columns, in order to maintain the balance.

In the opinion of the writer the best way to have written this ad. would have been to eliminate the firm name at the top and run a heading right across. Would it not have been better to have started off with a heading, which would focus the attention of every reader? The material for such a heading is found in the body of the ad. "Start a savings account for your son or daughter" would have made a headline guaranteed to catch every eye.

## DRAWING MATTER TOGETHER.

The advertisement of the Fawcett Hardware, Limited, is a good one, with many points which commend it highly. The chief fault to be found is that it requires "drawing together." The points are so broken up that it must, literally speaking, be read in pieces. The eye takes in one statement here, and must jump somewhere else for the next one. The following suggestions are made for the improvement of this ad.:

The headline should be dropped down farther and a margin left below to give enough white space to make the heading stand out prominently. The underscoring should either be eliminated entirely or made heavier. It is a typographical rule that the underscoring must be of the same thickness as the lightest lines in the letters. In the pres-

ent case the underscoring lacks the necessary heaviness, and consequently does not add any strength to the heading. On the whole, perhaps, it would be better if it were eliminated.

The section beneath, devoted to hammocks, should be pulled together by the insertion of a lengthier description. As it stands the word "hammocks" is too close to the top heading, and detracts considerably from the strength of the heading; also the price range of \$2.00 to \$12.00 is repeated in three separate places. This might have been permissible had the price quoted been one of special interest—a leader, which it was desired to impress strongly. But to quote a range of prices of so general a character conveys no special significance, and the repetition is merely waste of good space.

An improvement could be wrought by putting the cut at the left hand side and introducing a descriptive talk at the right. Something to this effect:

## HAMMOCKS.

For comfort and ease during the warm weather, nothing can compare to a capacious hammock. We have them in all shapes, sizes and designs, and in all colors. Prices

range all the way from \$2.00 to \$12.00.

In view of the fact that refrigerators and screen doors are treated separately in panels, the lines "Refrigerators and screen doors" above the panels is unnecessary. In fact, if eliminated the ad. would present a much clearer and attractive appearance. Had the panels been made wider and thus brought in closer, eliminating the three joining lines, an improvement would also be effected.

## WHY KICK?

"What do you think of the parcel post?"

"Good thing in its way, but it has its faults."

"In what way?"

"Well, when my new lawn mower arrived this morning it was covered with scrambled eggs."

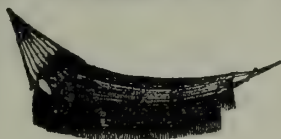
## Grants Loan.

Tillbury, Ont.—The town has granted a loan of \$10,000 to the Canada Forging Co. who will locate a plant here.

## Warm Weather Suggestions From the Fawcett Hardware

\$2.00 to \$12.00 **HAMMOCKS** \$2.00 to \$12.00

For Comfort



And Ease

Made in all shapes, sizes, designs and various colors. Prices from \$2.00 to \$12.00.

## REFRIGERATORS AND SCREEN DOORS

We have just received a carload direct from the manufacturers.

### Refrigerators

In all sizes, prices from

**\$9.50 to \$65.00**

10 Per Cent. off for Cash

Having purchased a carload, we can afford to offer these attractive prices.

### Screen Doors

That fit any door. Prices from

**\$1.25 to \$3.25**

10 Per Cent. off for Cash

These doors are complete with hinges, fasteners and pull. Delivered at your home ready to put on.

The above prices are sure to meet with entire satisfaction. A visit to our store will at once prove that we always have what we advertise, and our prices are justified.

**Fawcett Hardware, Limited**  
KEMP THORNE BLOCK SECOND AVENUE

Quick store service

Polite  
Attention

**SQUAIR'S**

Everything in Hardware  
and Supplements

No goods misrepresented.  
money back  
if not satisfactory.

Start a saving's Account for  
your son or daughter

You can start your son or daughter on the high road to success and prosperity by opening a bank account with the \$1.00 you receive for one of our completed Dividend Coupons.

Start today having your hardware here. We buy and sell for cash which means a big saving to you and to us.



Screen your  
Home now

Now is the time to keep the flies and mosquitoes out of your house by screening the doors & windows before the warm weather.

Wabash Screen Doors are strong and substantially of 1 1/2" selected pine and guaranteed not to warp or sag. All joints are morticed and tapered and the wire is fastened in such a manner as to become an inseparable part of the door. Wabash Screen doors will last as long as a solid panel door. In styles and prices to suit Every body. All sizes 6 styles.  
Prices 1.50 to 4.25

Solid Window Screens Hand made Will cover half the window allowing sash to be raised and lowered with out removing screen. Made of Oak grained pine. All sizes 85 cents each Adjustable window screens 25 to 40 cts Corner braces for sagging doors 20 cts. Door springs 10 cts Spring hinges 20 cts a pair

25 cent

Grey Enamelware  
Sale, three days only

Housekeepers have the opportunity of buying any article of single coated Grey Enamelware for 25 cts during this three day

sale, including preserving kettles, Berlin kettles, pudding pans, tea pots, kettles, water pails, enamel pans, etc. all in first class shape.

Sale begins Friday May 23rd at 8 a.m.

We mention a few of the articles on sale, and the price they sell for regularly.

Water pail 12 1/4 qt 75 85 cts  
Preserving kettles 35 65 cts  
Dish pans 14, 17, 21 qt 50 70 cts  
Tea kettles 75 90 cts  
Berlin kettles 48 10 qt 45 75 cts  
Tea pots 3 1/2 pint 45 60 cts  
A few lines of smaller articles including dippers, wash bowls, pudding pans and saucepans to be cleared out at 15 cts each.

Gasoline Irons The Ideal iron should be in every kitchen, saves fuel and makes summer ironing comfortable. Guaranteed for one year. Each 5.50

Make your wash  
day Sunny Monday

By installing modern labor saving devices for the laundry work. No woman should waste her strength and risk her health by doing her washing the old fashioned way. Install an up to the minute equipment and make your laundry work easier.

Washing Machines — We are showing "The Pastime" Coupe ball bearing Jubilee and Howdell. Every washer bears our guarantee of satisfactory service. Prices 5.50 to 15.00

Clothes Wringers Including the best makes with plain rollers or ball bearings, three and five year guarantee grades. Each 4.50 5.50

Clothes Horses strong folding style with 30 feet of line. Each 1.75

Ironing boards complete with folding stand 2.50

Wash Tubs Lion galvanized tubs have heavy solidized corners, folding handles, one piece bottom. Also wood and fibre 80 cts to 1.90

Wash Boilers In tin with copper bottom, all copper with pit or flat bottom. From 2.50 to 3.00

Dustless dry mops Saves women back breaking labor of washing floors. Mops only .50 complete 1.25

Banks pay dividends on what you save. We pay dividends on what you spend.

**SQUAIR'S**

Opposite the Post-Office

See our window display of 25 cent enamelware specials





# Clarkson's Vacation

Telling How A. F. Clarkson Thought He Was Indispensable, and Refused to Take a Vacation—How He Was Brought to See the Error of His Ways—And Finally How He Found Out That the Business Could Get Along in His Absence.

*It is a common delusion among merchants—and business men of all descriptions, for that matter—that they cannot afford to leave their stores or their offices; that the business could not get on without them. In consequence, they work along, year after year, without a holiday, putting in long hours every day. They never give themselves a chance to get away and rest, coming back invigorated and ready to take up their work with unwonted zest. As a result they suffer—and so does the business. Why not do as Clarkson did in the following anecdote?—Editor.*

It was the hottest day of the year. A. F. Clarkson, senior partner of the firm of Clarkson & Co. sat back in his stuffy little office and divided his time between mopping his moist countenance and glowering at the accumulations of work on the desk before him.

"I'll never get through this," he exclaimed, finally. "I'm all done out. A long holiday is what I need but the store would never get along without me."

This was the substance of the plaint that he uttered at a late hour of the morning to James L. Simonds, star salesman of a specialty house, who had dropped in with a new line of electrical goods.

"I haven't had a holiday in ten years," he said, "and I guess I won't get one for another ten. It's much worse now that I've got into municipal politics."

"The trouble with you is that you're harboring a delusion, the most common one in the world," said Simonds, who had known the hardwareman so long that he did not hesitate to hand out advice. "You think you're indispensable. But you're not. Not by a long shot. This store would get along fine if you were to leave it. The town would get along without its mayor, too, if you were to get away for a rest. First, forget your work and your troubles and beat it to the woods for a couple of weeks."

"You don't understand the way

things are here," said Clarkson, shaking his head and reaching for his fan.

"That's what they all say," retorted Simonds, "until one day the nut custodian takes 'em in charge or six friends grip the silver handles. You're looking bad right now."

"I'm feeling fine," said Clarkson, hastily. "If it wasn't for the heat, I'd be able to get right ahead with my work. You had better show you're stuff to Arch to-day."

Simonds walked down to the front of the store where the junior partner, Archie Stoneman, was busily engaged in going over a section of the shelf stock.

"Hello, Co.," said the traveller. "So you have been loafing on the job, have you?"

"What's eating you?" asked Stoneman, coming down off the ladder and regarding the other suspiciously. Simonds had the reputation of being somewhat of a joker.

"Why, I judged you hadn't been making yourself sufficiently felt around here," said Simonds. "A. F. was just telling me that he couldn't get away on a holiday because the store couldn't get along without him."

"I wish he would forget that bunk!" declared Arch, seriously. "He needs a holiday a whole heap more than the store needs him. As a matter of fact, I wish we could get him away for a while. There are a lot of things I want to go ahead with which he is holding back. He looks after collections and do

you know, we have about \$10,000 on our books. If I had a couple of weeks to put on the collection end, I'd soon make that total look more like thirty cents than ten thousand dollars."

"Why don't you make him go?" asked Simonds.

"Jim, I don't mean any disrespect to the head of this firm," said Arch. "He's the best fellow on the top of the earth. But did you ever try to make a mule go some place where it had decided not to go?"

"Be a psychologist," said Simonds. Study the present mental attitude of the senior partner and then work on his weakest point. You'll soon have him hunting for railway folders. Here's the way to go about it."

They held a whispered conflagration of some duration, during the course of which a broad smile gradually settled on the face of the junior partner. "I'll do it," he finally said.

Shortly afterward, he walked back to the office where Clarkson was still working at the accumulation of papers on his desk in a condition of perspiratory misery.

"I was reading in the paper the other day about a fellow that went insane through overwork," he began. "He used to get very tired and nervous. He was very absent-minded, used to be pulling at his beard all the time or fingering the buttons on his coat. His doctor noticed and recognized them as symptoms of lack of mental balance. But it was too late to do anything. He

went clean batty. Doctor said if he had taken a complete rest in time, he could have been saved."

Clarkson scowled savagely at his partner.

"Arch," he said, in a bitter tone, "if you don't know better than to interrupt me in my work by telling me about such dismal things, you'd better stick to the front of the store."

"I just came back to ask you if you had gone into those figures for the school contract," said Arch.

"What figures? I didn't hear anything about any such contract."

"Why, we talked it over last night," said Arch, looking at him closely. "Do you mean to say that you don't remember?"

"I do not," snapped Clarkson. "We never discussed the matter at all. Your brain can't be working right, Arch. Better see a specialist."

"I don't think it's me that should see the specialist," said Arch, with telling emphasis.

Early in the afternoon an old customer came into the store. The junior partner waited on him and the two fell into conversation after the parcel had been wrapped up. Clarkson walked up to the front of the store and a significant wink passed between the pair.

"How are you, Alf," said the hardware merchant. "Awful weather, isn't it. The equator must have moved up over night from the feel of things."

"Oh, it's not so bad," said the customer. "I hadn't noticed that it was very hot. You don't look as though you were feeling well and that probably makes you feel the heat worse."

"It's hot," declared Clarkson, emphatically. "It's just like a particularly close corner of the nether regions to-day. What's the thermometer say, Arch?"

"It's out of working order," said the junior partner, hastily.

"You're a little feverish to-day Clarkson," said the customer, gazing at him, earnestly. "You'll soon have that button off your coat if you keep twisting at it."

"I haven't touched it," declared Clarkson.

"Do you mean to say that you haven't been working away at that button ever since you came down?" demanded the other.

"I certainly haven't," said Clarkson, a little weakly.

"You certainly have," was the retort. "Look here, Clarkson, you had better go and have a rest. You look all tired out."

"I'm feeling fine and all you old women can't persuade me otherwise," said Clarkson, stamping back to his office. But when he was seated in his chair again he allowed his head to rest wearily on one arm. The other hand happened to stray for a moment to his beard and he drew it away immediately with a frightened air.

An hour or so after Clarkson was talking to another customer who had strolled back toward the office.

"Hear about Sim Vance?" the customer asked.

"No," said Clarkson. "Is he—mentally unbalanced?"

"No," said the other. "Down with fever. Overwork, the doctor says. You'll have no beard left at all, Clarkson, if you keep pulling at it that way."

"I haven't touched it," asserted Clarkson, aghast.

"Why, you've been running your fingers through it ever since I've been in the store. I was watching you. Look here, aren't you feeling well?"

"No," said the merchant, weakly. "I'm all tuckered out. I think I'll go and have a rest."

He put on his hat and walked to the front of the store with the slow gait of a man who is not all sure of himself. "I'm going home, Arch," he said. "This heat has got the better of me. I need a rest."

As soon as he had left the store, Arch hurried to the telephone. As a result of the information which he imparted over the line, a fellow merchant called on Clarkson at his home that evening. "I'm going with a bunch of others for two weeks' fishing," he said. "It's pretty busy at the store but I simply found that I had to go. Do you know, Clarkson," lowering his voice, "that I was beginning to fear for my reason. I had too much to attend to. Doc. Ferris said that I had to have a complete rest and have it quick."

"Could I go along too?" asked Clarkson. "There's nothing wrong with my health, of course but—I'm just hankering for a good two weeks' fishing."

\* \* \*

A fortnight after, A. F. Clarkson strode into the store—bronzed, vigorous and hearty. Health stuck out all over him.

"Hello, Arch," he said, extending his hand. "I had a fine time but now I'm glad to get back. How are things? Bet you are about a week behind with your work."

"No," said the junior partner. "I've managed to keep up with it."

Clarkson strode back to the office. It presented an air of unusual tidiness.

"Where's all the papers?" he asked.

"Filed," explained Arch. "There are no matters outstanding now."

"Do you mean to say you've caught up with the correspondence?" said Clarkson, incredulously. "Well, that's good news. It will leave me clear to get after the collections."

"I hardly think it will be necessary to do anything more on that just yet," said the junior partner. "You see, I've been going pretty strong after the collections the last two weeks."

"Any results?" skeptically.

"Yes," said Arch, producing a slip from a file. "We have taken in \$3,865.23 to date. A lot more has been promised within the week."

Clarkson gaped at the paper in amazement. "You must have dug up Morton's fork to get all these old dead beats to pungle in in this way," he said. "I see you have collected on Jim Greeves. Jim has never been known to pay under six months before. And here's Mrs. Grasby too. How did you ever get her to pay up?"

"You must have been so busy with these collections," he added, after a lengthy perusal of the list, "that sales have been allowed to go to the dogs."

"No chance," said Arch. "We had a special sale and cleared out a lot of old stuff. You've never been just favorable to sales but I felt sure that we could dispose of a lot of the junk that was taking up so much room in the store, if we gave it a try. And we did sell a lot. Doesn't the store look better?"

"I'm not needed here," said Clarkson, a little nettled. "The business seems to get along better without me. I'll just go down to the mayor's office. The place will be waist high with work waiting for me to clear up."

When he reached the town hall, he encountered Ald. Scroggie, who had been acting mayor in his absence.

"Back already," said the latter, in a disappointed tone. "I was just beginning to get accustomed to the office. I like it fine."

"You had better run for mayor next year," said Clarkson. "I suppose there's a lot for me to do."

"Nary a thing," said Scroggie. "I've kept everything cleaned up. The clerk has been complimentary enough to express the hope that I will be next mayor."

Clarkson flung himself out with a disgusted snort.

"I might as well go back fishing," he said. "This town and the store seems to get along swimming without me."



# Progressive Hardware Retailing

Toronto Dealer Finds That Motor Truck Increases His Trade by Enabling Improved Service to be Instituted—Western Firm Adopt the Cash System—Souvenirs Given Away at Paint Demonstration.

## INTRODUCED CASH SYSTEM.

Squair's Hardware, Gladstone, Man., whose slogan is "A Squair deal for everybody," have introduced a cash system, and are offering a special discount of 10 per cent. The following notice appears in their ad.:

### Our Plan—What it Means to You.

When you buy your hardware from us the generous dividend we pay you on prices will save you many dollars. Our banks pay 3 per cent. interest on what you save, we pay 10 per cent. on dividends on what you spend. We are able to make this very liberal reduction off our present prices, because we have discontinued giving credit and buy only for cash.

## FIFTY CENT WINDOW.

Chatham, Ont.—D. H. Douglas, formerly of the Stephens-Douglas hardware store, who recently purchased the hardware business of James A. King at 44 King St., is giving special attention to window displays.

An interesting innovation last week was a 50-cent window display. In the large window were shown a great variety of articles, all specially priced at 50 cents. The goods were of a seasonable nature, including tools of various sorts, and the offerings proved quite attractive.

## SYSTEMATIC METHODS PAY.

Goderich, Ont.—A Goderich business man who closes his financial year on May 31 had an agreeable surprise this year when he found that, although his business had increased considerably over the previous year, his cash receipts for the twelve months just closed were approximately \$100 in excess of the entire business done the previous year.

The explanation proves the value of systematic methods in the making of collections. This merchant has generally carried upwards of \$1,500 on his books. In the course of the past year he purchased a typewriter and by the systematic use of follow-up letters to his credit patrons achieved the result mentioned, despite the fact that more than 75 per cent of his business is credit.

## GOOD RESULTS FROM TRUCK.

Harding's Hardware, 1429 Yonge St., Toronto, have been using the auto here illustrated for delivery purposes since last October. Mr. Harding states that by using the auto delivery he is able to deliver goods over a much larger area than he would be able to do with horse and wagon. He states that he has shown



*A view of the store of J. Harding, Yonge Street, Toronto, showing motor truck used for delivery purposes.*

a large increase in sales since the introduction of the auto for delivery purposes and attributes this to a great extent to the fact that he is able to give prompt delivery, a service demanded in a rapidly growing community similar to the one in which he is located. He states that he receives a large number of telephone orders. These orders are given prompt attention and are sent C.O.D. in the majority of cases. The customers appreciate the prompt delivery.

He also finds the auto exceedingly useful in sending to the wholesales for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

Another point claimed by Mr. Harding in favor of the auto is the fact that it needs no attention on Sunday or holidays.

The auto itself is claimed to be a good advertisement for the firm and impresses on people in that section of the city that the firm must have a desire to give prompt delivery service when they have an auto delivery.

Outside of a few minor repairs the firm have had no difficulties with their auto. The delivery man can cover a large territory in a short time with this means of delivery and Mr. Harding states that the running cost is very reasonable for the service obtained.

## DIVIDE UP ADVERTISING.

Carter Bros., Picton, Ont., are firm believers in newspaper advertising and run space in the two weekly papers published in their town. Instead of confining their ad. to one large space they divide it up; feature each line individually. In last week's issue they run three ads., the lines featured being coal oil cook stoves; paints; coal oil, benzine, etc., the ads. appearing on Pages 1, 3 and 5 respectively. Electros were used in each ad. In the oil stove ad. prices were quoted. The ad. featuring coal oil, etc., was one that would be easily noticed by readers, an illustration of a coal oil can was shown on the side of which appeared the words, "Coal Oil, I'm empty. Take me to Carter Bros. and get me filled." The reading matter in the ad. mentioned the many kinds of oil carried in stock.

## A DANGEROUS HABIT.

It's a dangerous habit—talking shop, and usually mighty expensive advertising for the boss.

For when a bunch of good fellows get together, there is frequently no limit to the confidences exchanged, all with the object of creating the impression that the various individuals are thoroughly posted on even the most vital matters concerning the business.

Many a young man has black-listed himself with the other merchants of the town by his very efforts to impress them that he is a valued and trusted employee. And many a merchant has seen a meant-to-be record-breaking campaign develop into a flat failure because of its premature announcement by a talkative clerk.

Again, to appear posted, these confidences beget criticisms, fault-finding with the proprietor, his methods, fellow-clerks, etc., until you wonder why they stay with such a hopeless concern—such is idle gossip.



# HARDWARE LETTER BOX



## Humpty Dumpty Egg Crates.

Sumner Company, Moncton, N.B.—  
“Can you tell us the name of the manufacturer of Humpty Dumpty Egg Crates?”

Walter Woods & Co., Hamilton, Ont.—  
Editor.

• • •

## Fox Farm Netting.

N. H. Bowers, Massey, Ont.—“Kindly advise us what firms in Ontario make netting for fox farming.”

The B. Greening Wire Co., Hamilton, Ont.; Banwell Hoxie Wire Fence Co., Hamilton, Ont.—Editor.

\* \* \*

## Leader Wringers.

Subscriber.—“Can you inform me where the Leader Wringer is manufactured?”

The Leader Wringer was manufactured by the Dowswell Mfg. Co., Hamilton, but was withdrawn from the market by their successors, Cumber Dowswell, Ltd., some years ago. The last named firm will be able to supply all repair parts.—  
Editor.



## CATALOGUES AND BOOKLETS.

### Hamilton Stove and Heater Lines.

The Hamilton Stove and Heater Co., successors to Gurney, Tilden & Co., Hamilton, have issued a new illustrated loose leaf price list, No. 14, applying to their catalogue, No. 14. Numerous new lines as well as changes and improvements in standard lines, have necessitated a new numbering system, which is incorporated in the new price list. For the convenience of present customers old numbers as well as new are shown. The price list consists of 102 pages, and is gotten up in a very attractive manner, the loose leaf system and the illustrations adding greatly to the usefulness and appearance of the price list.

The company have also issued their new catalogue and price list, No. 70, illustrating New Idea and Souvenir Furnaces and Registers. The firm give two chief reasons for issuing the catalogue. One is to give information as to size and prices; the other is to help the merchant to sell furnaces. The catalogue contains a large fund of information valuable to dealers in selling furnaces.

## Strong Selling Talks From Hardware Ads.

*The season for refrigerators is on. It is cheaper to buy a good refrigerator and keep your food wholesome and pure than to have sickness in the house for lack of one. On Friday and Saturday we are going to offer you three lines at prices never heard of in the West before—J. T. MacDonald Hardware Co., Calgary.*

*Lawn mowers are a good deal like folks. Some are too cranky to have around, while others are always willing and do their work silently and quickly.—This last describes the—lawn mowers. They cut like a pair of scissors, stay sharp and run smoothly and easily. You'll be glad when you own one.—The Manitoba Hardware, Vancouver, B.C.*

*The children enjoy a lawn swing and so do the grown ups. There should be one at your cottage or on your verandah or lawn. They are perfectly safe to play on. They swing smoothly, with scarcely any effort and they are very comfortable. Hardwood construction, bolted, painted and varnished.—Bryson-Graham, Limited, Ottawa.*

*We sell the Range, the kind that gives satisfaction and makes cooking a pleasure instead of a drudge. It will pay you to look them over if you require a range and want the best. Remember in the—you get the best and pay no more for it than is asked for the other makes. We fit them for gas, coal or wood.—J. T. MacDonald Hardware Co., Calgary.*

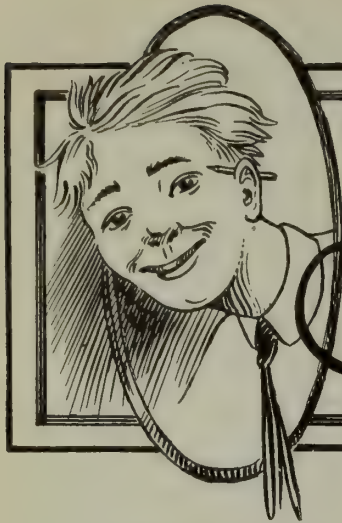
*Deciding on “what to give” as a wedding gift is troublesome to most people. The difficulty is to a great extent obviated by an extensive selection and that we certainly have. Our stock of Brassware, Copper, and Nickel-plated ware, Silverware, Tableware, Chafing Dishes, Percolators, Samovars, Casseroles Bakers, Kettles with alcohol burners, serving trays, crumb and brush trays, umbrella stands, jardiniere, fern pots, hanging and flower baskets, silver tea sets, silver bakers, fruit baskets, cake plates, bon-bon dishes, pedestals, electric irons, electric toasters, etc., were never as complete and extensive.—Ingram and Davey, Limited, St. Thomas.*

*Use the Caloric Fireless Cooker and spend less time in the kitchen. This modern kitchen marvel actually bakes and roasts, as well as steams, stews and boils food from the raw state, and does it more efficiently and with less labor and expense than is possible by any other process of cooking. Its use is real economy—it pays for itself in time, fuel and relief from kitchen drudgery.—E. J. Coles, Woodstock.*

*Your garden and lawn need your attention. Now serviceable hose, the kind you want is the kind that lasts. We are showing a large variety of Hose this season, a grade suited to all purses, and every foot of Hose sold has our guarantee that it will give adequate service commensurate with its cost. Prices very moderate, from 10c a foot up.—Geo. Taylor Hardware Co., New Liskeard.*

*Never was there a better instance of the engrossing qualities of lawn bowls than that historic game played on Plymouth Hoe, when a message was brought to Drake that the Invincible Armada was in sight, and that gallant admiral on hearing that the fleet was not yet past the Lizard, replied: “Then we have time to finish our game.” And Drake's zest for the game is merely typical of many bowling devotees in Toronto, which ranks with several places in Scotland as one of the world's great bowling centres. These devotees then will be interested in the following list of bowls and accessories: Excellent lawn bowls, made of specially selected Lignum Vitae, in either black or natural finish, 3 bias, sizes 5 1-16 and 5 3-16, conforming to the Scottish Lawn Bowling Association rules, are very moderately priced at \$4.75 a pair.—T. Eaton Co., Toronto.*





# THE JUNIOR CLERK'S PAGE

## HE KNEW HIS GOODS.

Written for the clerks page of Hardware and Metal by Edward Dreier, Advertising Manager, The Metal Shingle and Siding Co., Limited.

There is a story of a country boy who went to town to work in a hardware store. He started in as clerk. Whenever a customer came in this clerk would have to get the help of the boss or one of the other clerks. He did this except when he could interest his customer in fountain pens. In three weeks he sold more fountain pens than had ever been sold before in a year.

One day the boss came to him and asked him why he couldn't sell anything but pens. And this boy told him that he had received one of the pens for a Christmas present a year before and it was one of the greatest conveniences he knew of. And he went on to explain to the boss the working of the fountain pen. And the boss learned more right there about fountain pens than he ever thought of before. The secret of this boy's success as a fountain pen salesman was that he knew his goods.

A man came into our office one day to sell nails. We weren't interested. But this man sat down and for two hours talked nails. He told all about nails. He knew how they were made from start to finish. He knew why each little barb was put in. He knew why they were shaped this way or that way. He knew how the heads were put on and how the points were made. He knew what kind of metal was put in each kind of nails and why. He knew his goods and he got a contract.

I went into a store in Boston the other day for a pair of advertised socks. The clerk didn't have them. But he had other socks and he told me about them. He told me where they came from and what the process was. He told me where the yarn came from and why it was better than the yarn used in the socks I asked for. He told me a lot of interesting things about socks that I

never dreamed of before. This clerk knew socks and he made a sale.

There was a hardware man in a small town. One day a salesman called on him and found that business was bad—collections were bad. The hardware business was going to the dogs. A customer came in and asked to see a stove. The hardwareman showed the customer the stove. That was all—he just showed it. And the customer started out. But the salesman, who was a salesman for the firm who made these stoves, stopped the customer and explained the making of the stove—what each piece was for—why the stove was better than other stoves—and why this customer should own this particular stove. And the sale was made. And this salesman went on further to sell cooking utensils to go with the stove and the bill was \$73.50 when he finished selling. This man knew what he was talking about.

So this hardwareman had him up to the house for dinner that night and kept him over for two days explaining the different makes of stoves and a lot of other hardware things. Then he let him go. And this man got busy and cleaned up that store and got busy and sold things. He made business boom. For he knew what he had to sell and he made a success.

And three months later when the salesman came back to this little town he found this hardwareman changed. He was a hustler. He took more interest in his work and he was putting money in the bank. The outlook was fine for future business. The man went to the hotel and wrote the firm a long letter and told about the success this hardwareman made—because he knew his goods. And this salesman was ordered to the home office. He was taken from the road as a salesman and sent out as an instructor. He called on his old customers and taught them all about the various lines which he sold—and he told them about the other lines in the store. He stayed with them and clerked for

them and showed them how to make sales. And business poured into his firm from these men who were being taught to know their goods.

Firms send their travellers out to get business for the hardwaremen. Because, if they get business for the hardwaremen they will get business from the hardwaremen. And every hardwareman should ask these salesmen to teach the clerks all about the different lines which they carry. The clerks should know all about every article in the store—and it is the salesman's duty to his firm to teach these clerks. It means more business for the hardwareman and more business for the firm.

The best recipe I know for making sales is to KNOW YOUR GOODS and believe in them—the sales talk comes easy if you feel like that.



## REMARKS OF THE JUNIOR CLERK.

Know your goods.

\* \* \*

When you grab Opportunity with one hand, tie a knot in its tail with the other.

\* \* \*

Some men do most of their worrying over the success of others.

\* \* \*

Pride puffeth a man out like a toy balloon so that he can be easily punctured.

\* \* \*

Business comes quickest to the man who goes farthest to meet it.

\* \* \*

Every employee has more to do with the amount he earns than his employer.

\* \* \*

You are as lucky as you think you are and opportunity is always at your door.

\* \* \*

Nine or more times out of ten the man who is a failure has only himself to thank for it.

\* \* \*

We live and learn but those who live fastest don't always learn most.



# TERMS OF THE NEW PARCELS POST ACT.

(Continued on page 36.)

ed out. The British Isles have an area of 121,390 square miles, as opposed to an area in the province of Ontario alone of 260,862 square miles, and as opposed to the Dominion of Canada in its entirety of 3,907,000 square miles, and in this small space, less than half the area of the province of Ontario, there is a population of 44,000,000 of people, as compared with 2,500,000 in the province of Ontario, or roughly speaking, a population of 7,200,000 in the whole Dominion. The conditions are, therefore, entirely different. In England you have thickly congested rural districts, large towns every few miles, and tremendous cities; in Canada you have a population of less than 8,000,000 spread over a vast area, with few cities or large towns, and with vast spaces that must be traversed where no population exists. The conditions in England and other European countries are absolutely favorable to cheap parcel post, whereas in Canada, owing to small population, vast distances and other reasons already pointed out, the conditions at the present time are the least favorable for parcel post that could possibly occur. The United States, where physical conditions, area, etc., are similar to those of Canada, present a much more favorable ground on which to make comparisons, and the United States now, when it has a population of 90,000,000 of people, an immense postal revenue, an enormous number of large towns and thickly populated rural districts, in granting this boon to the people has found it necessary to adopt the zone system. If the United States with its immense population and revenue and favorable conditions could not afford to give a flat rate, it would certainly be much more impossible in Canada, where the population is only about one-twelfth that of the United States and the revenue only about one-twentieth, to do other than the United States has done. As a matter of fact, the system which is now being introduced in Canada gives a flat rate within the confines of each province in the Dominion. In other words, we are giving, as compared with that in which England, a flat rate in an area twice as great as Britain gives parcel post, and where all the conditions as regards population, cost of transportation and labor are much less favorable than in Britain.

An argument that is very often used in favor of a flat rate is that letters are carried from the Atlantic to the Pacific at the same rate as is charged for one mile, and that if it is possible to carry letters at a two-cent rate from coast to coast, it would be quite possible to carry parcels at a similar flat rate,

made. In considering this argument it and at a much lower charge than is now must be taken into consideration that the price paid for the carriage of letters, even at the two-cent rate, is much greater per pound than the price paid on parcels, and to give a flat rate on parcels it would be necessary to have a minimum charge much higher than the public would be prepared to pay and much higher than the charges which it is intended to make. Moreover, the Postmaster-General has the exclusive monopoly of sending letters, and, therefore, gets the carriage of them all; in other words, gets the long as well as the short haul. But this would not be true regarding parcels, as he has in no sense the exclusive monopoly of sending parcels, so that the result would be, if a flat rate were fixed, that it would be quite possible for public carriers other than the post office to get the short and profitable haul by reducing the charges on special distances. It might also be observed that the express companies that have carried on business similar to parcel post for a great many years have never adopted the flat rate system, which they would certainly have done if they had found it to their advantage from a business standpoint.

Australia has two rates—one for each State or province, and the other for the rest of the Commonwealth. The lowest rate is 12 cents or 6d for the first pound, and 6 cents or 3d for each additional pound, within each State. The interstate rate, or the rate outside of the province or State in which a parcel is posted, is 16 cents or 8d for the first pound, and 12 cents or 6d for each additional pound. These rates are much higher than those which we propose to charge, and there is a further limitation in the Australian parcel post, in that no parcel which exceeds three pounds in weight will be accepted for transmission to any point in the Commonwealth not served by railway, coach or steamboat. No such restrictions will exist in Canada, but any parcel posted at any point in Canada will be transmitted to any other point where there is communication of any kind whatever. In considering parcel post from an Australian standpoint, moreover, it must be remembered that practically they have settlement only about one hundred and fifty miles from the coast in extreme cases, that large portions of their country are unsettled and unpopulated, and that the towns along the coast are served by water rather than by rail or long land routes, which makes possible in Australia a very much cheaper handling of parcels than would be possible in Canada. The calculation made by the English statistician, Mulhall, some few years ago in regard to the comparative cost of land and sea service showed the

cost on the sea to be about one-twenty-ninth of that for railway service.

The express companies make their charges not on a fixed principle throughout the whole country, but on exigency to suit conditions, where there is competition making a lower rate, and where there is no competition making a much higher rate. This is an elasticity which a Government department, such as the post office is, cannot easily indulge in. To illustrate this elasticity in which the express companies indulge in making their rates, the rate between Montreal and Toronto is one dollar a hundred, and between Montreal and Kingston, which lies half-way between the two cities, it is the same. Between Montreal and Pembroke, which is 100 miles shorter, the rate is 25 cents a hundred higher. Similarly, while the rate between Montreal and Quebec is 75 cents a hundred, the rate between Montreal and Three Rivers, which lies half-way between, is also 75 cents.

The only countries that can possibly be compared with Canada, owing to similar physical conditions and vast distances, are the United States, Australia and Russia, and in all these countries the zone system has been adopted, after careful consideration. South Africa, which is similar in proportions and physical features, has the merchandise rate of one cent an ounce, the same as in Canada, at the present time.

In order to give a flat rate, a high minimum charge would be required, and as the major portion of all parcels are sent to places within the confines of the province in which they originate, in order to give a comparatively low rate to a few people at a great distance, the interests of the people who are by all odds the greatest in numbers where the short haul would take place, would have to be materially sacrificed.

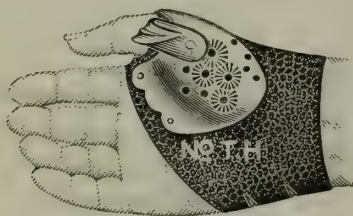
The last point to which I am going to refer is this: What are the rates going to be? That has not been definitely arranged. We shall arrange it in the simplest and most intelligent way possible. We expect that five or six lines placed in the hands of the local postmaster will explain to him the whole situation. We cannot think of giving this boon to the people of Canada for nothing, or practically nothing; it has to be self-sustaining. I have here comparative statements which have been very carefully prepared in the department, and which show the rates now charged by the express companies in the United States and in Australia, and the present rates upon our fourth class mail matter, which is the one approaching parcel post. This is a very long, tabulated statement, and I do not propose to take up the time of the House at this late period of the session by reading it.



# New Hardware Goods

## T. H. CORN HUSKER.

The accompanying illustration shows the T. H. corn husker which is being offered to the trade by R. F. Clark, manufacturer, 54 W. Lake St., Chicago, Ill. The flat leather is about the shape of one's hand with two inches of the wrist. From the point under the thumb a strap is fastened and laces through openings along the outer edge for the purpose of drawing together the shape of the leather and then passing across the back of the hand the strap enters an opening on the outer side and returns across the hand to the buckle. This strap need not be removed from its openings and is ready to draw tight and buckle. It causes the leather to shape the form and fits any hand without a wrinkle. Wrinkles under the wrist are removed for the purpose of making it a flexible wrist. The openings serve as hinges so to speak. In order that there shall be no strain whatever for the muscles, removing the chance of spraining them by the innumerable passes made in



putting cases of corn to the wagon. It is the comfort of this leather when the tension is taut that prevents straining the muscles. The shape of the plate fitted high up on the thumb gives 3 holes for a movable thumb hook and the larger part of the plate so fits the thumb and palm that 6 holes may be used for palm hook positions. It is claimed that Clarks 1910 spear point hook, if properly adjusted on this plate makes a complete and useful combination.

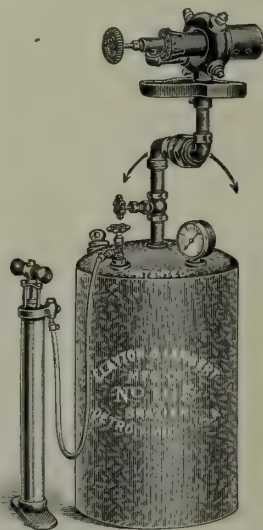
## GASOLINE BRAZIER AND STAND.

Clayton & Lambert Manufacturing Co., Detroit, Mich., are offering their new No. 105 gasoline brazier and stand here illustrated. It is constructed for heavy brazing and similar work requiring a large volume of flame and intense heat for shop and factory. The brazier is swivelled so that the flame can be turned in various directions, as shown by the cut. It is made with a powerful generator that superheats the gas before it is burned, producing a perfect

blue concentrated flame 2 in. in diameter at the burner. The tank is made of heavy galvanized iron, thoroughly braced, with welded seams, and holds 10



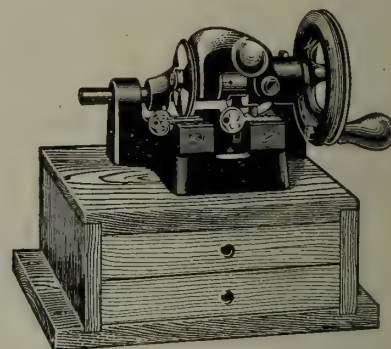
gallons. A powerful brass pump produces ample air pressure at all times, and this pressure is indicated by a pressure gauge at the top of the tank. If desired the brazier can be operated in connection with compressed air, thus dispensing with the use of the pump. The brazier is portable and adjustable, as illustrated, and a brazing tripod forms a part of the outfit. This tripod is also adjustable, and the user is enabled to turn the burners in any posi-



tion, and also adjust the work to the flame. Booklets describing and illustrating the new line will be sent to dealers interested.

## KEY BITTING MACHINE.

Canadian Yale and Towne, Ltd., St. Catharines, Ont., are offering the trade the key bitting machine, here illustrated. The Yale automatic key bitting machine and cabinet is supplied with tools and an assortment of key blanks. It is claimed that the machine will bit keys for pin tumbler locks as accurately and almost as fast as the large power driven machines. The machine meets the requirements of the retail dealer and locksmith for a light, compact machine, which, with its cabinet, can be fastened to a bench or counter. The machine measures 5½ x 10 inches, and is 6 inches high when closed and 10 inches when open. A key can be adjusted in it in 30 seconds, and duplicates cut at the rate of about one every two minutes. The cabinet to which the machine is attached is of ash. It has two drawers arranged to hold an outfit of locksmith's tools for repairing locks



and an assortment of Yale key blanks. The machine is equipped with a high-grade steel cutting wheel. The cutting wheel is what may be termed a universal one, and it is claimed that it will bit cylinder keys for various makes of locks. The outfit complete and ready for shipment weighs approximately 30 lbs.

## BUY MOTOR TRUCK.

Ingram & Davey, Ltd., St. Thomas, have purchased a one-ton motor truck for delivery purposes. It is the intention of the firm to operate their two delivery wagons as well. The firm have taken this step in order to ensure prompt service in the delivery of orders.

Western Ontario Electric Co., Ltd., St. Thomas, Ont., capital stock, \$25,000, to manufacture and deal in electric fixtures, etc.

# Current News of Hardware Trade

## Hardware Store Burglarized.

Arnprior, Ont.—Moir's hardware store has been visited by burglars who secured about \$14 in change.

## Receives Contract.

Walkerton, Ont.—Thomas Young & Sons, of Hanover, have received the contract for the new ventilation and heating system in the Walkerton Public School, the work to be done in the summer vacation; cost \$2,000.

## Made-in-Lethbridge Exhibit.

Lethbridge, Alta.—Special arrangements have been made for a "Made in Lethbridge" exhibition feature at the coming exhibition, June 24-28. The entire space of the central area of the building has been set aside for exhibits of Lethbridge factories.

## Fire Did Little Damage.

Montreal, Que.—What might have been a serious conflagration was avoided this week by the prompt action of the firemen at a small fire which took place in the premises of McArthur Irwin, Limited, paint and oil merchants. The fire was happily confined to the courtyard, and very little damage was done.

## Plumbers' Strike Settled.

St. Thomas, Ont.—A settlement has practically been reached in the plumbers' strike, the journeymen being granted 35c an hour until November 1 and after that 37½c an hour. The journeymen struck for 35c an hour in the first place, and later put the figure up to 37½c.

## Visitors at Assembly.

Toronto, Ont.—Among the visitors at the Presbyterian General Assembly were the following hardware merchants: J. E. Crowe, of Crowe Elliot, Ltd., Annapolis, N.S.; Watson Smith, Shubenacadie, N.S.; Alex. Ross, Yarmouth, N.S.; Kenneth McLeod, of Thompson & Sutherland, North Sydney, N.S.; Mr. Crossley, of Crossley & Johnston, Crossbow, Sask.

## Half Holiday Notes.

Berlin, Ont.—The merchants here will close their stores on Wednesday afternoons during June, July and August.

## New Firms.

Oyen, Alta.—Fisher & Owens have opened a hardware store.

Woodstock, Ont.—Bert and Jack Henry have started in the electrical business at 547 Dundas Street. The new firm will carry electric toasters, irons,

fixtures, etc., and all kinds of electrical appliances.

Edmonton, Alta.—A new company, the Edmonton Art, Glass and Mirror Co., expect to be ready for business in July. E. L. Inland, of Los Angeles, has been in the city making arrangements for the construction of the building, which will have a floor space of 4,000 square feet, and will be located at Columbia Avenue and 5th Street.

## Industrial Items.

Wingham, Ont.—Turnberry township ratepayers have voted 65 to 6 in favor of raising \$12,000 for the construction of bridges.

Dundas, Ont.—The Canadian Abrasive Wheel Co. will erect a \$20,000 factory here for the manufacture of wheels, to employ 20 hands. A by-law guaranteeing the bonds to the extent of \$15,000 will be submitted to the ratepayers.

Goderich, Ont.—D. F. Hamlink will erect a canning factory, including two buildings—one 40 x 150 and another 35 x 100, the town leasing him a site at a nominal rental and fixing the assessment at \$2,500. A by-law granting these concessions will be submitted to the ratepayers shortly.

Moncton, N.B.—The Maritime Cap Co., Ltd., has been organized with \$75,000 capital to take over the business of the Maritime Hat and Cap Co. The incorporators are Walter P. Walmsley, Wm. F. Ferguson, W. K. Gross, Geo. A. Robertson and E. A. Reilly. A new concrete or brick three-storey factory will be erected, to be ready for occupancy about October 1, following which the number of employees will be increased.

## Business Changes.

Hamilton, Ont.—T. B. Wright, stoves, etc., has sold out.

Edam, Sask.—J. F. Clark, hardware is reported sold out.

Gray, Sask.—Driscoll & Urie, hardware, are reported having sold out.

Waldron, Sask.—H. L. Markham, hardware, has been succeeded by R. N. Rawlings.

Bouden, Alta.—Perry McDermott, hardware, etc., is reported discontinuing business here.

Gray, Sask.—Driscoll & Urie, hardware merchants, have been succeeded by Rosebrugh Bros.

Saskatoon, Sask.—Westhaver Hardware Co. have sold their tinsmithing business to Hub Tinsmithing Co.

Montreal, Que.—Delorme Bros., hard-

ware, etc., have dissolved, C. E. Delorme continuing under same style.

South St. George.—The partnership between A. G. Hamilton, H. W. Gross and A. C. Buchel, who carried on business as the Fort George Hardware Co., has been dissolved. Mr. Hamilton retiring.

## Fire Losses.

Montreal, Que.—Fire in the paint manufacturing warehouse of McArthur Irwin & Co., Commissioners Street, did damage to the extent of \$5,000.

Lethbridge, Alta.—Hunt's hardware has been totally destroyed by fire.

Hamilton, Ont.—Ontario Lubricating have suffered a slight fire loss.

## Personal Notes.

Mr. Lyn, general manager of the Plymouth Cordage Company, was in Montreal during the past week.

Arnprior, Ont.—Bud Farrow, of Belleville, Ont., has joined the sales staff in J. S. Moir's hardware store.

Gordon C. Seybold, general manager, Cochrane Hardware Co.'s stores, was a visitor in Hamilton and Toronto this week.

Mr. Smith, of A. C. Leslie & Co., Ltd., Montreal, has left for a three weeks' business trip through the lower provinces.

J. W. Moncur, sales manager of the Ontario Lamp and Lantern Company, was in Montreal a couple of days this week.

G. A. Marshall, representing George Rutler & Co., of Sheffield, was in Montreal on his way West on a business trip through Canada.

Chas. J. Bateman, formerly of Chatham, Ont., has joined the Ontario travelling staff of The Gurney Foundry Co. Mr. Bateman will take up his residence in Toronto.



## COMPANIES INCORPORATED.

Mappin & Webb Canada, Limited, head office Montreal, Que., capital stock \$500,000. Goldsmiths, silversmiths, coppersmiths, metal workers, tool makers, manufacturers and dealers in silver and electro-plate and cutlery, etc.

Ontario Steel Products Co., chief place of business, Ojibway, Ont., capital, \$20,000,000.

The Window Strip and Supply Co., Montreal, Que., capital stock, \$50,000, to manufacture and deal in metal weather strip, or stripping fly screens, shades, ventilators, etc,



# Warm Weather has Brought an Improvement

Reports Are Encouraging From All Sections—Business in Ontario and the East is Very Brisk—A Complete Summary of Financial Conditions, With a Comparison Covering 1907.

*The advent of warm weather has had the anticipated effect on business. There has been a marked improvement and steady demand is now felt in the place of tardiness and intermittency. The hope is pretty generally expressed that "the worst is now over."*

*Reports from Ontario and the East are very encouraging, as they indicate a sound and thriving condition in all branches of the hardware trade. From the West, word comes that conditions are undoubtedly improving. With so much building going on at Western points and the inflow of immigration larger than ever, it does not seem possible for the West to experience the real setback even temporarily. Of course, it can be accepted as an assured fact that conservation will govern Western enterprise from now out. This should not affect business in any detrimental way, however. On the contrary, it should lead to the stimulation of legitimate business.*

*Some opinions on the situation are appended below:*

## Busier Than Ever.

A representative of Hardware and Metal called on all the manufacturers, wholesalers and retailers in one of the largest Eastern cities this week and found business exceptionally brisk in every way.

"We are working to our capacity," said one manufacturer. "We have enough orders to keep us busy for the summer anyway. Money is coming in, as usual, slowly but nevertheless, surely."

Said a jobber: "We are doing more business than ever before. In the Eastern provinces, the activity is really remarkable."

Every retailer had some such story as the following to tell: "Business is better than ever before. We are increasing our turnover rapidly this year."

## The Financial Situation.

Regarding the monetary outlook, The Financial Post says:

A very decided trend in business was revealed this week by the bank clearings for the month of May. For the first time since August, 1908, the total monthly clearings of the Canadian banks were less than in the same month in the previous year. The May clearings were 3 per cent. less than in May, 1912, as is shown in the table of clearings appearing elsewhere in this issue. It has come to be realized that the banking situation is the most important single factor in the business situation in this country and for this reason a comparison of the present condition of things with the condition that prevailed in 1907 is of the greatest value at this juncture.

It is difficult to conceive of more stringent monetary conditions than prevail to-day, and it is more remarkable in that it has prevailed for such a considerable period without anything happening of a pannicky nature. Industrial conditions are not such as to give grounds for anxiety. Collections are decidedly backward but there are no reports from commercial

## THE CROP OUTLOOK.

*Reports indicate that the weather in the West is quite favorable for crop growth. From all important points the reports are very favorable. There is, of course, one or two points that are adversely affected by the weather, but, generally speaking, the conditions have been favorable. Warm rain both in the West and in Eastern Canada is needed.*

*Recent opinions of men in the West are to the effect that the acreage under crop is much larger than last year, both in respect of wheat and coarse grains.*

houses to indicate any bad falling off from last year's figures as to the volume of business.

Altogether there are several features in the present situation that are sources of hope when compared with conditions in 1907 as outlined. In the first place where the banks in 1907 allowed their reserves to fall from a low point in December, 1906, to a still lower and very dangerous point in April, the banks have this year enforced a rigid policy of contraction since the end of December with the result that at the end of April reserves stood at 22.5 a point of comparative safety. The same principle has been adhered to in regard to loans and while no actual reduction has taken place so far, the ratio of loans to deposits has been maintained at 85 per cent., also a point of comparative safety, as compared with 95 per cent. of deposits in November, 1907.

These facts seem to indicate that at least the banks will not be found unprepared. The present falling off in bank clearings coming a few months after

the adoption by the banks of a policy of extreme caution was inaugurated, corresponds to the falling off in clearings in August, 1907, a few months after contraction had been commenced in that year. The present decrease has the advantage of occurring early in the year when the strain is not severe and while time yet remains to make adequate arrangements for the crop moving. The banks are being criticized bitterly by many who have erstwhile received accommodation but who cannot borrow at present. However, high interest rates have the effect of reducing savings deposits and funds which the banks would otherwise have for loans. In 1907 an opposite policy of freer loaning by the banks was adhered to.

The fact that the ratio of loans to deposits is so comparatively low, about 85 per cent., is an indication that if the banks were pressed and saw fit they could lessen the stringency considerably. It is a principle of Canadian banking that the banks will loan to the very limit to move the crops and it will not be in the least surprising if by the fall the banks have shaken out the bad accounts and are in a position to provide accommodation greatly in excess of the present loans with the result that all legitimate business will be financed without any unpleasantness occurring.



## ONTARIO INCORPORATED COMPANIES.

D. J. Barker Foundry Co., Brighton, Ont.; Canadian Rector Gas Heating Co., Hamilton; Oxygenated Stove and Heater Co., Ltd., Toronto, Ont.

\* \* \*

Everything well done in business is good advertising. Everything poorly done is advertising backwards.

\* \* \*

Business is good with a paper hanger when it drives him to the wall.

# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

Although business as a whole has been satisfactory, the lack of really seasonable weather has been felt. The effect has been noticed in the sale of summer lines, which have not been moving as briskly as they should have been at this season. However, as soon as a few days of real summer weather are felt, there will be an immediate improvement and the jobbers are not doing any worrying.

The metal markets are a little weak. Undoubtedly the stock markets are affecting metals and the speculative metals, tin in particular, are proving erratic and unsteady. During the past week, tin and copper have dropped in price. Lead is reported to have advanced, however.

Weakness has been shown in linseed oil and turpentine. White lead continues firm.

Reports indicate that collections have shown some improvement.

### MONTREAL.

Montreal, June 11.—Although reports are heard from some quarters that business is none too good, this does not seem to have affected conditions in Montreal even to a small degree. On every hand the statement is that business is booming. Collections, it is true, are a little slow, but these are said to have improved during the past week.

In hardware lines fishing tackle, sporting goods, garden rollers, hose, screen doors, wire netting, gardening tools and articles of a similar nature are greatly in demand. The comparatively cool weather of the recent few weeks has not proved a great stimulant to the refrigerator business, but a large number have been sold and any spell of hot weather will cause a jump in the sales here.

#### Scarcity in Shovels.

It is reported that a scarcity of shovels is noticed just now, this probably being due to the large amount of construction work going on at the present time. It is not expected, however, that this shortage will prove serious.

The demand for radiators still continues heavy, and very large shipments are being made at the time. In the stove business things are reported as very favorable. The line which is meeting with the most generous support appears to be the convertible Gas and Coal Range, the sales for which are reported to be very large. Oil stoves have been selling well considering the cool weather though a rise in the thermometer will undoubtedly cause more business here.

#### Copper Down—Lead Up.

In the metal market, reports state that business is good. Some few changes

have been noted, copper showing a decline of 50c per 100 lbs. while lead has advanced a fraction.

Tin.—The quotation of \$54 given last week has fallen to \$53 and it is thought by some that this is not yet the lowest.

No fireworks are looked for here, however, and although it is true that the tin market does not appear to be in a particularly healthy condition anything might happen.

Copper.—The price of copper has declined from \$17.75 to \$17.50. It is thought that with copper at its present price it is possible for a number of mines giving low grade ore find it possible to work at a profit. This has caused a number of old mines to recommence operations with the result that the supply of copper is greater than formerly. It cannot be said, however, that any lower price is anticipated.

Lead.—Lead which advanced a couple of weeks ago has again risen 25c per 100 lbs. and is now quoted at \$5.50.

During the week fluctuations one way and the other have taken place but \$5.50 is the ruling quotation at the time of writing.

Spelter.—Although this market is said to be in a somewhat weak condition no change in price has been made. It is thought by some, however, that a decline would not be out of the question.

### TORONTO.

Toronto, June 12.—A slight falling-off in the volume of business being done is reported by Toronto hardware jobbers, although conditions are reported as being very satisfactory. The greatest falling off has been in summer goods and is due to the unseasonable weather. A few days of warm weather will help to stimulate business to a great extent.

The month of May was an exceedingly busy one for the jobbers. Retailers report business as being exceptionally good in all lines except summer goods.

Metal merchants are experiencing a quiet period. The general situation has been disturbed by the course of the stock markets and speculative metals, particularly tin, have been very irregular.

Collections are reported as being fairly good.

Paint manufacturers are very busy. White lead is firm but weakness and declines in price are shown in oil and turpentine.

There is a big demand for gas ranges and a scarcity on some lines.

#### Metals.

Another decline has taken place in the price of tin, amounting to 1/2c per lb.,

## PRICES ON SEASONABLE GOODS

Rustless Bronze Screen Cloth .....	7c sq. ft.
Vacuum Clothes Washers .....	\$21.00 doz.
Hay, fork, rake and hoe handles .....	40% discount.
Harvest Tools .....	50% discount.
Special Brands .....	47½% discount.
Poultry Netting .....	50% discount.
Painted Screen Wire, 100-ft. rolls .....	\$1.55 hundred sq. ft.
Painted Screen Wire, 50-ft. rolls .....	\$1.60 hundred sq. ft.
Barb Wire .....	\$2.42½ per 100 lbs.
Hay Baling Wire, No. 14 .....	\$2.70 per 100 lbs.
Pure Manila Rope .....	17c base.
British Manila Rope .....	13c base.
African Hemp .....	13c base.
Sisal Rope .....	12c base.



making the ruling price in Toronto 48c per lb.

Lead continues on an upward course and in this market, owing to duty, is on a parity with spelter. Copper is unchanged and is still quoted in Toronto from \$16.10 to \$16.25. Producers are adhering to prices in view of favorable statistics. Iron and steel are unchanged; a fair volume of trade is being done. Solder is still quoted at 28 $\frac{3}{4}$ c per lb. for half and half. Aluminum is quoted from 22c to 24c per lb. Lead pipe is quoted at 7 $\frac{1}{2}$ c less 10 per cent.; lead waste pipe 9c less 10 per cent.; traps and bends 30 per cent. discount.

**Iron Pipe.**

The revised prices on iron pipe are shown in current market quotations giving prices on black and galvanized standard butt weld pipes for  $\frac{1}{4}$ -inch to 4-inch and on standard lap weld pipe from 2-inch to 12-inch.

**Wire and Nails, Etc.**

Wire nails are quoted at \$2.40 base in small lots; cut nails \$2.80 base; rustless bronze screen cloth 7c per square foot; painted screen wire, 100 ft. rolls, \$1.55 per hundred square feet; 50 ft. rolls \$1.60 per hundred square feet. Poultry netting is still quoted at 50 per cent. discount.

**Harvest Tools and Shovels.**

Snathes are quoted at 35 per cent. discount and are in good demand; hay fork, rake and hoe handles 40 per cent. discount. Harvest tools 50 per cent.; special brands 47 $\frac{1}{2}$  per cent.; shovels and spades are unchanged. Quotations may be seen in current market quotations.

**Washing Machines and Wringers.**

There is a good demand for washing machines and wringers. Water motor washing machines are selling in large numbers. The discount remains 20 per cent. and list prices may be seen in current market quotations. Vacuum washers for use in wash boilers are being offered at \$21.00 per dozen.

**Lawn Swings and Seats.**

Folding garden seats, 3 $\frac{1}{2}$  feet long, are quoted at \$10.00 dozen; lawn swings, four passenger, \$4.25 and \$5.50 each. Hammocks \$13.00 to \$60.00 doz. Gliding settees \$8.50 each; Folding chairs, \$8.50 dozen with an extra 10 per cent. for lots of 1 gross or over.

**Screws.**

Flat head bright screws 85-10 per cent. discount; round head bright screws 80-10 per cent.; flat head brass, 75-10 per cent.; round head brass, 70-10 per cent.

**Ladders and Trestles.**

Common extension ladders up to 32 feet, 13c per foot; 34 to 40 ft. 15c per foot. Roped extension ladders up to 32 feet, 15c ft.; 34 to 40 feet, 17c ft.; 42 to 50 ft., 19c ft.; 52 to 60 ft., 22c foot. Painters' trestles 6 feet, \$1.50 each; 8 feet, \$2.00 each; 10 ft, \$3.60 each; 14 feet, \$4.20 each; 16 feet, \$4.80 each; 18 feet, \$5.40 each; 20 feet, \$6.00 each; step ladders, 11c to 28c foot; chair step ladders \$1.00 each.

**Woodenware, Washing Machines, Etc.**

Washing machines and wringers are selling in large numbers and are quoted at 20 per cent. discount. List prices are shown in current market quotations. Vacuum clothes washers are quoted at \$21.00 per dozen. Clothes bars, 4 feet, at \$4.25 dozen; 5 feet at \$5.50 doz.; 6 feet at \$7.25 doz.; ironing boards, 12 by 60 inches, at \$5.75 doz.; 14 by 60 inches, at \$6.25 doz.; sleeve boards \$1.50 to \$3.50 per doz.

**Belting, Lacing, Etc.**

Extra leather belting is quoted at 60 per cent. discount; standard leather belting 60—10 per cent.; cut lacing 95c lb.; lace leather in sides 85c.

**Demand for Gas Ranges.**

There is a heavy demand for gas ranges and there has been a shortage on some lines. Oil stoves have also been moving rapidly. Refrigerators have not moved as rapidly as usual for this season of the year but this can be accounted for by the recent cold weather. The advent of hot weather will help to move the line rapidly. Hammocks and ice cream freezers, lawn seats, rubber hose and other summer lines have received a temporary set-back by the cold weather, but business in these lines will show great improvements when warmer weather sets in.

Enamelware and aluminumware are moving in large quantities and quotations are firm. There is a heavy demand for japanned and galvanized wares.

Electrical specialties, such as iron, toasters percolators, etc., are having a good sale. Household goods are in good demand. Woodenware is also finding a ready sale in the retail hardware store.

**Big Demand for Twine.**

Representatives of some of the leading twine manufacturers report that there is a big demand for binder twine and the manufacturers are being kept busy in filling orders. They claim that it is advisable for dealers to obtain a sufficient supply early in order to be prepared for a scarcity. Quotations remain unchanged, as follows: 650 ft. to lb., 12 $\frac{1}{2}$ c per lb.; 600 ft. to lb. 11c lb.; 550 ft. to lb. 10c lb.; 500 ft. to lb. 9 $\frac{1}{2}$ c lb.;  $\frac{1}{8}$ c lb. allowance on 5 tons or over;  $\frac{1}{2}$ c lb. allowance on 10 tons or over. Hay fork rope is in good demand and prices remain unchanged.

**Hemp on Free List.**

Changes in the Underwood Tariff Bill by the Senate Finance Sub-Committee at Washington, transferring proposed dutiable articles to the free list, affect pig iron and hemp.

Included in the Senate list are the revenues that would be derived from hemp which the Underwood Bill makes dutiable, but which the Senate sub-committee to-day decided should be transferred to the free list. Hemp will be sent to the caucus on the free list on the ground that it belongs there if other products of the farm, such as cattle and wheat, are to be free listed, as it would result in cheaper twine to the farmers and compensate them somewhat by reducing their harvesting expenditures.

Toronto dealers, when interviewed by

**STANDARD LAPWELD PIPE**

The following prices are quoted from 2 in. to 12 in. pipe:

Size.	Black	Galvanized.
2	11.66	15.36
2 $\frac{1}{2}$	17.26	23.11
3	22.57	30.22
3 $\frac{1}{2}$	27.14	36.34
4	32.16	43.06
4 $\frac{1}{2}$	36.20	48.90
5	42.18	54.72
6	56.98	73.92
7	80.92	109.50
8	97.92	132.50
9	117.30	162.20
10	140.10	189.50
12	172.40	238.30

Shipped from mill, Guelph, Welland or Montreal less than carloads 5%, carloads 7 $\frac{1}{2}$ %. Shipped from stock net.

Hardware and Metal ventured the opinion that this change would not affect the Canadian twine market as the class of hemp that will be admitted to the U. S. under the new regulations does not enter largely into the manufacture of the good grades of rope and twine.

#### WINNIPEG.

Winnipeg, June 10.—Financial conditions have changed little since the writing of the last review. Good crop weather is making money a little looser, but collections are still slow, and the improvement so long predicted is not yet here. Dealers, however, are showing more confidence and beginning to carry heavier stocks.

There is a very satisfactory demand for general summer lines.

Summer sporting goods are in fair demand yet, and there is some enquiry for fall sporting goods—guns, rifles and ammunition. Harvest tools are also beginning to move freely.

For builders' hardware there is a good demand. Building permits continue to steadily advance, and several large buildings, plans for which are now under preparation, should increase the demand for heavy structural material, cement, etc.

#### Metals Steady.

In heavy hardware and metals prices are unchanged, but deliveries are improving, and it is reported that orders can now be filled within three months.

There is an enormous consumptive demand for heavy iron piping for waterworks extension, both in Winnipeg and Western towns. Regina will use no less than 1,000 carloads of this material this summer. Cement is in good demand, and stocks a generally none too heavy for this material, which plays a very important part in Western building and development.

#### Stoves and Kitchenware.

Business in stoves is dull; in fact, there is nothing doing, nor do wholesalers desire to push sales at present. Gasoline ranges are, however, moving fairly well, and warm weather has given a new lease of life to the trade in freezers and refrigerators.

Kitchenware generally is in fair demand, and camp cooking apparatus of various kinds is having a good run.

#### Paints and Oils.

Wholesalers and jobbers report a good sorting trade in paints and oils and window glass. The demand for the latter may be expected to improve as the building season advances. Linseed oil and turpentine are steady. Gasoline and painters' naphtha are firm and up 1/2 cent.

There is a very large amount of out-

side work to be done, and painters from now on should have a busy season.

Building permits are now close to the \$9,000,000.

## Regulations Respecting Samples

The following notices have been sent by the Department of Customs, Ottawa, to Collectors of Customs:

The regulations contained in memo. 1710 B. of February 1st, 1913, in the above matter, are repealed, and, in view of the Japanese Treaty Act, 1913, the following regulations are substituted therefor, in effect 1st May, 1913, viz.:—

1. Samples of dutiable goods, solely for use in taking orders for merchandise, imported temporarily into Canada direct by non-residents from any British country or from Japan, or from any country entitled in Canada to the advantages of the Franco-Canadian Convention of 1907, may be admitted upon deposit of a sum equal to the duty, to assure the re-exportation of such samples within one year.

2. A temporary entry of such samples, in duplicate, with certified invoices annexed in the usual form, shall be presented to the Collector of Customs at the port of entry.

The importer shall make and subscribe to a declaration on the face of the temporary entry that the goods described therein are bona fide samples for use only in taking orders for merchandise and to be re-exported within twelve months.

3. When the samples are marked by a Customs officer for identification and the temporary entry duly completed, the collector may issue his permission for the release of the samples upon receiving from the importer a sum of money equal to the duty, so as to assure the re-exportation of all the samples.

4. The permission for the release of the sample goods shall be in duplicate, with a notation thereon that the money deposited with the temporary entry of samples shall be returned to the importer, provided the whole of the said samples be exported within twelve months from the time of entry, with proof of such exportation furnished to the satisfaction of the collector.

#### Certificates on Invoices of Fuel Oil and Gas Oil, Not Crude.

Tariff item 267 provides for free entry of fuel oil and gas oil, while lubricating oils are subject to duty under tariff item 269.

It is ordered, for the protection of the revenue, pending further instructions, that:—

Invoices of fuel oil and gas oil, not crude, shipped for free entry into Canada, shall bear the following certificate

signed by the exporter on the face of the invoice, viz.:—

"The oil on this invoice is a fuel oil or a gas oil, and none of it is fit for use as a lubricating oil."

Unclearified petroleum (not crude) .8235 specific gravity or heavier, may be admitted free under tariff item 267 upon invoices bearing certificates as above, although such fuel oil be for use as road oil.

Note—The above certificate is not required in respect of crude petroleum.

Samples of each importation of fuel and gas oil (not crude) must be drawn by a Customs officer at the port of entry for test as to gravity.

Memo. 1609 B of 8th November, 1910, respecting fuel and gas oil is cancelled.

JOHN McDOUGALD,  
Commissioner of Customs.

## Catalogues and Booklets

#### Baird Press.

Baird Machine Co., Bridgeport, Conn., have issued Baird's Paper Model 201, illustrative of the Baird system. The booklet contains illustrations, descriptions and specifications of the Baird Press. It also gives information regarding the attachments that may be furnished and used on the Baird Press, and states that presses up to 7 tons weight are carried in stock.

#### Night Latches.

Anglo-American Lock Co., Atlantic Works, Willenhall, Staffordshire, England, have issued a booklet illustrating a few of their latest lines in new patent Anglo-Night Latches, solid cast gun metal padlocks, brass padlocks, dog collar padlocks, etc. Illustrations are shown and prices given.

#### Hardware Specialties.

The Brainerd Manufacturing Co., East Rochester, N.Y., have issued Catalog No. 6., consisting of 464 pages showing the full line of brass, bronze and steel hardware specialties manufactured by the company. Illustrations of their many lines are shown together with descriptions and list prices. The catalogue also shows several styles of sample boards containing assortments of specialties.



# Methods of Retailing Paints and Varnishes

## Keep Paint Stock Well Sorted Up

**It is Highly Important That the Department Should be Gone Through Each Week to Check Up Lines and Prevent Shortages in Any Colors—System is Needed in This Connection.**

Have you ever found after making a sale to a paint customer that you did not have the color in stock, or that you only had a small amount that was insufficient to fill the order? At this time of the year it is an easy matter to run out of some particular color or line unless some regular system of stock-keeping is followed.

A lady customer was in a hardware store a short time ago trying to pick out a suitable color of paint to be used on her verandah or porch floor. It took her considerable time to decide on which color she liked best. There were three colors on the sample card that she thought would be suitable for the purpose, but she seemed very particular, and took a long time to decide which of the three she would select. She finally picked on a dark slate color, and said that she would take a half-gallon can. The clerk proceeded to get the paint and found that the stock of this color in both quart and half-gallon sizes had been sold out. A search of the reserve stock revealed the fact that this color was completely out. It was quite apparent that it was a good seller, and this thought no doubt struck the customer when she was informed that they were "just out" of that color. The clerk then tried to switch the customer to one of the other two colors which she had previously considered, but she would not consider them. She was quite positive that the color she had decided on was the only one that would look good on her porch floor and she would not take a substitute. The clerk said they could order the paint and have it in a few days, but the lady said she could not wait, and the sale was lost. The chances are that if she had taken one of the other colors she would not have been satisfied with it and would have thought that it did not look as nice as the color she had at first decided upon.

This is a case where a little foresight on the part of the merchant or his stock-keeper would in all probability have saved a customer. It may turn out that the customer will go back for other goods, but on the other hand, if she gets prompt service and courteous treatment in the opposition store she may become

a permanent customer with the opposition firm.

To have a successful paint department and to get the most profit out of the paint business it is necessary to have a stock sufficient to meet the immediate demands of your customer. The buying public to-day demand prompt service. If a customer decides to do some painting, he generally wants to get the material without delay and have the work completed as soon as possible. Nothing is more annoying to a paint customer than to spend considerable time selecting colors and then find that the goods are not in stock, and that, if they wait, there will be several days' delay.

Another customer who should receive consideration is the one who has started a job of painting and finds on trying to get more material to finish up that the stock of the color he is using is just out and that in order to obtain the same color he will have to wait from three to five days, the result being that the job is held up for that length of time. This not only applies to ordinary ready mixed house paints, but to many lines of paint specialties, such as varnish stains, enamels, varnishes, buggy paints, flat finishes for walls, bronze, aluminum, etc. A customer is greatly disappointed when a job is held up for want of material, especially when several days must lapse before a new supply can be obtained.

In many of our successful stores, where a large paint business is done, the stock is gone through carefully at least once each week during the busy season and a complete list is taken of all the paint on hand. Orders are then sent in for a sufficient supply to keep the stock up to the standard. In going through the stock thoroughly the clerks discover any cans that may have been misplaced on the shelves, and they also remove any dust that may have accumulated.

### Helps in the Buying.

By taking a weekly list the buyer can see which colors are moving and which are slow sellers. When a color has not been moving as rapidly as desired a little tip to the clerks will often help to

move the stock of that particular color. Stock gone through in this manner every week is kept in such an orderly condition that the weekly stock-taking requires only a small amount of time. The extra time occupied in weekly stock-taking is well spent when it gives the merchant the assurance that his paint stock is complete, and that the risk of losing customers because he hasn't the shade or size they want is to a great extent eliminated. Even if the orders are small it will pay the merchant to send them in to the manufacturer or jobber, for the loss of a single customer through being unable to make delivery of the goods is often a serious loss for the retailer.

Paint manufacturers as a general rule supply blank forms that may be used for stock-taking, or the merchant can easily rule up a book for the paint department in which he can keep a complete record of all the paint carried in stock or sold during the season.

A complete paint record proves very useful in making up the spring and fall order; and it can also be used as a guide for ordering during other seasons of the year.

Do not risk losing customers through not having a complete stock of paints and paint specialties. Watch your stock closely, especially at this season of the year.



### PAINT DEMONSTRATION.

Ashdown's Hardware, Calgary, Alta., recently held a paint demonstration on a Saturday. Free samples and souvenirs were distributed to the lady customers. The firm also offered other inducements for customers to make purchases of hardware, paints, etc. The following appeared in their advertisement: "Free to lady buyers. We will present all ladies who buy for cash to value of \$2.00 or more a first class scrub brush—Ask for yours. Free to all men buyers who make purchases to value of \$2.00 or more, a 2-ft. folding boxwood rule.—Get yours at the tool counter."

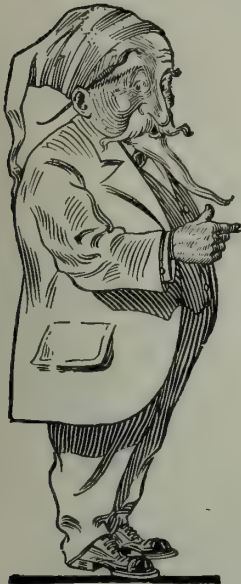


### OPEN A PLANT.

Hamilton, Ont.—Lomas and Nelson, brass founders, have opened a plant on Adams St., for the manufacture of electric and gas fixtures, art metalware, etc.

# CALCIMO

## THE SANITARY WALL FINISH



Calcimo is in dry powder form and requires only mixing with cold water to make it ready for immediate use.

Calcimo will not peel or crack if applied to a solid surface.

Calcimo is the only Kalsomine soluble in cold water that can be re-coated.

Calcimo will not rub off.

### Satisfy Your Customers---Increase Your Business

A satisfied customer is your best advertisement. Recommend CALCIMO to the first inquirer. It gives that soft velvety effect so desirable. It will not show laps for it works cool, giving plenty of time for spreading. Your customer will learn to rely on your judgment, and his subsequent business will be yours. It will pay you to stock CALCIMO.

We have the exclusive sale of this product in Western Canada. Any inquiry will receive our prompt attention.

## The Winnipeg Paint and Glass Company, Ltd.

"Everything for a Building"

WINNIPEG

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

Calgary Paint and Glass Co., Ltd.  
CALGARY

## The Best Line, the Best Advertised Line, the Best Selling Plan

**THE BEST LINE**—because it has back of it 55 years of experience in quality manufacturing. There's nothing untried or untested about it. YOU know it—and your customers know it.

**THE BEST ADVERTISED LINE**—and better advertised this year than ever before. 8,000,000 well-to-do families will read our advertisements several times a month during the season.

**THE BEST SELLING PLAN**—a new selling plan that enables you to do more business and make a better profit than ever before.

**BERRY BROTHERS**

ESTABLISHED 1858

The World's Largest Varnish Makers

WALKERVILLE,

ONTARIO

# BERRY BROTHERS' VARNISHES



*A world-wide business has grown from this old kettle.*



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, June 11.—Judging from the reports given by both manufacturers and retailers, the paint business continues good, and no sign of any abatement in the splendid sales that have been made is to be seen. From every quarter comes the report that business in every department is entirely satisfactory. The manufacturers are working to capacity getting out shipments, and it is thought that business for the present year will beat all records.

Some changes have been noted this week. White lead, Linseed oil and Turpentine have all declined slightly. In other departments prices remain unchanged.

White Lead.—It is not thought that the advance in white lead which was anticipated will take place owing to the fact that pig-lead has again shown a slight decline. The demand for white lead, however, continues heavy, and should pig lead advance again, white lead will naturally follow.

Mixed Paints.—The demand here still continues with unabated vigor. Sales have been beyond all expectations, and are continuing in a very satisfactory manner. Prices remain unchanged.

## Oil is Down.

Linseed Oil.—There has been a slight drop in the price of linseed oil. This can now be obtained at 59c for raw and 62c for boiled as against 60 and 63 cents last week. This price is for single barrels.

## No Change Yet.

Gasoline.—Although it has been rumored that an advance in price was pending here, nothing has been heard yet of this. The demand continues very heavy, and it is not thought that an advance would be a surprise. At the present time gasoline is selling at 24c in drums, and 27½c in single barrels.

## Turpentine Down.

Turpentine.—A decline has also taken place here and the price is now 57c for single barrels against 60c which was the ruling quotation last week. The demand continues good.

Glass.—A good business is reported in this department. Imports are arriving in fine shape, and prices are steady.

## TORONTO.

Toronto, June 12.—An exceedingly large volume of business is being done in ready mixed paints and painting materials. White lead is firm but weakness is shown in linseed oil and turpentine. The latter has been weak in the south.

The Toronto price has declined this week. Oil has also declined in price.

## Turpentine Down.

Turpentine.—The market has been weak and single barrel lots are quoted at 58c per Imperial gallon. It is said that even lower prices are being quoted in some quarters. The market in the south has been weak and unsettled.

## Linseed Oil Declines.

Linseed Oil.—A decline of 2c per gallon has taken place in the price of Linseed oil, making the price for single barrels 58c per gallon for raw linseed oil and 61c per gallon in single barrels for boiled linseed oil with the usual reductions for quantities.

White Lead.—Quotations on white lead are still \$8.20 per 100 lbs. in ton lots; with 20c per 100 lbs. in small lots.

## Wood Alcohol.

Wood alcohol is quoted at \$1 per gallon in 5 gallon lots, with an extra charge of 50c for can; 8 oz. bottles, 2 doz. in case, are quoted at \$2.30 per case net; 16 oz. bottles, 2 dozen in case, \$3.60 per case net; 32 oz. bottles, 1 dozen in case, \$3.40 per case net. Merchants selling wood alcohol should see that all packages are properly labelled as required by law.

Paris Green.—Pure Paris green is quoted at 19¼c per lb. in barrel lots and 23¾c per lb. in 1 lb. packages. Prices on other sizes are shown in current market quotations.

Glass and Putty.—There have been no price changes and the demand is fair. The discount on glass remains .15 per cent. Putty is quoted at \$2.50 per 100 lbs. in bulk casks; \$2.70 in 100 lb. drums; \$3.00 in bladders; pure putty 70c per 100 lbs. advance.

Ready Mixed Paints.—The demand for ready mixed paints, has been exceptionally heavy and Toronto manufacturers and jobbers have been very busy. Retailers report the paint business as being excellent this season. Varnishes are in good demand as are flat finishes for walls. Quotations are firm.

Arsenate of Lead.—Quotations range from \$17.50 per 100 lbs. in 1 lb. packages to \$8.00 per 100 lbs. in 600 lb. casks. 2 lb packages are quoted at \$15 per 100 lbs.; 5 lb. packages, \$12 per 100 lbs.; 25 lbs., \$11 per 100 lbs.; 50 lb. kegs, \$9.75 per 100 lbs.; 200 lb. kegs, \$9.60 per 100 lbs.; 300 lbs., \$9.50 per 100 lbs., f.o.b., Toronto, Montreal, St. John, Halifax, Hamilton.

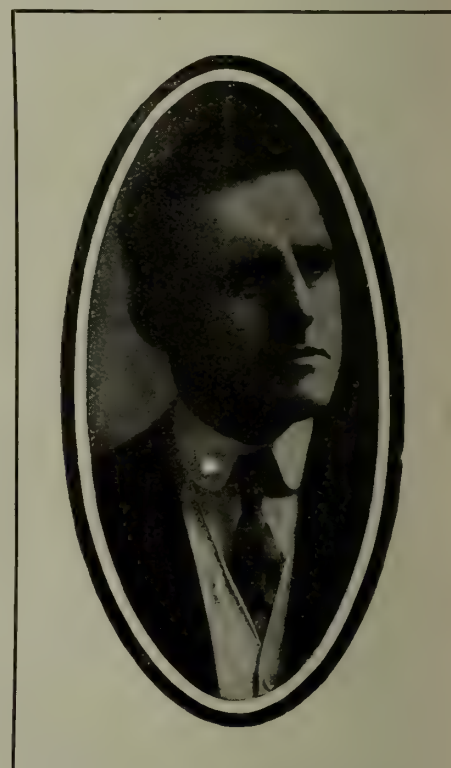
Gasoline and Coal Oil.—Gasoline is quoted at 26c per gallon in single bar-

rels; benzine 24½c per gallon in single barrels. Coal oil remains unchanged at prices shown in current market quotations.



## AMERICAN CAN CO. CHANGE.

T. N. Anderson has succeeded C. H. Kilborn as Canadian Sales Manager of the American Can Co., in the Montreal office. Mr. Anderson has been with the company since its organization in 1901, previous to which time he was with the Norton Can Company. He has served in various departments of cost and auditing and has become an expert along these



T. N. ANDERSON,  
who has become Canadian Sales Manager of  
American Can Co.

lines. He is still a young man, being under forty years of age and possesses those "winning ways" of the aggressive business man.

The departure of Mr. Kilborn from Montreal and Canada will be greatly regretted by many friends. He goes to New York to look after a new specialty of the Company—The American Adding Machine.



## COMPANIES INCORPORATED.

Herbert Morris Crane and Hoist Co., capital stock, \$100,000; head office, Toronto, Ont.

**F**OR those Merchants who take care to be on the *safe* and profitable side:

---

Brandram's B. B. Genuine White Lead.

---

Offered you with  
the recommendation of  
a hundred years' Service—

*First* tried more than a hundred years ago. It immediately set the world's white lead quality standard. Its pre-eminence remains unchallenged to-day. The process by which it is made is *exclusive*.

---

It makes whiter white lead.

---

It makes finer white lead.

---

Therefore Brandram's B. B. Genuine White Lead makes a finished job *look* better. Its wonderful covering capacity makes for *economy*. And, above all, it *endures*.

---

*Therefore*, Brandram's B. B. Genuine White Lead enables you to go after and get the biggest and best contracts in your territory.

---

A postcard brings quotations.

---

**BRANDRAM-HENDERSON**

LIMITED

Montreal   Halifax   St. John   Toronto   Winnipeg



# HARDWARE AND METAL CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

### Aluminum, 24c lb.

#### ANTIMONY.

Cookson's or Hallett's per lb. 10 75 11 00  
BABBITT METAL.  
Canada Metal Company—Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Aluminum, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal, XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c. Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.  
Nicoliumin Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.

### BOILER PLATES AND TUBES.

Montreal Toronto  
Plates, ¼ to ½ inch, per 2 40 2 50  
100 lbs. 2 40 2 50  
Heads, per 100 lbs. 2 65 2 75  
Tank plates, 3-16 inch, 2 70 2 80  
Boiler tubes, 100 ft. 1½ in. 8 75  
" " 2 " 9 60 9 75  
" " 2½ " 12 25 11 00  
" " 3 " 13 30 12 70  
" " 3½ " 15 55 15 80  
" " 4 " 19 80 19 00

BRASS.  
Spring sheets, up to 20 gauge, 0 27  
Rods, base ½ to 1 inch, round, 0 23  
Tubing, seamless base, per lb., 0 26  
Tubing, iron pipe size, 1 inch base 0 26  
Copper tubing, 4 cents extra.

### BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

### COPPER.

Montreal Toronto  
Casting ingot 17 75 16 25  
Cut lengths, round bars, ½ to 2 in. 27 00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches, 29 00  
Copper sheet, tinned, 14 x 60, 14 oz. 30 00  
Copper sheet, planished, 14 x 60, base 37 00  
Brazilian, insheets, 6 x 4, 29 00

### COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

### IRON AND STEEL.

Montreal Toronto  
Canadian foundry, No. 1, 21 00 21 00  
Canadian foundry, No. 2, 20 50 19 50  
Summerville, No. 2 pig iron 24 50  
Carron, soft 23 75  
Cleveland, No. 1 22 00 25 00  
Clarence, No. 3 21 50 24 50  
Jarow 25 50  
Glenarnock 26 00  
Radnor, charcoal iron 31 00 34 50  
Aysome, No. 3 25 00  
Ferro Nickel pig iron (Soo) 25 00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg 27 50  
Angles, base 2 50 2 50  
Common bar, per 100 lbs. 2 15 2 05  
Forged iron, per 100 lbs. 2 30 2 35  
Refined iron, per 100 lbs. 2 40 2 40  
Horseshoe iron, per 100 lb. 2 40 2 40  
Mild steel 2 25 2 20  
Sleigh shoe steel 2 25 2 25  
Domestic 2 30 2 25  
Iron finish steel (foreign) 2 50 2 50  
Reeled machinery steel, 2 75 3 00  
Tire steel 2 35  
Sheet cast steel 0 15 0 15  
Toe cask steel 3 10 3 15  
Mining cast steel 0 07½ 0 08  
High speed 0 65 0 65  
Capital tool steel 0 50  
Cammell Laid 0 15  
Black Diamond tool steel, 0 08 0 08  
Corona tool steel, 0 06½  
Silver tool steel, 0 12½  
Cold Rolled Shafting, 9-16 to 11-16 inch, 0 06  
¾ to 1 7-16 inch, 0 05½  
1 7-16 to 3 inch, 0 05  
Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 80	2 80
16 gauge	2 85	2 85
18 gauge	2 90	2 90
20 gauge	2 95	2 95
22 gauge	3 00	3 00
24 gauge	3 05	3 05
26 gauge	3 10	3 10
28 gauge	3 15	3 15

## CANADA PLATES.

	Montreal	Toronto
Ordinary, 52 sheets, 3 10	3 10	3 10
All bright, 52 sheets, 3 70	3 70	3 70
Galvanized—Apollo D. Crown	Ordinary	Ordinary
18x24x52	4 45	4 45
26	4 70	4 70
20x28x80	8 90	8 90
20x28x80	9 40	9 40

## GALVANIZED SHEETS

	Montreal	Toronto
22 gauge, per square	6 75	6 75
24 gauge, per square	5 50	5 50
26 gauge, per square	4 25	4 25
28 gauge, per square	4 00	4 00

## GALVANIZED SHEETS.

	Montreal	Toronto
B.W. Queen's Head	de-Lis	Gorbals
16-20	3 85	3 85
22-24	4 00	3 75
26	4 25	4 00
28	4 50	4 25
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.		
Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10% oz., equal to 28 Eng.	4 50	4 40

## IRON PIPE.

	Black	Galv.
Standard Buttweld Pipe.		
Size.		
¾ in.	2 28	3 18
1 in.	2 28	3 18
1½ in.	2 72	3 57
2 in.	3 28	4 43
2½ in.	4 85	6 55
3 in.	6 55	8 86
3½ in.	7 84	10 59
4 in.	10 55	14 25
4½ in.	16 67	22 82
5 in.	21 80	29 45
5½ in.	26 22	35 42
6 in.	31 07	41 97

## Standard Lapweld Pipes.

	Black	Galv.
Size.		
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
5½ in.	54 72	73 92
6 in.	60 92	109 50
7 in.	97 92	132 50
8 in.	117 30	162 20
9 in.	140 10	189 50
10 in.	172 40	238 30

## IRON PIPE FITTINGS.

Canadian malleable, 40 cent.; cast iron, 65; standard bushings, 70; headers, 60; angled unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c.; 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings, 70 p.c. Light pipe, 60 fittings, 45 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30 \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

	Montreal	Toronto
Dealers' buying prices:		
Heavy copper and wire, lb. 0 11¼ 0 11¼		
Light copper & Bottoms, 0 10¼ 0 09¾		
Heavy red brass, 0 10¼ 0 10¼		
Heavy yellow brass, 0 09¼ 0 09¼		
Light brass, 0 09¼ 0 09¼		
Tea lead, 0 02¼ 0 02¼		
Heavy lead, 0 03 0 02¼		
Scrap zinc, 0 02¼ 0 04		
No. 1 wrought iron, 9 00 10 00		
Machinery cast scrap, No. 1, 14 00 14 50		
Stove plate, 12 50 13 00		
Malleable, 10 00 9 00		
Miscellaneous steel, 6 00 6 00		
Old rubbers, 0 08½ 0 08½		

## LEAD.

Domestic (Trail), pig, 110 lbs. 5 25 5 20  
Imported pig, per 100 lbs. 5 25 5 00  
Rar pig, per 100 lbs. 5 75 5 50  
Sheets, 2½ lb. sq. ft., 7 50 7 50  
Sheets, 3 lb. sq. ft., 6 75 6 75  
Sheets, 3½ lb. sq. ft., 6 25 6 60  
Sheets, 4 to 6 lb. sq. ft., 6 50 6 50  
Cut sheets, ¾ per lb. extra.  
Cut sheets to size, ¾ per lb. extra.  
LEAD PIPE.  
Lead pipe, 7½ to 10 per cent. off.  
Lead waste pipe, 8c; 10 per cent. off.  
Traps and bends, 40 per cent.

## SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed, 0 30½ 0 28¾		
Wiping SHEET ZINC, 0 28½ 0 28		

## 5-cwt. casks

Part casks, 8 25 8 00

## SPELTER.

Foreign, per 100 lb., 7 00 7 00

## TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. Ingots, 100 lbs. \$54 00 \$48 00

Reddip Charcoal Plates—Tinned, M L S Famous (equal Bradley)

Per box

I C, 14x20 base, 8 25

I X, 14x20 base, 8 25

I X, 14x20 base, 9 50

Raven and Murex Grad—5 00

I C, 14x20 base, 5 00

I X, 14x20 base, 5 00

I X, 14x20 base, 7 00

I X, 14x20 base, 9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base, 7 00 7 00

I X, 14x20 base, 8 25 8 25

I X, 14x20 base, 9 50 9 50

"Allways Best" Standard Quality.

I C, 14x20 base, 4 65

I X, 14x20 base, 5 65

I X, 14x20 base, 6 65

BRIGHT COOKS.

Rossmore Steel—

I C, 14x20 base, 4 50

20x28, double box, 9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets, 8 25

I X, Terne Tin, 9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x55, 50 sheet bxs., 7 50

XX, 14x60, 50 sheet bxs., 7 50

XX, 14x65, 50 sheet bxs., 7 50

TINNED SHEETS.

72x30 up to 24 gauge, case 8 50

lots 8 50

72x30 up to 26 gauge, case 8 95

lots 8 95

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4.10; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90.

F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cans.

FINE STEEL WIRE.

Discount 25 per cent. List of extras.

In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire.

Nos. 17-35, \$2; Nos. 20-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.75; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In cans; lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.r., 50 per cent. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c; bagging and papering, 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, \$1.

WIRE CLOTH.

Painted Screen, 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Rustless screen cloth, 7c sq. foot.

WIRE FENCING.

Galvanized barb, 2 42½

Galvanized plain twist, 2 95

Car lots and less.

F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## WROUGHT STAPLES.

Galvanized	2 85
Plain	2 55

## PAINTS, OILS AND GLASS.

BAKIN PAINT.

In barrels, 5-gal. tins, 0 80 0 90

In barrels, 5-gal. tins, 0 80 0 85

## BEESEWAX.

Per lb., 0 40

## CHEMICALS.

Sulphate of copper (bluestone), casks per lb., 0 07

Litharge, ground, 0 07

" flaked, 0 07½

Green copperas (green vitrol), 0 01

Sugar of Lead, 0 09



**You Can't Tell a Live Wire  
until you take hold of it.**

And you can't get any idea of the profit to be derived by handling

# Minerva Paints

AND

## Paint Specialties

until you give them a trial.

Leading dealers the country over testify to the merits of the "MINERVA" Paint Proposition.

Paint users say they cover better and wear longer than any paint they have tried.

Ask any Minerva Paint Agent! He Knows!

Toronto  
Winnipeg  
Vanvouver

**PINCHIN, JOHNSON & CO.**  
(CANADA), LIMITED.

Established  
in  
England  
in  
1834

T-78



you buy, not to leave part of your profits sticking to "gummed-up" containers, dirty, sticky, messy, mussy funnels, oil-soaked floors and guess-work when filling odd-sized containers. They insure

### SATISFIED USERS AND BOOSTERS

for your store. They build up trade and soon pay for themselves in their labor and time saving, besides reducing your fire insurance premiums on all your other goods.

Send for free book illustrated. Mailed for the asking.

**S. F. BOWSER & CO., Inc.**  
66-68 FRAZER AVE. TORONTO, ONT., CAN.

Made by Canadian Workmen and Sold by Canadian Salesmen

Sales Offices in all Centres, and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

## THIS OIL IS SURE GOOD

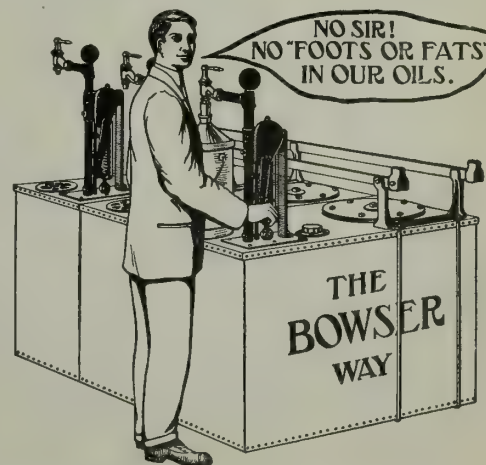
There is nothing like good pure oil or turpentine absolutely free from "foots" and "fats" with which to mix your pigments.

If every painter could secure these yearly increasingly expensive liquids just as they came from the mill or camp, their customers would never complain regarding the lasting qualities of their work.

However, to retain the virginal purity of paint oils, it is necessary to keep them away from the air. That is what a

### BOWSER SAFE OIL STORAGE SYSTEM

will do. Each unit is in itself an evaporation, leak, fire and burglar-proof storage tank, containing an accurate and powerful self-measuring pump that records and computes all the oil drawn. This positively enables you to sell all the oil





# HARDWARE AND METAL

Crystal Damar	2.00
No. 1	2.25
Pure asphaltum	1.40
Oilcloth	1.00
Lighting dryer	0.85
Blashtite varnish	2.25
Opaline varnish	2.25
Granite floor finish	2.25
Jamieson's floor enamel	1.75
Sherwin-Williams opal varnish	2.50
Canada Paint Co.'s sun varnish	2.25
"Kyanite" interior finish	2.40
"Flint-Lac" coach	1.90
R.H. Ltd. Gold Medal cases	2.25
Dependol L.H. Oil Finish	1.50
Elastic floor finish	2.65
Flatting floor finish	3.00
Elastic exterior finish	4.95
Stovepipe varnish, 1/2 pts. gross	3.00
Pure white shellac varnish, bbls.	1.80
Pure orange shellac varnish, bbls.	1.85
No. 1 orange shellac varnish, bbls.	1.40

Size United	Double
Inches.	Star Diamond
Under 25	4.25 4.25
26 to 40	4.65 4.75
41 to 50	1.70 1.50
51 to 60	5.35 5.50
61 to 70	5.75 5.75
71 to 80	6.25 11.00
81 to 90	7.00 12.50
91 to 100	15.00
101 to 110	17.50
111 to 120	20.50

Size United	Double
Inches.	Star Diamond
Under 25	3.40 5.00
26 to 40	3.60 5.45
41 to 50	4.00 5.25
51 to 60	4.25 5.15
61 to 70	4.50 7.75
71 to 80	7.25 8.50
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61 to 70	4.50 7.75
71 to 80	7.25 8.50
81 to 90	10.00
91 to 100	11.00

Clark's expansive	40
Jennings' Gen. auger, net list	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	
BARN & PARLOR DOOR HANGERS	
Richards Wilcox No. 021 B.D. Trol-	
ley, pr.	0.80
Richards Wilcox No. 117 P.D.	
Hanger, full set	2.75
Stearns wood track	Special
Zenith	5 25 6.00
Atlas, steel covered	5 25 6.00
Perfect, No. 1	8.50
Perfect, No. 1 1/2	9.50
Perfect, No. 2	10.00
New Millo, flexible	6.00
Double strap hangers, dozen	6.50
Standard jointed hangers,	
dozen sets	4.15
Steel King hangers, doz. sets	4.40
Storm King and safety hang-	
ers	6.25
Storm King rail	4.25
Crown	4.85
Creascent	6.50
Sovereign	7.25
Chicago Friction, Oscillating and Big	
Twin Hangers, 5 per cent.	
Steel track, 1 x 3-1/2 in. (100 ft.)	3.25
Steel track, 1 1/4 in.	4.75

Extra, 60 per cent.	
Standard, 60 and 100 per cent.	
Lace leather, per side, 85c; cut laces,	
95c.	

BIRD CAGES.	
Brass and Japanned, 40 p.c.	

BOLTS AND NUTS.	
Per cent.	

Carriage Bolts, common, new,	
\$1 list.	
Carriage Bolts, 1/2 & smaller, 60 & 15	
Carriage Bolts, 7-16 and up, 55	
Carriage Bolts, Norway Iron	
(33 list)	55 & 15
Machine Bolts, 1/2 and less, 55 & 5	
Machine Bolts, 7-16 and up, 57 1/2	
Plough Bolts	55 & 5
Blank Bolts	57 1/2
Bolt ends	57 1/2
Sleigh Shoe Bolts, 1/2 and	
less	55 & 10
Sleigh Shoe Bolts, 7-16 and	
larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes, 4 1/4c per lb. off	
Stove rods, per lb., 5 1/2 to 5c.	
Stove Bolts, 80, 7 1/2 per cent.	

BUILDING PAPER, ETC.	
Tarred Slaters' Paper, per roll.	0.95
O.K. Paper, No. 1, per roll.	0.95
O.K. Paper, No. 2, per roll.	0.70
Plain Fibre, No. 1, p. 400 ft. roll	0.50
Plain Fibre, No. 2, p. 400 ft. roll	0.35
Tarred Fibre, No. 1, 400 ft. roll	0.62
Tarred Fibre, No. 2, 400 ft. roll	0.43
Dry Cyclone, 15 lbs.	0.90
Plain Surprise, per roll	0.42
Resin sized Fibre, per roll	0.42
Asbestos Building Paper, p. cwt.	3.25
Heavy Straw, plain and tarred,	
per ton	36.50

Carpet felt, per cwt.	2.50
Tarred wool roofing felt, cwt.	2.00
Pitch, Boston or Sydney, 100 lbs.	0.85
Pitch, Scotch, per 100 lbs.	0.85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2.60 3.00
2 Ply Ready Roofing, per sq.	0.75
3 Ply Ready Roofing, per sq.	0.95
2 Ply Ready Roofing, per roll.	1.15
3 Ply complete, per roll.	1.35
Liquid Roofing Cement, bbls, per	
gallon	0.17
Liquid tins cement, 5s	0.19
Crude coal tar, per bbl.	4.50
Refined coal tar, per bbl.	5.00
Shingle Varnish, per bbl.	5.00
Caps, per lb.	0.05
Rolls, per lb.	0.05
Map Cotton, per lb.	0.17

BUTTS.	
Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 40 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Creascent brands, 70 p.c.	

CEMENT AND FIREBRICK.	
Canadian Portland, bags, per	
100	1.55 1.75
White Bros. English	2.00 2.05
"Lafarge" cement, in wood.	3.40
Fire brick, Scotch, per 1,000 25 00	
" English	17 00 21 00
" American, low.	23 00 25 00
" high.	27 50 31 00
Fire clay (Scotch), net ton	5.50
Fire clay (American) net ton	5.00 10 00

CHALK AND PENCILS.	
Carpenters Colored, per gross 65 00	
" lead pencils, p. gr. 2 40 6 75	

CHISELS.	
Cold chisels, 5 x 6 in., doz.	2.20
Bevel edge, 1 inch, doz.	2.50

CHAIN.	
Proof coil, per 100 lbs. 1/4, \$5.00; 5-16,	
\$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16,	
\$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1,	
\$3.40.	

Stall fixtures, 35; trace chain 45; Jack-	
chain, iron, 50; jackchain, brass, 50; cow	
ties, 40; halter chains, 50 and 6; tie outs,	
75; coil chain, 50 and 5; hammock	
chains, galvanized, 55 and 5.	
12 in., doz. prs.	4.65 4.30

CHURNS.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No.	
3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. To-	
ronto, Hamilton, London and St.	
Marys, 40 per cent. f.o.b. Ottawa,	
Kingston and Montreal, 37 1/2 and 10	
per cent. Clamps.	
Malleable swivel head 1 in.	2.50
" adjustable, 4 in.	7.60
Carpenters, 3 feet	3.60

COMPOUND.	
Soclean Sweeping.	
1 1/2 lb. size, 2 doz. in case, case.	4.50
8 lb. size, 2 doz. in case, case.	7.20
17 lb. size, 1 doz. in case, case.	6.75

CONDUCTOR PIPE.	
2 inch, in 10 foot lengths	3.45
3 " " "	4.20
4 " " "	5.20
5 " " "	7.40
6 " " "	9.25

COTTER PINS.	
Cotter pins, 90 p.c. Montreal.	
COPPER AND NICKLE WARE.	
Copper boilers, kettles, 40 per cent.	
Copper tea and coffee pots, 40 per cent.	
Copper pails, 30 and 5 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS.	
Canadian knobs.	
Porcelain, mineral and jet knobs, 5c	
doz. more than list price.	
Canadian.	
Door Sets.	
Door pulls, 60 per cent.	
DOOR HANGERS (PARLOR).	
Single sets, each (Easy brand)....	1.80
Double sets, each	3.35
Unbreakable rail, 100 feet	5.90

DOOR SPRINGS.	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	
DRAW KNIVES.	
Carpenters 6 inch, doz.	5.25
Folding handles, 6 inch, doz.	1.90

DRILLS.	
Bit Stock Drills, 60 and 5 per cent.	
Wood Drills, 35 per cent.	
Straight Shank Drills, 50 and 10 p.c.	
ESCUTCHEON PINS.	
Steel, discount 50 per cent.	
Brass, 50 per cent.	

EAVETROUGHES.	
8 inch, in 10 ft. lengths, per 100 ft	3.02
10 " " "	3.31
12 " " "	3.52
15 " " "	5.53
Add extra 10c per 100 ft. O.G. Round	
Bead Trough.	

FACTORY MILK CANS.	
Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans 40 per cent.	
Cream cans, 35 per cent. with dome	
top, 15c extra. Retinned, 7 1/2 and 5.	
Plain, 7 1/2 and 15. Creamery trim-	
mings, 75 and 12 1/2 per cent.	
Common, cork-lined, 35 per cent.	

FILES AND RASPS.	
Per cent.	
Disston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65 1/2
Delta Files	60
Nicholson	65 1/2
Jowett's (English list)	27 1/2
Spear & Jackson (English list) 35	

FORGES.	
Blacksmiths portable, 135 lbs. ....	9.85
GALVANIZED WARE.	
Duffin pattern pails, 45 per cent.	
English pattern, 5 per cent.	
Galvanized wash tubs, 45 per cent.	

GRINDSTONES.	
Over 40 lbs. and 2 in. thick, per 100	
lbs.	1.25
Smaller sizes extra.	

HAMMERS.	
Tack, iron, doz.	0.25
Ladies claw, handled, doz.	0.60
Adze eye nail hammer, 10 oz., doz.	1.25
" Hickory handle, 1 lb., doz.	6.25
" straight claw, 1 lb., doz.	7.00
Farriers hammers, 10 oz., doz.	5.00
Tinners setting, 1/4 lb., doz.	4.50
Machinists, 1/4 lb., doz.	3.20
Sledge, Canadian, 5 lbs. and over.	0.05
Sledge, Masons, 5 lbs. and over.	0.05
Sledge, Napping, up to 2 lbs.	0.05

HARVEST TOOLS.	
Samson, 47 1/2 per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS (SNAP AND RING).	
Jute Rope, 1/4-inch, per gross	8.00
" 1/2-inch, per gross	10.00
" 3/4-inch, per gross	13.50
Leather, 1-inch, per doz.	4.00
Leather, 1 1/2-inch, per doz.	5.20
Web	5.45

**HARVEST TOOLS.**  
50 per cent.  
Samson, 47½ per cent.  
Sidewalk and stable scrapers, net \$2.25  
Wood hay rakes, 40 and 10 per cent.  
Lawn rakes, net.  
**HALTERS (SNAP AND RING)**





F. J. COX, Winnipeg—Agent

## Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

## Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.

We also manufacture a full line of wrapping papers.

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## HEINISCH TAILOR SHEARS

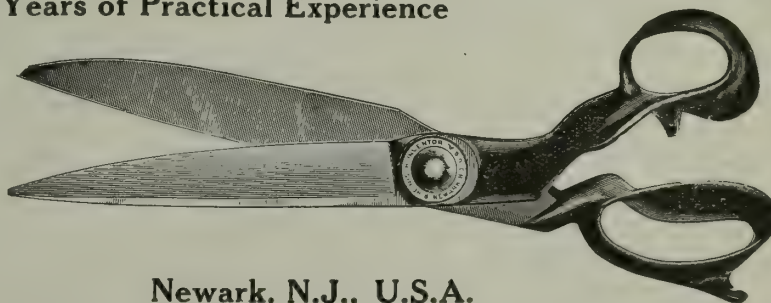
*Are Reliable  
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinisch's Sons Co.,

Newark, N.J., U.S.A.

## RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, THE ONTARIO METAL PRODUCTS CO. 102 Front St. E.

Agents for Alberta: Tees and Persse of Alberta Ltd., Calgary.



# HARDWARE AND METAL

LUMBERMEN'S SUPPLIES.	
Ant hooks, dozen, from	12 00
Axes, dozen, from	0 30
Axe handles, dozen from	0 35
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 65
Ball and heel calks	4 00
MALLETES.	
Tinmith's 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenter's, round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00
MATS.	
Wire door mats, standard, 16x24, doz.	9 00
METAL POLISH.	
Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50
MINERS SUPPLIES.	
Mattocks, 6 lb., 18 inch, 4 doz.	12 00
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 15/16 c. per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3/4 c. per lb.	
MOPS AND IRONING BOARDS.	
Mops, per doz.	1 20
Folding ironing boards	15 25
NAILS.	
Standard steel wire nails, \$2.40 base.	
Out nails—Montreal, 75¢; Toronto, \$2.80.	
Miscellaneous wire nails, 75¢ per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00 base
OAKUM.	
Plumbers...per 100 lbs.	3 25
OILERS.	
Kemp's Tornado and McClary's	
Mod. galvanized oil can, with pump, 5 gallon, per dozen.	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	
PLATED GOODS.	
Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.	
"Singles" and "Alask."	
Nevada silver flatware, 42 per cent.	
PIECED TIN WARE.	
Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pails, 30 and 5 p.c.	
CLAY PICKS.	
5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00
PLANES.	
Wood bench, Canadian, 15 p.c.	
Wood, planer, 30¢ to 35¢ per cent.	
Prices, Planers and Nippers.	
Button's genuine, 37 1/2 to 40 per cent.	
PLOUGH LINES.	
Russia snap	per gross 30 00
Indian snap	25 00
Razors.	
Boker's	7 50
Boker's King Cutter	13 20
Henckel's	7 50
Guillette Safety Razor	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00
ROPE AND TWINE.	
Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/2
Lath yarn, double	0 11 1/2
Sisal bed cord, 45 feet, per doz.	0 72
Sisal bed cord, 72 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 06
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 28
4-ply twine	0 30
Matress twine, per lb.	0 48
Staging	0 35
REFRIGERATORS.	
Sanderson-Harold, 40 per cent.	
Galvanized, 40 per cent.	
RIVETS AND BURRS.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.	
Extras on Coppered Rivets, 1/4-lb. packages 1c per lb., 1/4-lb. pkgs., 2c lb.	
Tinned rivets, net extra, 4 1/2c per lb.	
Coppered Rivets, net extra, 2 1/2c per lb.	
RIVET SETS.	
Canadian, 35 to 37 1/2 per cent.	
RULES.	
Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50
SAD IRONS.	
Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 80
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
plated	5 50
Asbestos, per set	1 50
SAND AND EMERY PAPER.	
Sand and emery paper, 40 per cent.	
SASH WEIGHTS.	
Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, 1/2 lb. each, per 100 lbs.	2 35
Solid, 5 to 30 lbs.	1 63

SASH CORD.	
No. 3, per lb.	0 28 1/2
SAWS.	
Atkins Hand and Crosscut, 25 p.c.	
Disston's Hand, 10 per cent.	
Simonds Hand, 15 per cent.	
Shurley & Dietrich, 40 and 35 p.c.	
Spear & Jackson, 40 per cent.	
SAW SETS.	
Canadian discount, 40 per cent.	
Screen Doors and Windows, Doz.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grain-eid only, 4-in. style	8 40
Beaver window screens, 14x18, open 2 1/2 inches	1 00
Perfection window screens, 14x18, open 2 1/2 inches	1 80
Model window screens, 14x22, open 3 1/2 inches	1 25
SCALES.	
Gurney Standard, 30 p.c.; Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.	
Fairbanks Standard, 30; Dominion, 50; Richelleu	50
SCYTHE SNATHS.	
Canadian, 40 per cent.	
SCREWS.	
Wood F.H., bright and steel	85 10
" R.H., bright	80 10
" F.H., brass	75 10
" R.H., brass	70 10
" F.H., bronze	70 10
" R.H., bronze	65 10
Drive screws	65 10
Set, case hardened	60
Square cap	50 and 35
Hexagon cap	45
Bench, wood, per doz.	\$5 00
iron, per doz.	4 25
SCREWS (MACHINE).	
Flat head, iron and brass, 35 per cent.	
Fillister head, iron, 30; brass, 25 p.c.	
SCREW DRIVERS.	
Sargent's, per dozen	0 65
North Bros., No. 30, per doz.	14 80
SCISSORS AND SHEARS.	
Clausen, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.	
Seymour's, 50 and 10 per cent.	
Acme Shear Co., nickel-plated and japanned, 40 per cent.	
SHELF BRACKETS.	
No. 140, 65 and 10 per cent.	
SKATES AND HOCKEY STICKS.	
Star skates, 35 per cent.	
Baker, hockey, 30c upwards; spring.	
Empire hockey sticks, \$3.00, \$3.50.	
McLennan and Rex sticks, \$4.25, \$6.25.	
Pucks, net, \$1.50.	
SHOVELS AND SPADES.	
1st grade	4th grade
2nd grade	5th grade
3rd grade	6th grade
Shovels	60 55 and 2 1/2
Draining tools	60 60
Scoops	50 and 5
Hollow backs and sand shovels	60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.	
Above discounts on Black Goods only.	
Full Polished Goods, 50c per Doz. net extra.	
Half Polished Goods, 25c per Doz. net extra.	
SQUARES.	
Disston's, 60 and 10 per cent.	
Stanley Try Squares, size 7 1/2, doz. net	\$2 85
SNAPS.	
Harness, 25 per cent.	
SOLDERING IRONS.	
Base, per lb., 28 cents.	
STAMPED WARE.	
Plain, 72 1/2 and 15.	
Retinned, 72 1/2 and 5.	
Tinners' trimmings, 72 1/2 and 5.	
SAP SPOUTS.	
Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00
STAPLES.	
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	
STABLE FITTINGS.	
Dennis Wire & Iron Co., 33 1-3 p.c.	
STOVE BOARDS.	
Lithographed, 60 and 10.	
STOVEPIPE ELBOWS.	
5 and 6 inch, per 100 lengths	7 52
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	
STOVEPIPE ELBOWS.	
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	
STOCKS AND DIES.	
No. 20 Beaver Die Stock	18 75
STONES—OIL AND SCOTCH.	
Washita Oil, No. 1, 6 in., Dozen	5 10
7 in., 8 in.	3 50
No. 2, 6 in., 7 in., 8 in., 2 50	3 10
Hindustan	per lb. 0 06
" alip	0 16
" Ax	0 10
Deer Creek	0 10
Deerlick	0 25
" Ax	0 15
Lilly White, 6 in., 7 in., 8 in., doz.	6 00
Arkansas	6 60
Water-of-Ayr	6 70
Scythe	per gross 5 00
TACKS, BRADS, ETC.	
Carpet tacks, blue, 60 and 10 p.c.	
tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/2 weights, 50; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; 90;	

brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 60; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid leads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 20; strawberry box tacks, 80 and 10.	
TAPE LINES.	
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 254, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., each	1 35
" Steel, No. 1840, 50 ft.	1 00
THERMOMETERS.	
Disston's, 10 per cent.	
TINNERS' TRIMMINGS.	
Discount, 45 per cent.	
Plain and retinned, 75 and 12 1/2.	
TRAPS (STEEL GAME).	
Newhouse, 30 per cent.	
Hawley & Norton, 40, 10 and 5 p.c.	
Victor, 60 and 5 per cent.	
Oneida Jump (Star), 50, 10 and 5 p.c.	
TRAPS (RAT AND MOUSE).	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat Traps	0 45
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 60
5-Hole Tin Chokers	0 80
VISES.	
Per pound	0 12
Hinged pipe vise, 25 lbs.	3 55
Saw vise	5 50
Blacksmith's 60 parallel	45 per cent.
WASHING MACHINES.	
New Ontario	41 25
Round, reacting, per doz.	81 25
Square, reacting, per doz.	77 50
Dowdell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	72 00
Stebenson's	125 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, O. Cor., No. 2 & 3	85 00
20 per cent.	
WRINGERS.	
Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 511E	54 00
Gem 141E	51 75
Sunlight, 11 1/2	44 50
20 per cent.	
WHEELBARROWS.	
Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40
WHIFFLETREES.	
Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 35 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumberman's, 44 in.	0 95
WOOD HANDLES.	
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.	
Extra ash fork, hoe, rake and shovel handles, 45 per cent.	
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.	
Carriage neckyokes, oval and whiffletrees, 40 per cent.	
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.	
Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.	
All other ash goods, 40 per cent.	
All hickory, maple and oak goods, 35 per cent.	
Agricultural, 67 1/2 per cent.	
WROUGHT IRON WASHERS.	
Canadian, 40 per cent.	
WINNIPEG HARDWARE QUOTATIONS.	
Ax Handles—Oval and octagon, a.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.95; p.g. oak, \$2.30.	
Auger Bits—"Irwin" bits, 47 1/2; other lines, 70 and 10 per cent.	
Barb Wire—Lyman 4 pt., \$2.06 f.o.b. Fort William, \$2.14 Winnipeg; Glidden 4 pt., \$1.94 Fort William, \$2.27 Winnipeg; Baker 3 pt., \$1.33 Fort William, \$2.25 Winnipeg; Waukegan 2 pt., \$1.34 Fort William, \$2.25 Winnipeg; Alberta 2 pt., \$1.90 Fort William, \$2.18 Winnipeg; American special 3 pt., \$1.58 Fort William, \$1.81 Winnipeg; Plain twister, \$2.90 Fort William, \$3.36 Fort William; Coll spring, No. 8, per 100 lbs., Fort William, \$2.32; Winnipeg, \$2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.	
Bolts—Carriage, 1/2 and smaller, 60; 7-16 and larger, 50; machine, 1/2 and under, 60 and 5; 7-16 and over, 60; ma-	

chine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ½, 50½; 7-16 and up, 40½c.

Bar Iron—Bar iron, \$2.75; Swedish iron, \$4.75; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—\$3.35 per keg base. Wire nails, base, \$2.90 Winnipeg.. \$2.50 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron—28 gage, \$4.60; 26 gage, \$5. Pressed standing seamed roofing, 28 gage, \$5.85; 26 gage, \$6.20.

Canada Plates—Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75.

Clevises—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron—Apollo, 16 gage, \$1.20; 18 gage, \$1.20; 20 gage, \$1.30; 22 and 24, \$1.49; 26, \$1.60; 28, \$1.85; 30 or 10½ oz., \$5.10.

28G (equal 10 1/2 oz.)	5 10
26G (equal 28 Amer.)	4 85
24G	4 65
22G	4 40
20G	4 30
18G	4 20
16G	4 20

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., \$1.65.

Glass—Window, single, first break up to 25 united inches, \$4.25; 26 to 40, \$4.50; 41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70, \$6.00; in 100 foot boxes. Double glass, up to 25 united inches, \$5.75; 26 to 40, \$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 61 to 70, \$7.75; 71 to 80, \$9.75, in 100 foot boxes.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.15; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65, in 25-lb. boxes.

Harvest Tools—5 and 6 p.c.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, ¼ inch, \$2.65; ½ inch, \$2.80; ¾ inch, \$3.35; 1 inch, \$4.10; 1 ¼ inch, \$5.10; 1 ½ inch, \$5.20; 2 inch, \$5.30; 2 ½ inch, \$5.20; 3 inch, \$5.25; 3 ½ inch, \$5.25; 4 inch, \$5.35; 4 ½ inch, \$5.35; 5 inch, \$5.40; 6 inch, \$5.65; 7 inch, \$5.80; 8 inch, light, \$5.60; 8 inch, heavy, \$110.60.

Galvanized Pipe—¼ inch, \$3.75; ½ inch, \$3.90; ¾ inch, \$4.30; 1 inch, \$4.30; 1 ¼ inch, \$4.30; 1 ½ inch, \$4.30; 2 inch, \$4.30; 2 ½ inch, \$4.30; 3 inch, \$4.30; 3 ½ inch, \$4.30; 4 inch, \$4.30; 4 ½ inch, \$4.30; 5 inch, \$4.30; 5 ½ inch, \$4.30; 6 inch, \$4.30.

Logging Chain—¼ in., \$8.00; 5-16 in., \$5.50; ½ in., \$5.75.

Lanterns—Oil, blast, per dozen, \$7.25; coppered, \$9; dash, \$9.

Putty Netting—55 per cent.

Plaster of Paris—Barrel, \$6.50; hard wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$5.25. Lead pipe—Full coil \$6.75 per cwt.; cut coil, \$7.75 per cwt.

Lead Waste—\$7.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 10, 47c; 12, 51c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 12½c; Pure Manila 17½c; British Manila, 13½c; lath yarn, 11½c.

Steel Squares—40 off new list.

Shovels and Spades—Jones polished, \$3.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat, No. 2, \$7.70; No. 3, \$5.20; No. 5, \$9.90; No. 7, \$3.40; No. 8, \$9.25; No. 10, \$3.80.

Solder—Half and half, \$29 per cwt.

Screws—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.80 at Fort William; \$2.90, Winnipeg.

Linsed Oil—Raw, per gal., 65c; boiled, per gal., 75c.

Turpentine—per gal., barrel lots, 75c.

Dry Colors—White lead in ton lots, decorators' pure, \$9.00; decorators' special, \$8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, \$6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, \$2.50; less than barrels, \$2.00; American vermilion, 15c; English vermilion, \$1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., \$8.75.

Putty—Casks, \$2.90 per cwt.; bladders, in barrels, \$3.15; bladders, 100-lb. cases, \$3 40

Paris Green—21½ cents per 112-lb.



# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

**YOU**

Should know our proposition. It's worth while.

Should write us to-day for full particulars..

Should sell, the MOORE Line and make more money with less investment.

## PEASE HEATING SYSTEMS

**MOST DURABLE  
MOST ECONOMICAL  
COST LEAST FOR REPAIRS**

Write to-day for Catalogue and Prices.

### Pease Foundry Company LIMITED

Works: Brampton. Head Office: Toronto.  
Branches: Vancouver, Winnipeg, Hamilton,  
Montreal.

The  
CONDENSED AD.  
PAGE  
WILL INTEREST YOU

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

**The International  
Nickel Company**

WRITE US FOR  
PARTICULARS AND PRICES

General Offices  
**43 EXCHANGE PLACE**  
NEW YORK CITY



# Stephens



## Structural Iron Paint

**Is Not Affected by the Greatest  
Extremes of the Weather**

It is generally known that iron expands and contracts according to temperature. In Western Canada the temperature reaches such an extreme that, in order to resist cracking and pulling off, the paint has to have the right elasticity as well as moisture resisting qualities.

*Stephen's Structural Iron Paint is especially adapted to such conditions—it has resisted these tremendous extremes for years.*

*Stock this paint now—it assures satisfaction.*

*Ask for agency proposition.*

## G. F. STEPHENS & CO.

LIMITED

Branch at Calgary, Alta.

**WINNIPEG, CANADA**



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

## BUSINESS CHANCES

**HARDWARE AND TINSMITHING BUSINESS** for sale, in good town. Practically no opposition. \$3,000 will swing it. Best business in Ontario for capital required. Particulars, Box 809, Hardware & Metal, Toronto. (24)

**HARDWARE BUSINESS — ESTABLISHED** over 30 years. Located in a thriving city. Excellent opportunity. Owner wishes to retire. Apply to Box 806, Hardware & Metal, Toronto. (31)

**FOR SALE—A FIRSTS-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**HARDWARE AND FURNITURE FOR SALE**—single or together. Business last year \$50,000. On main line of C.P.R., Southern Saskatchewan. Stock about \$8,000, buildings

## SITUATIONS VACANT

**BOOKKEEPER WANTED — ONE WITH** knowledge of hardware business preferred. Must be able to take shorthand and use typewriter and be strictly temperate. State age, references, salary expected. Report to work first week in July. **FRANK A. CHILD,** Cochrane, Ont. 24

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. **J. B. Crawford, Dutton, Ont.** (tf)

**WANTED — MAN WITH PRACTICAL** experience in plumbing and steamfitting trades. Must have good education and address. Spend opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

## REPRESENTATIVES WANTED

**MANUFACTURER OF FULL LINE HOUSE-**hold specialties wants local representatives in all important cities to handle line on commission. Department stores, hardware dealers, instalment houses, premium concerns are all big users. State experience, lines handled and territory covered. We want none but those who can "make good." For such our proposition is an excellent one. Box 804, Hardware & Metal, Toronto. (25)

## WANTED

**A SHEFFIELD FIRM MANUFACTURING** silver and plated goods, also cutlery, desires to make arrangements for representation with a first-class importing house. Box 52, care of Mather & Crowther, Ltd., New Bridge St., London, England. (24)

**HARDWARE TRAVELLER WITH ABOUT** \$6,000.00 and a splendid variety of British and American first-class hardware lines, wishes to meet with another traveller with similar capital, and plenty of energy. Partnership, Box 811, Hardware and Metal, Toronto. 26

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## SALESMAN WANTED

**SALESMAN ON COMMISSION FOR A VERY** high-class line of shears and scissors, to call on both retail and wholesale hardware trade from Winnipeg east to the Coast. One who speaks both English and French. Give full particulars, age, territory covered and how often, commission expected, lines handled at present, and references. Only first-class man need apply. Address Shears, care of Hardware & Metal, Toronto. (24)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —** Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

**THE NATIONAL CASH REGISTER COM-**pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada.

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY** installing an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**HINTS FOR PAINTERS; DECORATORS,** and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

## FOR SALE

**ONE HUNDRED GALLON OSHAWA COAL** oil tank, with pump, self-measuring. In use three years. First-class condition. Cost sixty, sell for \$35. Also 110 shelf bolt boxes, labeled, at 5 cents each. Also part set tinner's tools, nearly new, at half wholesale price. Have sold my business. **W. A. Matthews,** Cannington, Ont. (24)

## TECHNICAL BOOKS

**SALESMANSHIP, DEPORTMENT AND SYS-**tem, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

## SITUATION WANTED

**WANTED—POSITION FOR JULY 1ST —**seven years' experience as stove foundry superintendent. Seven years in retail hardware; some travelling experience. Box 813, Hardware & Metal, Toronto. (25)

## Interested?

In Buying a Business  
In Selling a Business  
In Engaging a Clerk  
In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

### Then Use

### A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

### RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,  
1c. per word subsequent insertion,  
5c. extra per insertion for box number if desired.

## Hardware and Metal

MONTREAL TORONTO WINNIPEG

## HARDWARE BUSINESS FOR SALE BY TENDER

Tenders will be received by the undersigned up to noon of the 20th day of June, 1913, at a rate on the dollar for stock and fixtures of the Hardware business of T. K. Hopper, Harris, Sask. The stock consists of

General Hardware .....	\$4,000.03
Furniture .....	974.61
Fixtures .....	542.50

\$5,516.14

The highest or any tender not necessarily accepted.

The inventory can be seen and any other information obtained by applying to

## THE CANADIAN CREDIT MEN'S ASSOCIATION, LTD.

615 Ashdown Block, Winnipeg  
Phone Garry 3010

# "Consumer Satisfaction"

—more or less of a platitude when talking of successful merchandizing, but one in which we believe absolutely. Every can of

## Jamieson's Pure Prepared Paints

is made with this one thing constantly in mind, it's the one big reason why Jamieson's Paints **stay sold** and bring repeat orders.

*If open for a big, fair, square paint proposition, write us NOW.*

### R. C. Jamieson & Co., Limited

Established 1858

MONTREAL

VANCOUVER

#### F. E. MYERS & BRO. ASHLAND, OHIO

PUMPS OF ALL KINDS  
HAY UNLOADING TOOLS  
BARN DOOR HANGERS  
guaranteed by our reputation for fair dealing.

The name means "QUALITY"  
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

#### NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**  
and SIEMENS-MARTIN  
OPEN HEARTH STEEL

## FORD



An Auger Bit You Can Depend on. Fully Warranted  
FORD AUGER BIT CO. HOLYOKE, MASS.

## New Era Flat Wall Coating IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.

It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

**SANITARY WASHABLE DURABLE**

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

**STANDARD PAINT & VARNISH CO., Ltd.**  
WINDSOR, ONTARIO



This is another of the selling  
helps for  
Agents for

## RAMSAY'S PAINTS

These posters are now being shown  
all over the country and are making  
good sales for Ramsay dealers. Copies  
of this poster 81 x 108 inches, sent free  
on request.

**A. RAMSAY & SON, MONTREAL**

## RAMSAY'S PAINTS

### THE RIGHT PAINT TO PAINT RIGHT

For Sale by  
**BLANK & CO.**




Established 1842

113




## Producers of Big Results

When you sell a can of Sterling Prepared Paint, you can rely upon it to give satisfaction and bring you re-orders.

Sterling Paints have been time-tried and tested. They have proven that they are not affected by adverse atmospheric conditions and that they are unrivalled as surface covers.

Sterling Paints embody long experience and pure materials. Every can-full is tested before leaving our plant.

Aggressive dealers should ask us to get them in touch with some users of these pure paints. Your brother hardwaremen will gladly relate their experience with Sterling Paints.



*Write us to-day.*

### Canadian Oil Companies, Limited TORONTO

HALIFAX	ST. JOHN	MONTREAL	QUEBEC	WINNIPEG
CALGARY	EDMONTON	HAMILTON	LONDON	OTTAWA





Pure Linseed Oil is the all-important ingredient in good paint. All practical painters know that satisfaction cannot be expected from paint made with inferior Linseed Oil. Pure Linseed Oil combines with the paint pigments and holds them together so that they will withstand the wear and tear of the weather. Paint made with adulterated or inferior Linseed Oil soon goes to pieces and does not afford satisfactory protection to the surface on which it is applied.

The above view shows the powerful hydraulic presses in our mill in Winnipeg. We established our Linseed Oil plant in the West in the midst of the country where the finest linseed is produced and where it is always available.

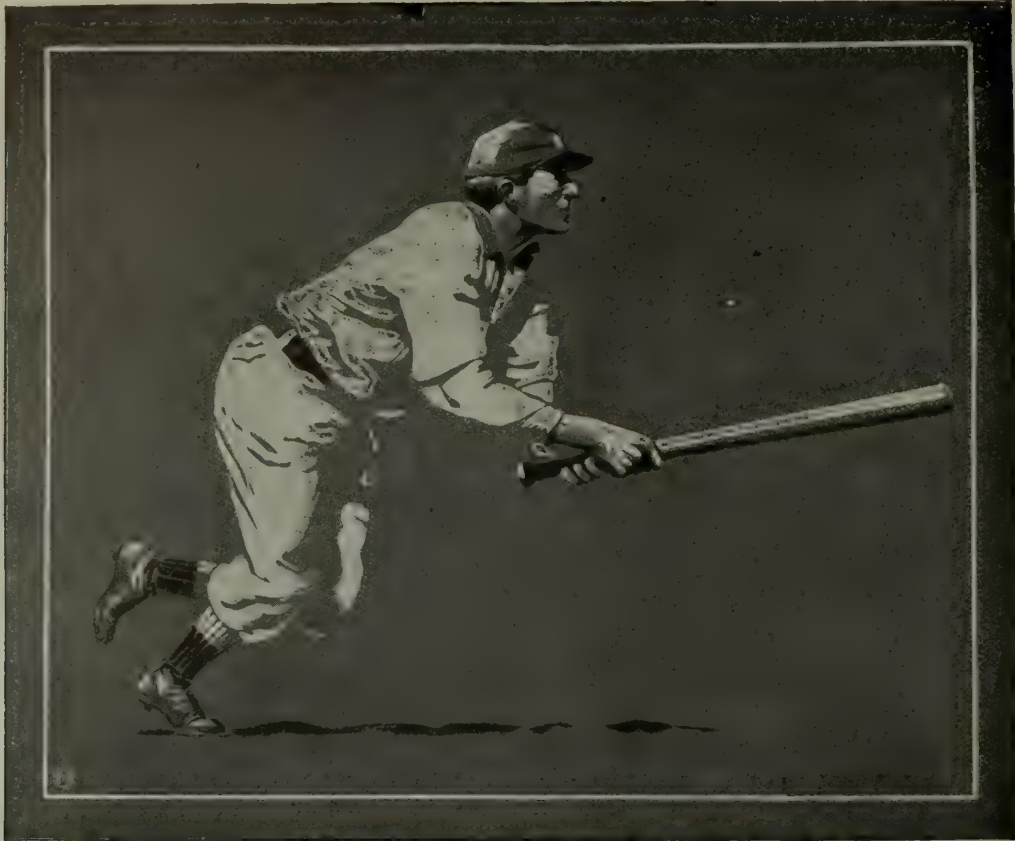
In the process of manufacture, we thoroughly clean the seed before it goes into the press, and we take great care to have the temperature and pressure just right to avoid pressing out the mucilaginous and other foreign substances which help to destroy the life of paint. C. P. Linseed Oil is filtered and aged, and is of the highest quality because it is strictly pure.

You cannot afford to sell paints and varnishes made with inferior linseed oil if you wish to build a successful business. We use our highest quality linseed oil in making C. P. Paints and Varnishes, and they will give your customers lasting satisfaction. When they ask for Linseed Oil sell them C. P.



**PAINTS & VARNISHES  
STAINS, ENAMELS, COLORS**  
**a finish for every surface**  
THE CANADA PAINT CO. LTD. MONTREAL, TORONTO, WINNIPEG.





## Play Ball!

Keep a clear *head*, a watchful *eye*, and steady *nerves*.

*That's* the gospel of the game—that and *team work*—follow it and the pennant's *yours*.

It's the gospel of your business, *too*.

Do *you* follow it?

What is team work but co-operation?

Are you *getting* it? *We* work *with* you—not *at* you. We can't begin to do justice to our 1913 proposition to the trade in print. It's the biggest, best and *most profitable* for *you*. Write us about it *to-day*.

The *Glidden* Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels,  
Endurance (Mission) Wood Stains, Waterproof Flat Wall  
Finishes and Cement Coatings.

# The PEER of all PAINTS

The paint dealer who simply sells paint, never builds up a very substantial, or permanent paint business.

The man who can only talk lead and oil and pigment, without any understanding of the relation of these things to the great economical value of paint, soon runs dry. His sales' arguments lose their force and he drifts at the mercy of the buying public.

On the other hand, the dealer who realizes the value of paint as a protecting agent—as a beautifier—as an economical means for the conservation of wealth—as an aid to sanitary conditions

# 100% PURE

**The Martin-Senour Co.**  
(LIMITED)

Montreal Chicago Winnipeg Lincoln

—as a civilizing influence, and as a vehicle for artistic expression, has a fund of information on subjects which he can use as a basis for sales' arguments that will attract trade to his store. In addition, if he sells **Martin-Senour Paints and Varnishes**, he has a

line that will back up every argument he makes, and the people will pay him a profit because he will sell them suggestions and new ideas along with the material. We will help you sell service—the goods will sell themselves. If you want to make the Spring of 1913 the most successful season in your career, put in these service-goods today.

## PUTS PROFIT IN THE DEALERS POCKET

## Revolving Cases

### Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

### The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business-like appearance to your store.

Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.  
Dayton, Ohio, U. S. A.



WESTERN CONSIGNMENTS  
BULKED TOGETHER



USE THE  
LONG-HAUL  
CAR-LOAD  
RATE



REGINA  
THE POINT FOR  
RESHIPMENT

## To Handle Goods at Long Distance

**T**HIS is the way. Bulk together your shipments to western customers, in full car loads if you can. Bill straight through to us in Regina at the low long-haul car-load rate. We will receive, break bulk and re-ship the separate orders to their destinations.

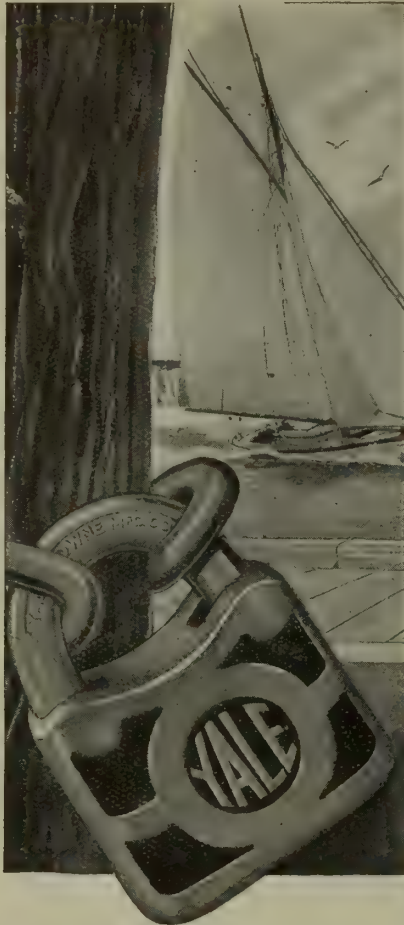
We can also hold a stock of your goods for quick delivery in the West, or we can be your Western Branch House and fill customers' orders.

If you are East and handling goods out this way at a disadvantage, use this long-haul lever, resting the Western end on us. We are at the pivotal point. The three great railway trunk lines pass through Regina, and some thirteen roads radiate from it. Already we are storing and forwarding for many Eastern concerns. If you want our service take hold right now. You will be able to move things in the West much more easily.

**REGINA STORAGE AND FORWARDING  
COMPANY, LIMITED, REGINA, SASK.**

WRITE US





## Protect your trade with Yale Padlocks

"YALE" means protection when applied to locks, because Yale Locks mean protection when applied to doors. When you sell Yale Padlocks you sell the thing that is wanted—*protection*. And trade that gets what it expects comes back. It is to your best interest to furnish the padlock that gives it—a

# YALE

Our advertising is making it easy for people to buy Yale locks and hardware to advantage. Our Dealers' Advertising Service is making it easy for dealers to get this trade. Are we helping you sell Yale Products? We can and will if you request it.

**Canadian Yale & Towne Ltd.**

Makers of YALE Products in Canada: Locks, Padlocks,  
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

## Sweep Your Store The Easy and Pleasant Way

By enabling you to sweep without raising dust it saves much time in dusting, adds greatly to the appearance of the store and gives it a pleasant odor.



Sold in barrels for merchants' use.

While "Soclean" is a splendid Dustless Sweeping Compound for your own use, it is a good year-round seller. It is sold in a pail (as illustrated) to the householder. Kills moths, makes rugs and floors bright and clean. Housewives always come back for more.

### PRICES TO DEALER:

25c Pail, 2 doz. in case (4½ lbs.), enlarged size.....	\$4.50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.).....	7.20
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)...	6.75

**SOCLEAN LIMITED, Toronto**

The originators of the Dustless Sweeping Compound in Canada  
Agent Western Canada: J. J. Gilmor & Co., Winnipeg, Man.

## The Quality That Prevails In The Eagle Mop Wringer and Bucket

Is Certain to Please Your Customers

Nothing but the very best materials are used in its construction.



We will be pleased to send you our catalog on Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, Twines, etc.

Our lines pay a splendid profit and are reliable.

**Walter Woods & Co.**  
Hamilton and Winnipeg

MAPLE LEAF



QUALITY

PAINTS & VARNISHES

**HORSE SENSE IS A MIGHTY FACTOR**

Dollars and cents invested in MAPLE LEAF PAINTS AND VARNISHES IS A MIGHTIER FACTOR.

**MAPLE LEAF PAINTS  
MAPLE LEAF FLAT WALL COLORS  
MAPLE LEAF FLOGLAZE  
MAPLE LEAF VARNISHES**

Four strong elements for greatness in any paint department.

Let us tell you about them.

Remember, our M. L. Decorative Aid Dept. is always at your service

**ACHIEVING  
GREATNESS**

or PROFITS or  
SATISFACTION

or stable business, or anything else worth while in your paint department isn't a matter of luck.

THE  
**IMPERIAL VARNISH & COLOR Co.**  
WINNIPEG TORONTO VANCOUVER  
LIMITED  
CANADA

**DOUGALL**

**SELL FIRST CLASS  
VARNISHES to build a  
FIRST CLASS TRADE**

Send for 60 page book of selling points of the "Varnish That Lasts Longest."

**The Dougall Varnish Company, Limited  
MONTREAL**

Associated with the Murphy Varnish Co., U.S.A.

**VARNISH**

The  
Assurance of  
**SATISFIED  
CUSTOMERS**

**Reflex  
Bronze  
Liquid**

When mixed with good bronze powder forms a **Bronze Paint** that will give much better service than the prepared kind.

This is not merely a claim—it has been proved time and time again.

Any person can mix these ingredients correctly by following directions.

While **Reflex Bronze Liquid** can be mixed with any make of bronze powder, we can supply the powder too if you desire.

Mail us your trial order to-day.

**The  
Ault & Wiborg Co.  
OF CANADA, LIMITED  
TORONTO  
WINNIPEG MONTREAL**



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

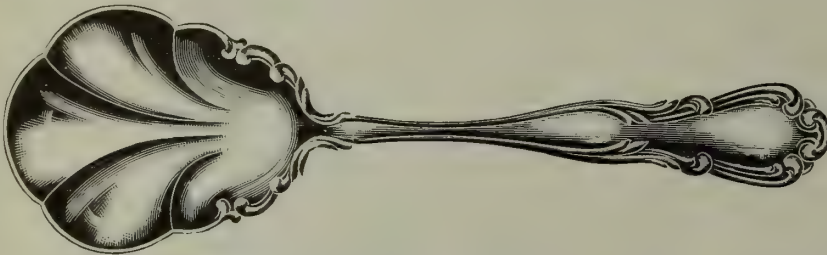
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED  
Niagara Falls, Canada

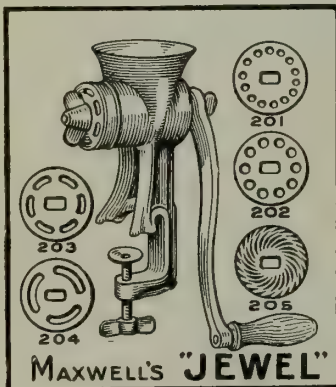
AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St.,  
Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery  
Electro-Plate and Solid  
Nickel-Silver Flatware

## SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

*Your Jobber has them. Ask him*



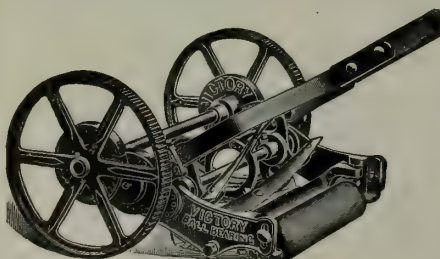
## MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



The  
Line



of  
Quality

WRITE FOR DESCRIPTIVE CIRCULAR

## IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.



The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

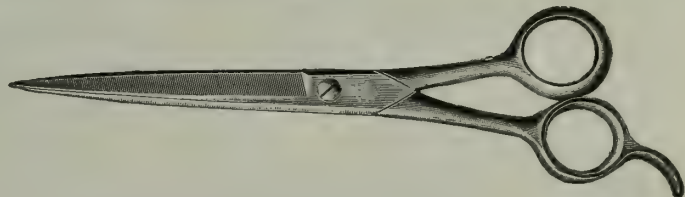
Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.

**Stover Mfg. Co., 709 East Street, Freeport, Ill.**



J. A. HENCKELS

## Twinworks Cutlery



Quality Unsurpassed.

None Genuine without Trade Mark

Sole Agents, F. W. LAMPLUGH & CO.

Unity Building, MONTREAL



## THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



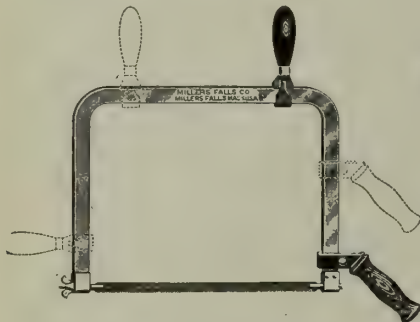
THE  
GREAT CONVENIENCE  
of our  
**STAR HACK SAW  
FRAME No. 014**

will be appreciated by every practical man. Specially made for heavy sawing (rails, girders, etc.), with two handles adjustable to any point on the frame, giving firm, steady hold. Depth under back,  $10\frac{1}{4}$  inches; blades may be faced in four directions.

Strongest where the strain is greatest, yet light and easy to handle.

Put a Star Hack Saw in a Star Frame, and get the best of service and satisfaction.

Send for Catalog.

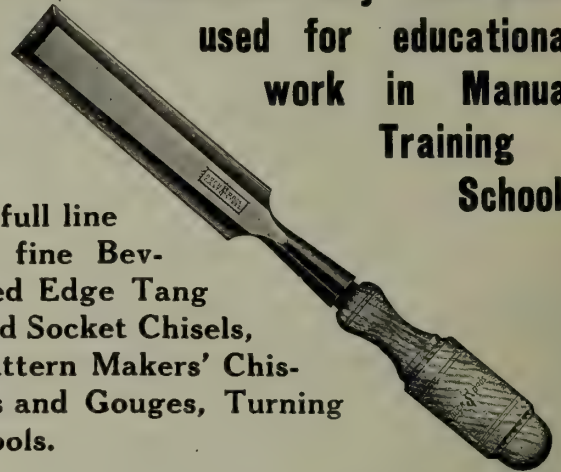


**Millers Falls  
Company**

28 Warren Street  
New York

**Tools Stamped with the Buck's Head  
Admitted duty free when  
used for educational  
work in Manual  
Training  
Schools**

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.



The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

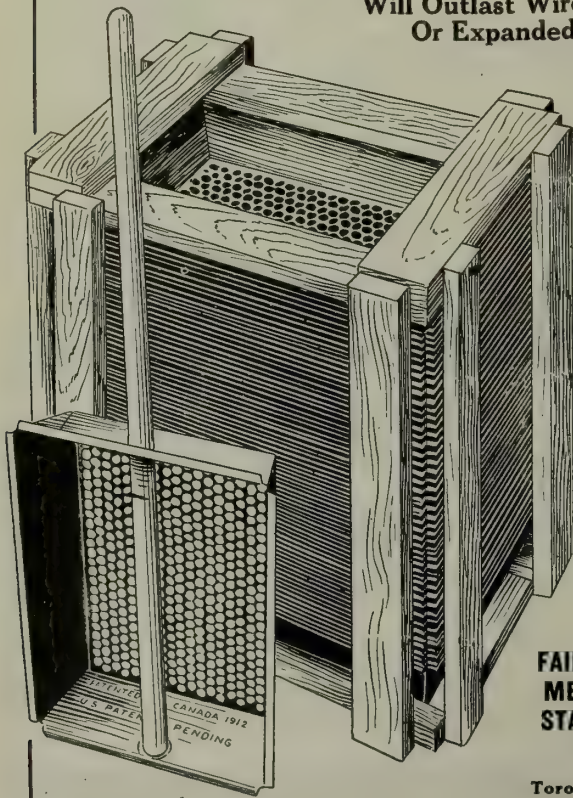
**BUCK BROTHERS**

Millbury,

Mass., U.S.A.

**Fairgrieve's  
Lightning Ash Sifter**

Will Outlast Wire Mesh  
Or Expanded Metal

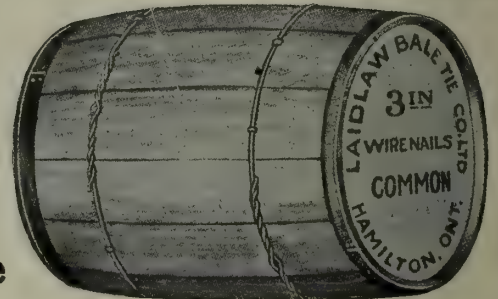


All  
Metal.  
One  
Piece.  
See  
your  
Jobber.  
Good  
Profit.

**FAIRGRIEVE  
METAL &  
STAMPING  
CO.**

Toronto, Ont.

**If  
You  
Want  
to  
Handle**



**WIRE NAILS**

**OF SUPERIOR QUALITY  
CONSULT US AT ONCE**

We are in a position to meet every require-  
ment, as we have the latest machinery,  
which turns out perfect nails—these nails  
are guaranteed to be full weight. For  
baling purposes we recommend our Baling  
Wire and Bale-Ties as the best that can be  
secured on the market.

*SEND US A TRIAL ORDER.*

**THE LAIDLAW BALE-TIE COMPANY, LIMITED  
HAMILTON - ONTARIO**

HARRY F. MOULDEN, Winnipeg, Man.

GEO. W. LAIDLAW, Vancouver, B.C.





Every Hardware Dealer Who Does Plumbing Work  
Should Get Full Details Regarding Our  
**BATHS, LAVATORIES, BRASS GOODS,  
FITTINGS, WROUGHT IRON PIPE,  
SOIL PIPE, SLOAN VALVES  
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for **FREE** Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

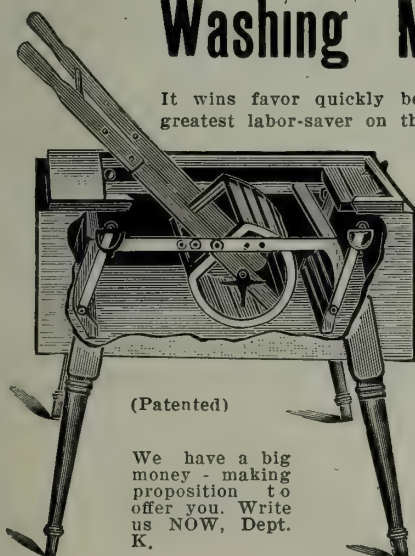
**The  
JOHN  
STEVENS  
Co., Ltd.**

Wholesale Plumbers'  
Supplies,  
WINNIPEG

**A Large Washer Trade  
Will be the Result of Selling the**

## **Knoll Double-Action Washing Machine**

It wins favor quickly because it is the greatest labor-saver on the market.



(Patented)

We have a big money-making proposition to offer you. Write us NOW, Dept. K.

Does the work faster and better than any other make, and in one operation.

Positively no wear and tear on the finest fabrics. Easily operated. Over 100,000 in use.

**The Schultz Bros. Co., Limited  
Brantford, Ont.**

# **MAYMORE**

**CREMORNE BOLTS  
IN  
GREAT VARIETY**

WRITE FOR  
COMPLETE LINE  
TO  
**THOMAS. W. KIRBY**  
**YONGE ST ARCADE**  
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S 7655



S 7653

MANUFACTURED BY

**MAY & PADMORE LTD BIRMINGHAM ENG.**



## Plasterers' Corner Bead

Will be used in every building in your town if you will just call the attention of owners, builders and plasterers to the advantages it gives at but a slight cost.

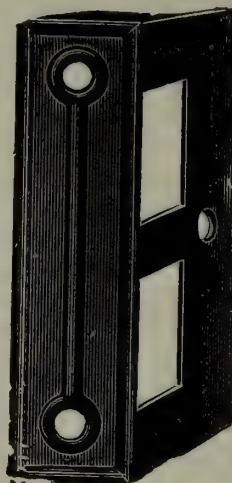
Fill in the quiet moments by digging up orders for a well-made specialty like this. The profit belongs to the wide-awake hardware man.

*Send for Samples  
and prices to-day.*

**Winnipeg Ceiling & Roofing Co.**  
Limited

P.O. Box 2186 H

Winnipeg, Mar.



## National Steel Rim Locks

**ASSURE GREATEST  
SECURITY and DURABILITY**

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

**NATIONAL  
HARDWARE  
CO., Limited**

ORILLIA, ONT.  
CANADA



## Paint and Varnish **BRUSHES** That are Profitable

**The Good Quality Combined With Low Price  
Makes Them Quick Sellers**



Stock a few of these neat assortments now.

They will prove very convenient as well as profitable.

**Get them from your jobber.** If he does not have them, write us.

**Send us a card for catalog**

**Meakins & Sons**

Limited

**Hamilton, Ontario**

# CASTOR OIL

**"HOMCO" BRAND**

British Manufactured.

Guaranteed absolutely pure.

**PHARMACEUTICAL  
FIRSTS  
SECONDS**

For all medicinal or lubricating  
purposes.

Can be procured from all oil dealers.

**B. & S. H. THOMPSON & CO.**

Limited

MONTREAL - TORONTO - WINNIPEG



Over 5,000,000 Mendets in use.

Order from your jobber or  
write direct.

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.



# PROFITS

—That's what interests you and every  
other progressive dealer. And that's why  
the

## Connor <sup>Ball-</sup> Bearing Washer

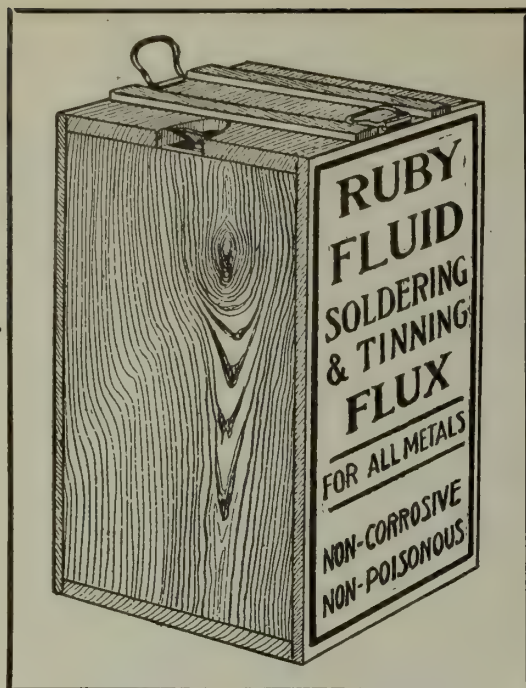
is so popular with the trade. There's a  
good margin of profit on every sale. It  
has exclusive features that make women  
eager to buy it. No salesman need ever  
cut the price to sell it.

It will pay you to get fully posted on  
the Connor Ball-Bearing Washer. So  
write for our latest catalog. Every enter-  
prising dealer should have a copy.

**J. H. Connor & Son**  
LIMITED

Ottawa, Canada





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

## Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

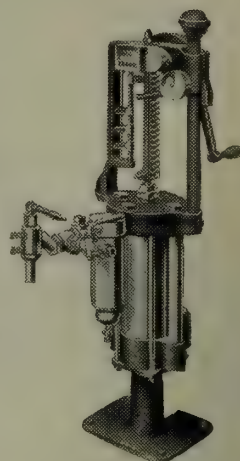
It will discharge 1 gallon with  $4\frac{1}{4}$  turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have  $13\frac{1}{2}$  inches. consequently it is the **fastest and easiest working pump** on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



*Write for Self Measuring Pump and Tank Catalog.*

**The Steel Trough & Machine Co.**  
Limited  
TWEED, ONTARIO

## STEEL FLEXIBLE DOOR MAT

Made by Canada Wire and Iron Goods Co.



**HANDSOME**

**PRACTICAL**

For Residences, Stores, Office Buildings, Soda Fountains, Bars, Theatres and all Public and Private Buildings.

A Perfect Scraper  
No Curling of the Corners  
Reversible—two mats in one  
Soft as Rubber to the Foot  
Easily Cleaned  
Conforms to Uneven Surfaces.

Nine Standard Sizes stocked. Special sizes and shapes made to order.

ENQUIRIES SOLICITED

**Canada Wire and Iron Goods Co.**  
HAMILTON, ONTARIO

# JAMES CARTLAND & SON

**BIRMINGHAM, England LIMITED**

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

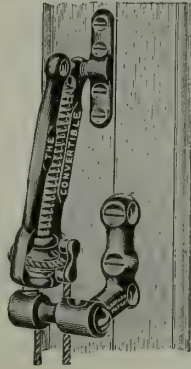
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



## 1796 IRON

3/8 screw ..... 4/-  
1/2 " ..... 6/6

## 1795 BRASS

3/8 screw ..... 5/6  
1/2 " ..... 8/6

## 1797 GUN METAL

3/8 screw ..... 6/6  
1/2 " ..... 10/6  
each.

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of  
Cartland Patent Helical, Climax, Adjustable,  
and Reliable Door Springs

**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

Architects' Own Designs and Special Requirements Carefully Executed

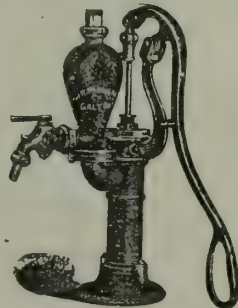
Our new Catalogue, 1911 edition, fully illustrated, mailed free on  
application to wholesale Hardware Merchants.

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes  
trouble for a dealer with his customer.

The trouble is remembered. The cost  
of repairs is dead loss  
of time and temper.  
The dealer suffers.

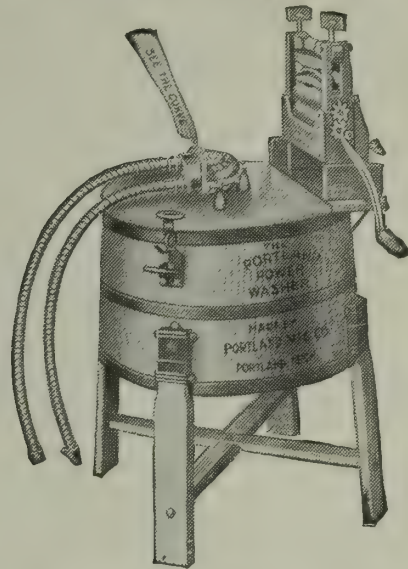
"Aremacdee" hand  
and motor metal  
pumps for force or  
lift use, every kind,  
are shown in the big  
catalogue.



Dealers, ask for prices and terms. Get  
real profits on your metal pump sales.

**The R. McDougall Co., Limited**  
GALT, CANADA

# FROM STOCK



Only 20 lbs. Pressure Required

# The Supreme Test

The supreme test of a Washer's worth  
is the way the Washer washes. Try it  
out with the Dirty Shirt test. Take an un-  
usually dirty but originally white shirt,  
run it through the Portland Water Power  
Washer, and you'll find that the shirt itself  
is not only perfectly clean (provided, of  
course, that the dirtiness of the shirt isn't  
due to paints, etc.), but that the neck and  
wrist bands too are spotless.

The Portland is a trouble-less washer—  
it relieves all washer worries.

Made complete in our own factories—  
washer, motor, and furniture finished tub.

If you're looking for a quality washer  
that's really worth while get after your  
hardware jobber, or write direct to us.

# HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines  
in the World





The MARK of the MAKER  
Guarantees P. S. & W. Hand Tools

**T**HIS trade-mark identifies the largest line of hand-tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., offered by any one manufacturer. Every item bearing this mark is fully guaranteed.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

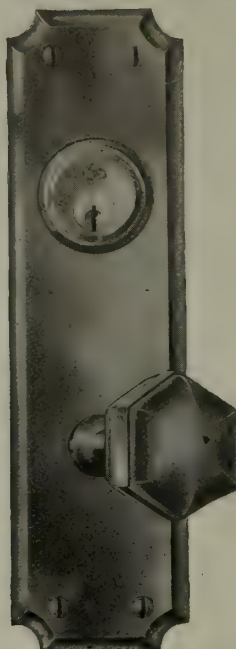
Send for Hand-Tool Catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co. Manufacturers of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware. Established 1819  
Address 29 Murray St., New York, N. Y., U.S.A.

Ensure Absolute Satisfaction  
By Selling

**Peterboro  
Hardware**

An  
Artistic  
Design  
for  
1913



No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

**Peterborough Lock Mfg. Co.**

LIMITED

PETERBOROUGH, ONT.

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

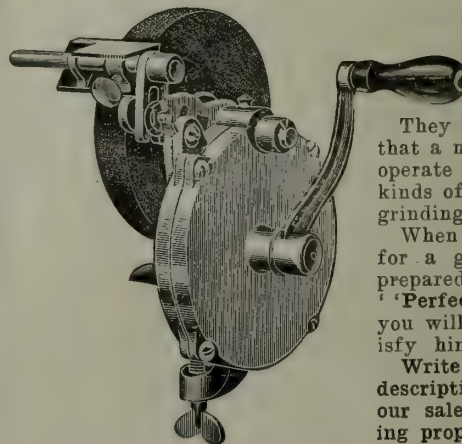
In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO

Grinder Buyers Will Appreciate  
The Improved and Patented Features  
of

## PERFECTION GRINDERS



They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the 'Perfection' — then you will be sure to satisfy him.

Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.

Special features for carpenters.

**El Starr Manufacturing Co.**  
Milwaukee, Wis., U.S.A.

Canadian Representative:  
T. Mortimer, Empire Bldg., Toronto, Can.

## SUPPLY YOUR FARM TRADE

with

# STILL'S

## Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS    -:-    ONT.

Why buy the "Near" Brand when the "Best" is Procurable?

## The L. Martin Co.

Old Standard, Eagle  
Pyramid and Globe

# GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN  
FOR OVER SIXTY YEARS.

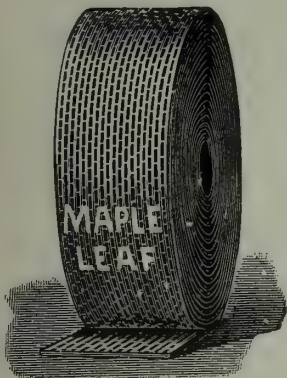
When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

**THINK IT OVER  
FOUR FACTORIES**

PHILADELPHIA  
JOHNSONBURG

CINCINNATI  
LONDON, ENG.

MAIN OFFICE—81 FULTON ST., NEW YORK



## To The Hardware Trade

Look over your stock and send your orders  
in NOW for

## "Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable  
time.

Manufactured only by the

**Dominion Belting Co., Limited**  
HAMILTON    -    CANADA

## This Kitchen Kumfort Trowel

Will Sell  
Quickly

Every  
Housewife  
Will Want  
It



This article is so shaped as to fit close to the  
side of the pan.

The shape makes it the most desirable article  
on the market for turning Eggs, Omelets, Meat  
Balls, Croquettes, Cakes, etc.

With an order of one dozen you get this attrac-  
tive display box.

Write for complete lines. Our goods will make  
your notion counter produce better profits.

**Andrews Wire Works of Canada, Ltd.**  
Watford, Ont.    -:-    Rockford, Ill.



**JOSEPH RODGERS & SONS**  
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

**CUTLERY**

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL



**Step Ladders**  
4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

**Otterville Mfg. Co.**  
Limited

OTTERVILLE - ONT.

**ARE  
YOU  
ALIVE**

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you**? Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.  
2c. per word first insertion.  
1c. per word subsequent insertions.  
5c. extra if box number is desired.

**Hardware and Metal**  
TORONTO - MONTREAL - WINNIPEG



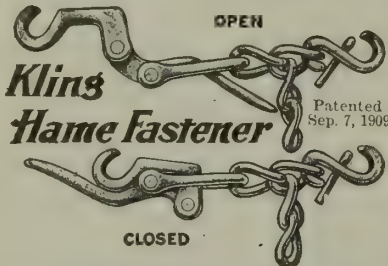
BABBITT YOUR JOURNALS WITH

**ARCTIC METAL**

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

**Tallman Brass & Metal Co.**  
HAMILTON, ONT.

**Every Horse Owner Buys at Sight**



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Retails at 25 cents and lasts longer than the harness. Costs the dealer \$2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.  
Sole manufacturers of the Klingsnap and Kling Hame Fastener  
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.,  
Canadian Distributing Agents.

**CEMENT SIDEWALK TOOLS**  
OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

**T. Slack & Co.**

5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599

Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.



**Wood Mantels, Coal, Gas or Electric Grates**  
**Tiles and Tile Work in all Its Branches**

**BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,**  
**GAS LOGS, Etc., in fact Everything for the Fire-Place**

Manufacturers and Dealers in **ELECTRIC LIGHTING FIXTURES**

*Our Motto—"QUALITY"*

**THE BARTON NETTING CO., LIMITED**

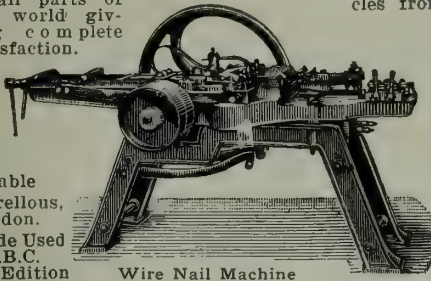
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WINDSOR, ONT.

## ED. BRAND Machinery for

Specialist in the Wire Trade for  
15 years  
26, Victoria Street, Westminster  
S.W. London, Eng.  
(Late of Manchester.)

Plants working  
in all parts of  
the world giving  
complete  
satisfaction.



Cable  
Wyrellous,  
London.  
Code Used  
A.B.C.  
5th Edition

Wire Nail Machine

Wire Drawing Wire Netting  
Wire Cutting Wire Weaving  
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### AUTOMATIC MACHINES

For making all kinds of arti-  
cles from wire, such as:

Barb Wire, Bolts,  
Coach Screws,  
Cotter Pins, Cut  
Nails and Tacks,  
Electric Welded  
Chains, Furni-  
ture Springs,  
Hinges, Hooks,  
Locks, Nails,  
Rivets. Screws,  
Staples, Wire  
Nails, Etc., Etc.

## BEAR BRAND LAMP BLACKS

The Bear Brand is

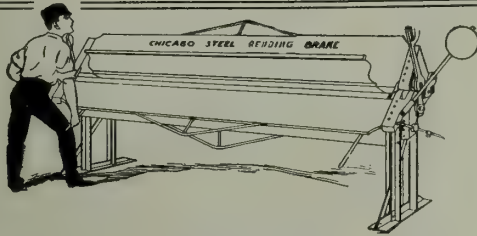
the only Germantown Lampblack

We are the Largest Producers and  
Shippers in the United States.

This Black is used by all consumers who are able to dis-  
criminate between a real lamp black and a substitute.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St.,  
Toronto; H. W. Glassco, Winnipeg.



### CHICAGO STEEL BENDING BRAKES

(Made in 200 sizes)

Best results with least effort. Purchasers delighted, not  
only with the construction of the machine, but, also with  
the work it turns out.

Sheet Metal Workers would do well to obtain full in-  
formation concerning these machines.

THE STEEL BENDING BRAKE WORKS, LTD.  
CHATHAM, ONT.

## SILO RODS

COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES

Prompt Shipments



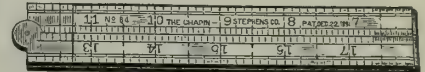
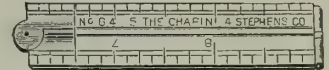
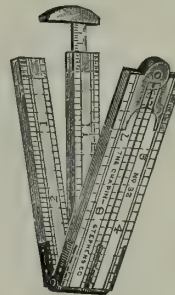
LONDON, CANADA

## Natural Gas Goods of every description

at

T. F. BERMINGHAM'S

20 John Street South  
HAMILTON, ONT.



## Rules

THE CHAPIN-STEPHENS CO.,  
UNION FACTORY

PINE MEADOW, CCNN., U.S.A

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

## Jonathan Crookes & Son

Sheffield, England

Corporate Mark

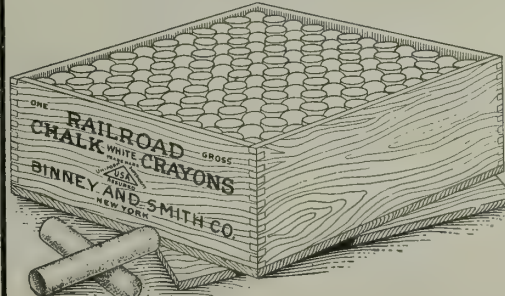


Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

## CRAYONS FOR EVERY USE



Mill Crayon,  
School  
Chalk,  
Lumber  
Crayon,  
Railroad  
Crayon,  
Carpenters'  
Chalk,  
Wax  
Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street

NEW YORK



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## HOUSE NUMBERS.

### STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

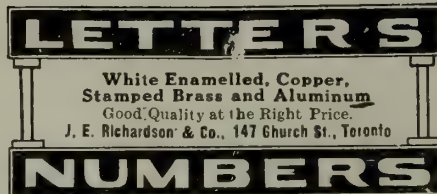
List sent on application.

**Raymond Bros.**

London, .. .. Ontario

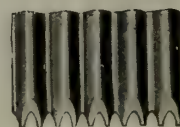
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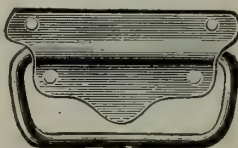
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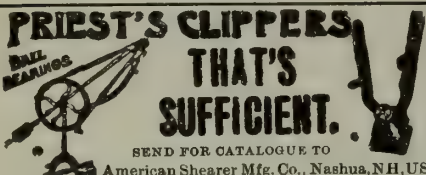
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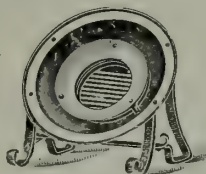


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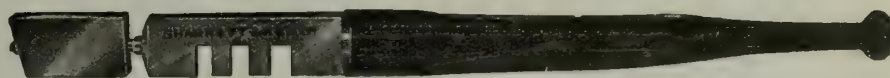


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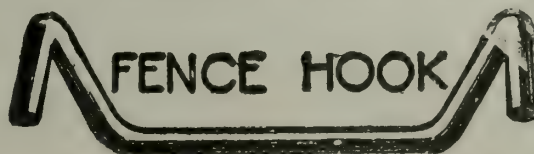
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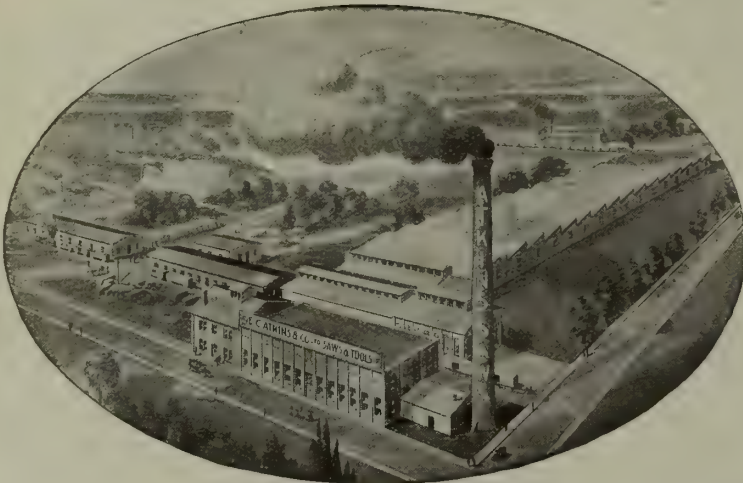
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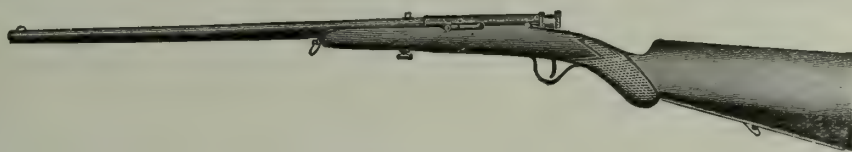
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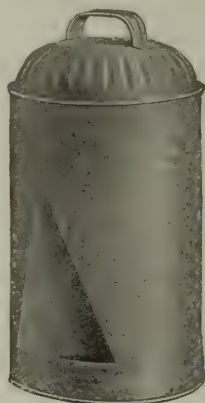
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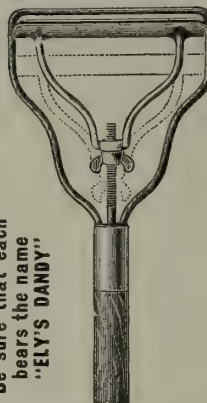
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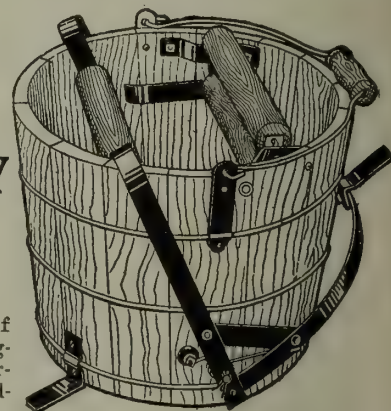
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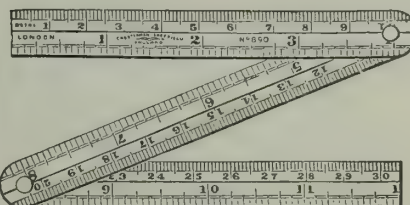
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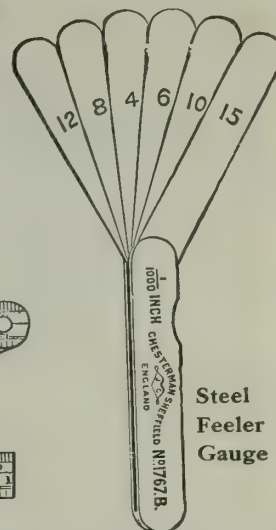


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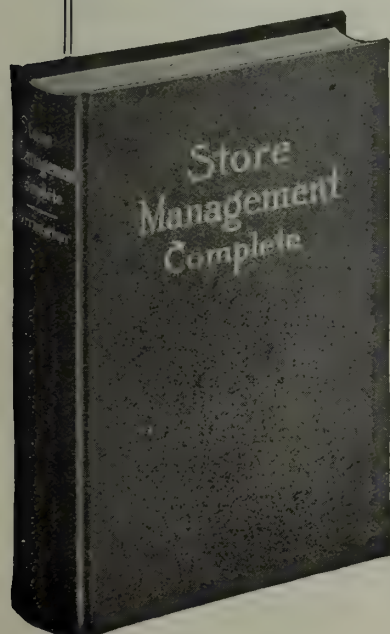
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Montreal, - P. Q.

## CLASSIFIED LIST OF ADVERTISEMENTS—Continued.

<b>Varnishes: See Paints.</b>	<b>Wagons, Children's.</b>	<b>Wire Guards.</b>	<b>Wire Goods.</b>
Berry Bros., Ltd., Walkerville, Ont.	Can. Buffalo Sled Co., Preston.	B. Greening Wire Co., Ltd., Hamilton	J. E. Beauchamp & Co., Montreal.
Dougall Varnish Co., Montreal.	<b>Wagon Jacks.</b>	<b>Wire Door Guards.</b>	Canada Wire & Iron Goods Mfg. Co., Hamilton.
Glidden Varnish Co., Toronto.	Richard Wilcox Can. Co., London, Ont.	B. Greening Wire Co., Ltd., Hamilton	<b>Wire Machinery.</b>
Imperial Varnish & Color Co., Toronto.	<b>Washers.</b>	Wire, Iron, Steel, Brass and Copper.	Ed Brand, 473 Moss Lane, Manchester Eng.
International Varnish Co., Toronto.	Cowan & Britton, Limited, Gananoque.	B. Greening Wire Co., Ltd., Hamilton	<b>Wire Products.</b>
Pratt & Lambert, Bridgeburg.	P. L. Robertson Mfg. Co., Milton.	Henderson & Richardson, Montreal.	Andrew Wire Works, Watford, Ont.
G. F. Stephens & Co., Winnipeg.	Steel Co. of Canada, Ltd., Hamilton.	Laidlaw Bale-Tie Co., Hamilton, Ont.	<b>Wire Rope.</b>
<b>Ventilators.</b>	White Lead.	P. L. Robertson Mfg. Co., Milton, Ont.	The B. Greening Wire Rope Co., Ltd., Hamilton.
Brantford Oven & Rack Co., Brantford.	Brandram-Henderson Co., Montreal.	Steel Co. of Canada, Ltd., Hamilton.	<b>Wire Springs.</b>
Metallic Roofing Co., Toronto.	Steel Co. of Canada, Ltd., Hamilton.		B. Greening Wire Co., Ltd., Hamilton
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.	G. F. Stephens & Co., Winnipeg.	<b>Wire.</b>	Henderson & Richardson, Montreal.
<b>Vices.</b>	<b>Wholesale Hardware.</b>	P. L. Robertson Co., Milton.	<b>Wire Stretchers.</b>
Henderson & Richardson, Montreal.	Caverhill, Learmont & Co., Montreal.	<b>Wire Mats.</b>	Richard Wilcox Can. Co., London, Ont.
<b>Wall Plaster.</b>	Howland, H. S., Sons & Co., Toronto.	Andrews Wire Wks. of Canada, Ltd., Watford, Ont.	<b>Wood Finishes.</b>
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.	Lewis Bros. & Co., Montreal.	Canada Wire & Iron Goods Mfg. Co., Hamilton.	Berry Bros., Walkerville.
<b>Washing Machines, Etc.</b>	Simmons Hdw. Co., St. Louis, Mo.	B. Greening Wire Co., Ltd., Hamilton	G. F. Stephens & Co., Winnipeg.
J. H. Connor & Son, Ottawa, Ont.	<b>Windmills.</b>	Kuhne-Anderson Co., Port Hope.	<b>Wrenches.</b>
Cunamer-Dowsell Ltd., Hamilton, Ont.	Dominion Well Supply Co., Cargill.	<b>Wire Goods, Bright.</b>	Whitman & Barnes Mfg. Co., St. Catharines.
Henderson & Richardson, Montreal.	<b>Windshields.</b>	Steel Co. of Canada, Ltd., Hamilton.	Bemis & Call Hdw. & Tool Co., Springfield, Mass.
D. Maxwell & Son, St. Mary's, Ont.	Kinzing Bruce & Co., Niagara Falls.		
London Foundry Co., London.	<b>Window Guards.</b>		
	Canada Wire & Iron Goods Mfg. Co., Hamilton.		
	B. Greening Wire Co., Ltd., Hamilton		



# HARDWARE AND METAL

## CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**  
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**  
Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**  
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.
- Rabbitt Metal.**  
Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
Alonso W. Spooner, Ltd., Port Hope  
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**  
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills, Co., London.
- Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls
- Beltting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**  
E. T. Wright & Co., Hamilton.
- Binder Twine.**  
Consumers Cordage Co., Montreal.  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**  
London Bolt & Hinge Works, London, Ontario.  
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**  
Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.  
Hamilton Stove & Heater Co., Hamilton.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
- Books.**  
Technical Book Dept., MacLean Pub. Co., Toronto.
- Box Strapping.**  
J. E. Beauchamp & Co., Montreal.
- Braces.**  
Goodell-Pratt Co., Greenfield, Mass.  
Peck Stow & Wilcox Co., Cleveland.  
Stanley Rule & Level Co., New Britain.
- Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meakin & Sons, Hamilton.  
Stevens-Hepner Co., Port Egin.  
G. F. Stephens & Co., Winnipeg.
- Bridle Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananoque.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Luffkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**  
Belleville Hardware & Lock Mfg. Co., Belleville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananoque, Ont.  
P. & F. Corbin, New Britain, C.  
Hamilton Stove & Heater Co., Hamilton.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.
- Burlap.**  
Dominion Oilcloth Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
- Burrs.**  
P. L. Robertson Co., Milton.
- Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain C.  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg  
Jas. Smart Mfg. Co., Brockville.
- Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.
- Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.
- Cash Registers.**  
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.
- Clothes Reels and Lines.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
J. H. Connor & Son, Ottawa.  
David Maxwell & Sons, St. Mary's.  
American Wringer Co., New York City  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Cutlery, Razors, Scissors, etc.**  
Caverhill, Learmont & Co., Montreal.  
Crooks, Jonathan & Son.  
Dorkey Bros. & Co., Montreal.  
Greiff, Bredt Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinrich's R. Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.
- Disinfectant.**  
Soclean, Limited, Toronto.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, C.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Dry Colors.**  
G. F. Stephens & Co., Winnipeg.
- Dustless Sweeping Compound.**  
Soclean, Limited, Toronto.
- Eavestrongs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enamels.**  
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananoque.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.  
Furnaces, see Stoves.
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananoque.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.



- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Household Cleaners.**  
Soclean, Limited, Toronto.
- Ice Cream Freezers.**  
McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Ottawa, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Seetees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks.**  
Hamilton Stove & Heater Co., Hamilton.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos. & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
McIntosh, H. F. & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**  
Kuhne Anderson Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.
- Leslie, A. G., & Co., Montreal.**  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.  
Metal Lockers.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Siding, Etc.**  
Deforest Sheet & Timpale Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oakley, John, & Sons, London, Eng.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Moth Killers.**  
Soclean, Limited, Toronto.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oilers.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowler, S. F. & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherrin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lyaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Radiators.**  
Hamilton Stove & Heater Co., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorken Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor Hones.**  
Carborundum Co., Niagara Falls, N.Y.
- Refrigerators.**  
McClary's, London.
- Registers, Cash, Credit.**  
Dominion Register Co., Toronto.
- Registers.**  
Hamilton Stove & Heater Co., Hamilton.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**  
Dunham Co., Berea, O.
- Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C. & Co., Hamilton.  
Diston, Henry, & Sons, Philadelphia.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls New York.
- Shears, Scissors.**  
E. Heinrich's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Pindley Bros., Caledon Place.  
Thos. Davidson Mfg. Co., Montreal.  
Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Sweeping Compound.**  
Soclean Limited, Toronto.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
MacLean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.





# SPORTING RIFLES ARE SELLING

A display of Ross Models, and especially the .280 Sporting Ross, the High Velocity, will help you to share this trade.

Your customers should not be allowed to buy a rifle without first seeing in *your* store this most tempting weapon. Other models retail at from \$25.00 and upwards.

If you have not received our price list, write for it now.

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**Ross Rifle Company**  
Quebec, P.Q.



## Many Hardwaremen

Have demands for Engineers' Goods and Steam Specialties from their Local Industries for Boiler and Engine Room, or from their Farming Customers requiring Fittings for Threshing Machine Outfits.

## How Many Hardwaremen

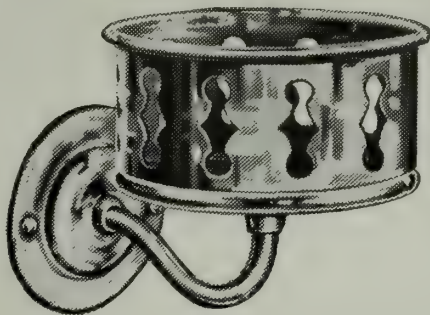
Can tell the difference between the good and the poor article? They all look alike to many. Brass is Brass, and Iron is Iron. They don't know whether it is made of low grade scrap Metal, or high grade Steam Composition of Copper and Tin. They can't tell whether the workmanship stands for efficiency and durability, or for failure.

Use J. M. T. Steam Specialties and Morrison's general lines, and you run no risk. They are made by The James Morrison Brass Mfg. Co., Ltd., 95-97 Adelaide Street West, Toronto.





## Bathroom Fixtures



This cut illustrates one of our lower priced Tumbler Holders. Twenty other Tumbler Holders shown in our catalogue.

We carry good stock, and can ship promptly.

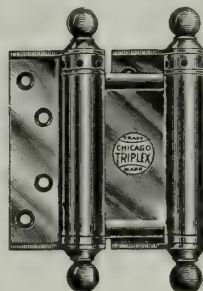
**MAY WE SERVE YOU?**

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada

## CHICAGO SPRING BUTTS

### A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company**

CHICAGO



NEW YORK



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**THERE'S A GOOD SALE FOR THEM.**

MANUFACTURED SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

SUCCESSORS TO

**The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.**

TORONTO

MONTREAL

WINNIPEG

CALGARY

VANCOUVER

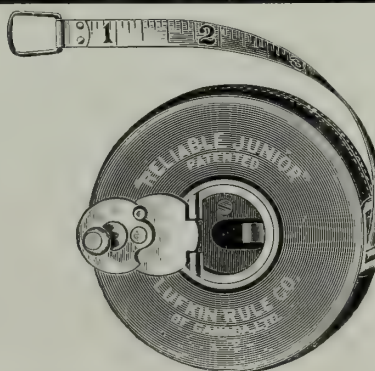
## LUFKIN

### Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



**THE LUFKIN RULE CO. OF CANADA, LTD.**  
WINDSOR, ONT.

## LUFKIN

### Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.



**We Want It Now**



# Cow-Ease

**"Keeps the Flies Off" Cattle and Horses**

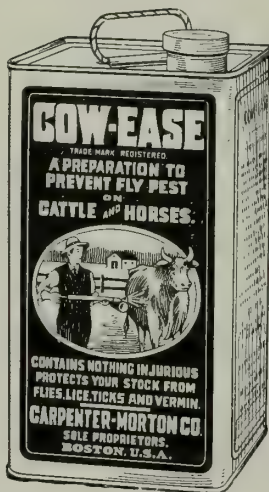
Cow-Ease "keeps the flies off" and makes it hot for lice, ticks and all vermin. Freedom from these minor worries makes a wonderful difference in milk from the cows and energy from the horses.

Our big advertising campaign in the leading farm papers commences in June. Twenty two million farmers and dairymen will be

reached, and each reader will be directed to the nearest hardware store.

Twelve years on the market, always satisfactory; a sure preventive of fly pest and perfectly harmless.

The business is yours for no effort but that of handling—we are going to drive the business to you.



## Special Trial Offer to New Trade

Cow-Ease is 100% active, guaranteed under the Pure Food and Drug Act and Insecticide and Fungicide Act of 1910 in the U.S. and can be obtained immediately from any of our jobbers listed below.

Ten 1 gallon cans Cow-Ease at \$1.00 .....	\$10.00
Six ½ gallon cans Cow-Ease at .60 .....	3.60
Four 1 quart cans Cow-Ease at \$4.25 doz. ...	1.42
	<hr/>
Less 33 1-3% Dealer's Discount .....	\$15.02
	<hr/>
Twelve Cow-Ease Sprayers .....	\$10.02
	<hr/>
Dealer's profit on this order .....	4.00
	<hr/>
	\$14.02
	<hr/>
	7.00

4 pint cans free, store advertising free. Terms: 60 Days, F.O.B. all jobbing points. Above prices operative east of Fort William only. Satisfaction guaranteed or money refunded.

**Carpenter-Morton Company, Sole Manufacturers**

**Makers of Fast Selling Paint Specialties**

**77-79 Sudbury Street, Boston, Massachusetts**

### LIST OF JOBBERS:

Calgary, Alberta  
Charlottetown, P. E. I.  
Dartmouth, N. S.  
Edmonton, Alberta  
Fredericton, N.B.  
Halifax, N. S.  
Halifax, N. S.

Calgary Paint & Glass Co.  
Richardson Hardware Co.  
Jas. Simmons, Ltd.  
Revillon Wholesale Co.  
Jas. S. Neil & Son, Ltd.  
A. M. Bell & Co.  
Maritime Taint & Varnish Co.

Moncton, N. B.  
Montreal, Canada  
St. John, N. B.  
Vancouver, B. C.  
Winnipeg, Manitoba  
Yarmouth, N. S.

Sumner & Co.  
A. Ramsey & Son Co.  
Morrison & Fisher, Ltd.  
F. R. Begg & Co.  
Winnipeg Paint & Glass Co.  
S. A. Crowell & Co.

# HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
June 21, 1913

No. 25



Trade Mark



Trade Mark

**DOMINION CARTRIDGE CO., Limited**

**MONTREAL**





## When Your Customers go on Vacations be Sure each takes along a GILLETTE

In featuring holiday goods in your windows, show cases and newspaper advertisements, emphasize the Gillette Safety Razor.

To one man you can sell fishing tackle—to another a gun or ammunition—to another tennis, golf or baseball supplies, according to his individual tastes.

But the **Gillette Safety Razor** appeals to every man who shaves, and **most forcefully when he is off on a trip.** With it he can shave with safety, comfort and dispatch, in a heaving steamer cabin or a lurching Pullman—in a crowded city hotel or beside a stump in the backwoods.

The Gillette Pocket Edition is the most compact Safety Razor made, and the Combination Sets the most complete and luxurious. But the best feature of all is the cool, clean, comfortable three-minute shave which the Gillette insures to every man, everywhere.

There is a splendid opportunity here for you in the next few weeks — make the most of it.

**The Gillette Safety Razor Company of Canada, Limited**

Office and Factory:  
The New Gillette Bldg., Montreal





## Belleville Design

Made in  
**Wrought Brass  
Bronze and  
Steel**

in complete  
sets

**The Belleville Hardware  
& Lock Mfg. Co., Limited**

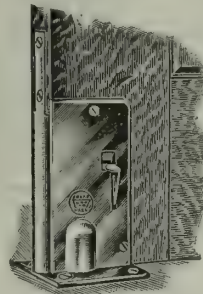
BELLEVILLE, CAN.

# CHICAGO

SPRING BUTTS

## TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX"  
SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK

Have You Placed Your  
Order For

## GEM and BLIZZARD FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

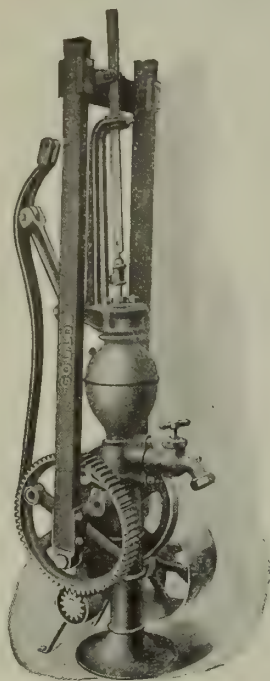
Your Jobber Has Them.

**NORTH BROS. MFG. CO.**

PHILADELPHIA, PA.







1560

Goulds Jack Connected  
to a Goulds "Star"  
Force Pump.

## The Goulds Fig. 1560 Jack Adapts Any Windmill Pump For Gasolene Engine Drive

All that is necessary is to clamp the jack to the pump stand-  
ard near the base, disconnect the lever of the pump and bolt  
the pitman to the windwill rod.

The pump can then be operated by hand, windwill or  
power as desired, by simply changing one bolt and adjust-  
ing either the pitman or lever on the pump rod.

Ask for further data and prices.

**The Canadian Fairbanks-Morse Co.**  
LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA

## The S.M.P. Galvanized Ice Boxes and Japanned Water Coolers

Just the articles needed for Summer Residences or Camps.



### Ice Boxes

#### SMALL

Dimensions  $20\frac{3}{4} \times 14\frac{3}{4} \times 14$

#### LARGE

$28\frac{1}{4} \times 16\frac{3}{4} \times 16\frac{1}{4}$

### Water Coolers

Gallons 2 3 4 6 10

PRICES ON APPLICATION



**THE SHEET METAL PRODUCTS CO.**

of Canada

SUCCESSORS TO

**Kemp Manufacturing Co.**

Limited

Montreal

TORONTO

Winnipeg

# The Season For These Goods is Here

We can supply  
you promptly.



We carry a full  
line of Garden  
Hose, Hose Reels,  
Nozzles, Lawn  
Sprinklers, Lawn  
Rollers, etc.

**Our Paris Green Is Guaranteed to Test Higher Than Government Requirements.**

Used as a Powder or in Solution for Exterminating Bugs and Lice and for Spraying Foliage

<b>Size Packages—</b>	600 lb.	250 lb.	100 lb.	50 lb.	25 lb.	1 lb.	1/2 lb.
	Barrel	Keg	Drum	Drum	Drum	Package	Package



**No. 12. STANDARD SPRAY PUMPS.**

A Direct Acting Force Pump; Not a Compressed Air Pump.

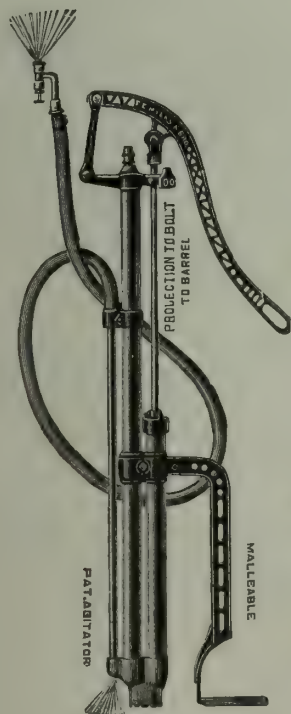
With Two Nozzles; Both Attached to pump; One for Solid Stream which is thrown 50 to 60 feet; One for Coarse Spray and the Two together for a Fine, Misty Spray which is thrown 25 to 28 feet.

Has Two Solid Brass Ball Valves; No Leather Suckers or Washers; No Castings to Rot; No Joints to Leak; No Lost Motion; Nothing to get out of order. Operated from an Upright position of the user.

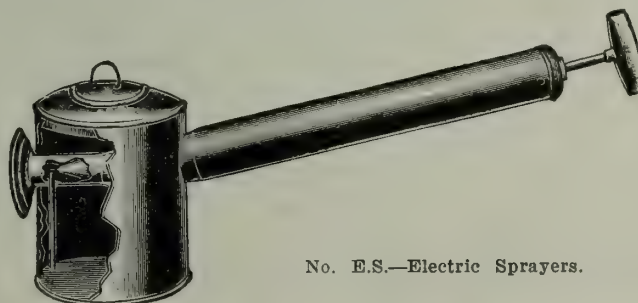
1 1/2 x 18 inch Polished Seamless Drawn Brass Cylinder; Brass Nozzle and Hose Connection; Polished Hardwood Grip; Length Over All 26 inches; Width 3 1/2 ft. 1/2 inch 4-ply Woven Rubber Hose with Brass Strainer; Weight 3 lbs. One Pump in Cylinder Cardboard Box; Hose Loose.

## MYERS SPRAY PUMPS.

No. 324—With Fine and Coarse Spray and Solid Stream Nozzle.  
No. 327 1/2—With Fine and Coarse Spray and Solid Stream Nozzle.



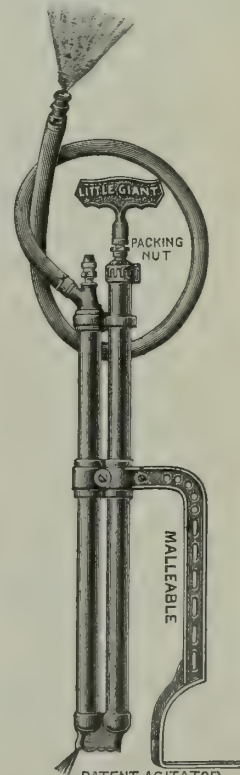
No. 324. Myers  
Lever



No. E.S.—Electric Sprayers.



Garden Syringes.



No. 327 1/2. Myers Little  
Giant

**ARE YOU CARRYING THESE GOODS ?**

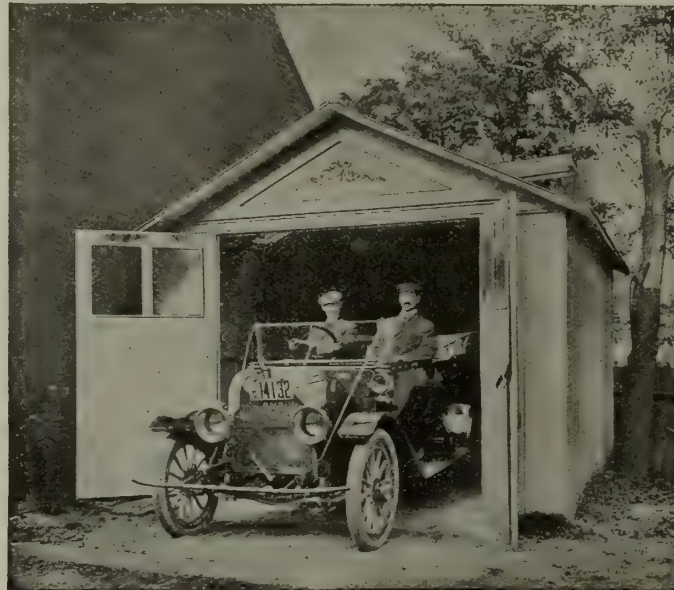
They bring a nice business and show a profit.

**LEWIS BROS., LIMITED, MONTREAL**  
OTTAWA TORONTO VANCOUVER





The Field for  
**"Preston"**  
**Metal Garages**  
 is Very Large



Aggressive  
 Hardwaremen  
 Can Make Big  
 Money By  
 Being  
 Our Agents

We Want Your Co-Operation—We Do Most of The  
 Work But You Get All The Commissions.

**Our Proposition:**—We supply dealers with an attractive, cleverly illustrated Catalog, which can easily be carried in their coat pocket.

Whenever you have a spare moment get out after automobile owners and show them the illustrations in this catalog, and do your best to get them interested in one. When you believe you have a party interested

in a metal garage, write us, giving the latter's name and address, and full particulars regarding your conversation with him. We will at once send an expert salesman, absolutely free, to help you close the sale.

On every sale that we make through your co-operation we pay you a good, substantial commission.

We know that ours is one of the best propositions for the dealer that was ever offered in Canada. Be in line for larger income by becoming a "Preston" Agent now.

**The Metal Shingle and Siding Co., Limited**  
 Associated with A. B. ORMSBY, LTD.,

MONTREAL  
 Quebec

TORONTO  
 Ontario

PRESTON  
 Ontario

WINNIPEG  
 Manitoba

SASKATOON  
 Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

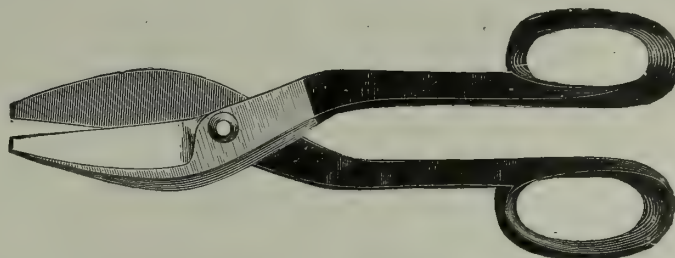
MAIL US THIS COUPON.  
 Please send us your latest catalog,  
 "The Modern Garage," also agent-  
 cy proposition.  
 Sign name here.



# Why Not Stock These? They Sell



Genuine Giant Nail Puller. First ever made—still the best, \$1.10 each.



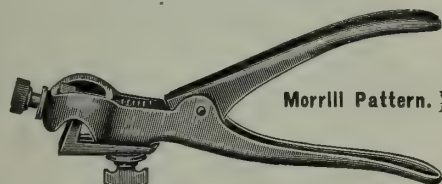
No. 271. Red enamelled Red Devil Snip, made in all sizes.



Diamond B. No. 13 Nail Puller, 60c each.

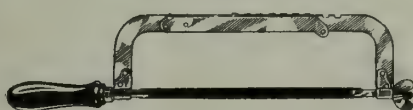


Rainbow Shears, assorted dozens in display case 6 to 9 inch. \$2.40 per doz.



Morrill Pattern.

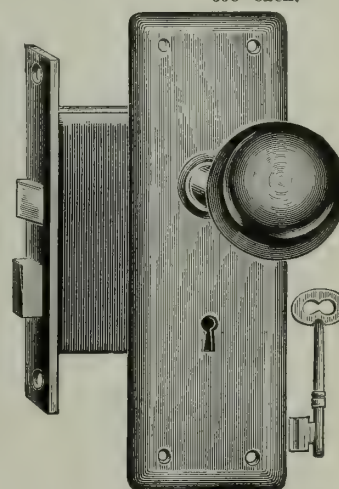
No. 482. Saw Set.



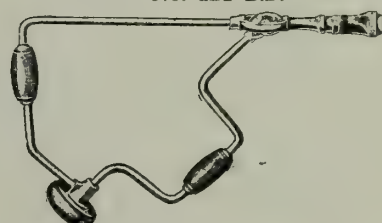
No. 092. 8 to 12 in. N. P. extension hack saw frame. Moderate in price, first-class in quality.



No. 417. Stamped Red Devil.



No. 3. Both finishes always in stock, O.C. and B.B.



No. 2467. Open gear brace, 8 and 10 in. No. 2468. Closed gear brace, 8 and 10 in.



No. 100. Acme can opener. Black enamelled handle, cuts round or square cans any size. Milk and beer bottle opener attachments.

YOUR JOBBER OR DIRECT FROM US

## SMITH HARDWARE CO., LIMITED

### MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

## BOLTS & NUTS.

Stove  
Tire  
Bridge  
Elevator  
Carriage  
Machine  
Plow  
Track  
Eye, Etc.

## SCREWS.

Bright  
Brass  
Bronze  
Plated  
Headless  
Drive  
Felloe  
Dowel  
Machine  
Side Knob  
Cap.

## RIVETS & BURRS.

Belt  
Boiler  
Bridge  
Chisel Point  
Tinned  
Hame  
Coppered  
Cone Head  
Flat   "  
Round   "  
Steeple Head  
Wagon Box  
Wheel.

BRIGHT WIRE  
GOODS.

## WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

## WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

## PIG IRON

## TACKS

## SHOT

## PUTTY

## WHITE LEAD

## HORSE SHOES

and

## HORSE SHOE NAILS

## FENCING and GATES

## STAPLES.

Bed  
Blind  
Cooper  
Electricians'  
Fence  
Nuttet  
Poultry Netting

## STEEL & IRON.

Angle  
Band  
Channel  
Concrete Bars.  
Plow Beams.  
Rivet  
Tire.

## LEAD PIPE.

In Coils,  
Aqueduct  
Composition  
Soil & Waste.

## WROUGHT PIPE.

Black  
Galvanized  
Standard  
Extra Heavy  
Conduit  
Signal.

## SPIKES

POLE LINE MATERIAL.

WIRE HOOPS.

## —SALES OFFICES—

**Hamilton**  
**Vancouver, B.C.**

**Montreal**  
**Victoria, B.C.**

**Toronto**  
**St. John, N.B.**

**Winnipeg**  
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Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

**Allan Hills Edge Tool Co.**  
LIMITED

GALT, ONTARIO, CANADA



# A SIGN OF QUALITY and WORKMANSHIP

Look for it  
The Crescent Brand  
means satisfaction both  
to the Hardware dealer  
and the purchaser.



on Hinges and Butts  
Once used always  
specified for on repeat  
orders. The goods are  
right and the price the  
best.

## All Styles of Butts

Plated---Ball Tipped---Loose  
pin---Tight pin.  
Broad Butts---Hatchidized  
Butts---Narrow Butts.  
Ornamental Butts, Embossed  
Butts, Surface Butts.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

## If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.

No Brand of  
Cutlery is bet-  
ter known to-  
day than  
"T R E E"

Brand, which  
has been on  
the market for the last 50 years and in which the quality has been upheld since this  
brand was first introduced. Insist on having Boker's "TREE" Brand. By far the  
best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS



## Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

"We Initiate—Never Imitate"

# Stormproof Hanger and Rail



No. 77 Flexible



Stormproof Rail



## Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

## Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

## "Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting. Write to-day.

# National Mfg. Company

STERLING, ILL.



# ELEY



## CARTRIDGES

**ALWAYS RELIABLE**



**LETHAL  
BULLETS**

for use in Shot



Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.

**Eley  
"Grand  
Prix"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in.  
Deep-Shell  
Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38  
Automatic**



**.32  
Automatic**



**Eley .22  
Long Rifle  
"E" Brand  
Blue Label**



**.25  
Automatic**



*Sold by all Jobbers  
throughout the Dominion.*

**Wholesale only:  
ELEY BROS.  
(Canada) Limited  
North Transcona  
Man.**

**TO THE TRADE:**

## Bargains in Binder Twine

About	6 tons of	500 ft. Sisal,	-	-	9c. per pound
"	60 "	" " 600 ft. Pure Manilla,	10c.	" "	
"	13 "	" " 650 ft. " " "	11½c.	" "	

DELIVERED IN ONTARIO IN TON LOTS OR OVER.

**WRITE FOR SAMPLES.**

**W. B. DALTON & SONS, Limited**  
**KINGSTON, ONTARIO**

# GLUE IN PACKAGES

THAT MEANS

## BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

## H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications. 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight  $5\frac{1}{4}$  to  $6\frac{1}{2}$  lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

**Harrington Richardson Arms Co.,**

**715 Park Avenue,  
Worcester, Mass.**



# EQUAL TO THE EMERGENCY



MARTIN L. BALDWIN,  
FOUNDER & MACHINIST.

St. Clair, Mich., July 27th., 1912.

Gentlemen,—

Noting testimonials on the merits of Magnolia Metal, I wish to relate experience I have had with same.

Recently during midnight, the engine in the City Electric Light Plant broke down owing to babbitt running out. I routed the local hardware man out of bed to secure a supply of MAGNOLIA. In my hurry to get the engine going again, I failed to provide either oil holes or grooves in the bearings. In the morning my mistake occurred to me, so I hustled to the plant, and to my astonishment found engine running as smooth as glass and not heating. This was surely remarkable when you consider not a drop of oil was reaching the bearings. We ran her a number of days before taking apart again.

This substantiates your claim that MAGNOLIA METAL is a self-oiling babbitt. We use it on all of our repair work.

Very truly yours,  
MARTIN L. BALDWIN.

SOLD BY LEADING DEALERS EVERYWHERE OR BY  
**MAGNOLIA METAL CO.**

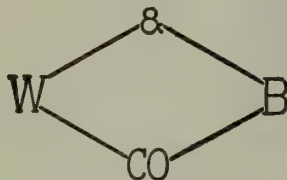
OFFICE AND FACTORY—225 St. Ambroise Street, MONTREAL



Tools of Quality

**“W & B” Warranted**

**“RAILROAD SPECIAL” WRENCH**



Bear These Marks

We recommend and guarantee it absolutely for machine shop, factory and construction work, and all other places where hard, continuous service is the rule. Screw and Drop Forged Wrenches—all kinds. We manufacture the most complete line of wrenches in the world. There is a “W & B” Wrench for every purpose.

We can pack more high-grade tools in one shipment than any other manufacturer in the world.

Your Jobber will supply you. In case he is out of stock and you are delayed in getting your order filled, write us direct. We will see that you are supplied.

Write for Catalog No. 82 G.

**The Whitman & Barnes Manufacturing Co.**

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont

Stocks carried at Winnipeg and Montreal

# The Blade Cannot Turn in the Socket of this Screw Driver

It is our No. 9 model—the strongest screw driver made—and one of a number of different patterns which we manufacture.

The method of securing this stability of the blade in Disston Screw Drivers is one of their leading features. The tang is driven into the handle; a rivet extends through the ferrule, handle and tang, and is headed on BOTH ends, preventing the blade from turning in the socket. This assures a strong and durable driver.

In the No. 9, shown in the illustration, strength is further secured by extending the tang completely through the handle, and capping the end. The blade, the most important part of a screw driver, is of a special Disston Crucible Steel, carefully hardened and tempered to withstand twisting strains.

## DISSTON SAWS TOOLS FILES

are the outgrowth of our many years of manufacturing life, and today represent in their efficiency the accumulated experience we have thus gained.

**EVERY ARTICLE BEARING THE DISSTON BRAND IS FULLY GUARANTEED IN MATERIAL AND MANUFACTURE.**

Disston products are profitable ones for the dealer to handle, for **his** reputation is enhanced by the high quality of the goods he sells. Keep your customers satisfied by giving them the best.

*Free newspaper cuts, hangers, etc., to help the dealer. Write us.*

## HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works  
**PHILADELPHIA, U.S.A.**

Established  
1840



Reg. U.S.  
Pat. Off.



Sectional  
View





No. 989



*Goodell-Pratt's*

New Nosed

## Knurled Chisels and Punches

Are fully up to the high standard of Quality which was established and has been maintained in our Nail Sets for many years.

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield,

Mass., U.S.A.



No. 984



No. 993



No. 986

# Silent Salesmen and Counters

of the Highest Prevalent Quality

Have you ever considered that by installing attractive and convenient store fixtures you would **save time**, and draw a **much larger trade**. Have a better looking store than your competitor's and a lot of his business will come your way.



**There Is No Finer  
or More Serviceable  
Silent Salesman Made To-Day**



**Rear Elevation of Our Solid  
Panel Counter**

Solid Panel Counter usually made up 36 in. high, 28 in. or 30 in. wide top—any length required. Cut shows rear equipped with one row of 8 in. deep drawers, and below drawers a row of nail compartments, each with capacity of keg or more. The same style of counter may be made up with rear equipment of two rows of nail compartments, or with open shelves.

**The Walker Bin & Store Fixture Co., Limited, - Berlin, Ontario**  
Manufacturers and Designers of Display Cabinets, Silent Salesmen and Counters

# ENTERPRISE

Lawn Sprinklers, Ice Shredders and Flag Pole Holders

**VERY  
PROFITABLE**



**"Enterprise" Lawn  
Sprinkler**

All parts are made sufficiently strong for ordinary rough usage, and are interchangeable.

The sprinkler is tinned and nickelplated, and is of very handsome appearance. The water passes through a strainer before it enters the small perforations, which are thereby prevented from filling up with dirt, etc.

Place your order with us now for these quick selling specialties.

You are really the purchasing agent of your customers.

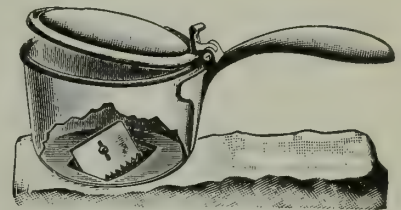
When they call for Ice Shredders, etc., they expect you to supply them with reliable goods—goods that give the longest service.

Be prepared to supply your customers with **Enterprise Products** or in other words be prepared to give them satisfaction.

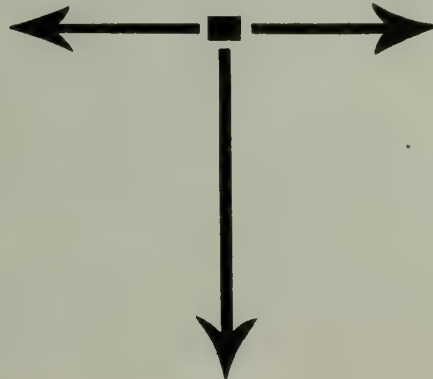
**RELIABLE  
QUALITY**

**"Enterprise"  
Ice Shredder**

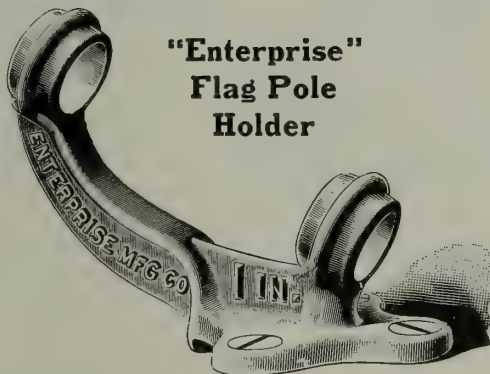
For Shaving Ice—Coarse or Fine



It is not necessary to take the ice out of the refrigerator; the cup can be filled from the side, top or end of cake of ice without disturbing the ice; the shredder is simply drawn upon a piece of ice.



**"Enterprise"  
Flag Pole  
Holder**



Strong, Durable, Attractive, Cheapest and Best Holder Made.

We guarantee satisfaction and to fill all orders promptly and ship them quickly.

## The Enterprise Manufacturing Co. of Pa. PHILADELPHIA

29 Murray St., New York City

176 N. Dearborn St., Chicago, Ill.

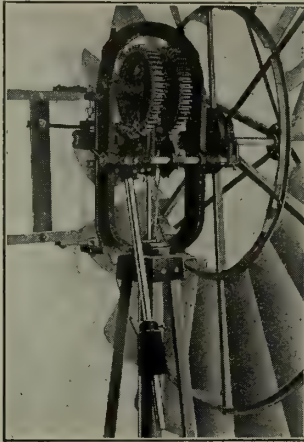
530 Golden Gate Ave., San Francisco, Cal.



## WINDMILLS and PUMPS That Will Build Your Business

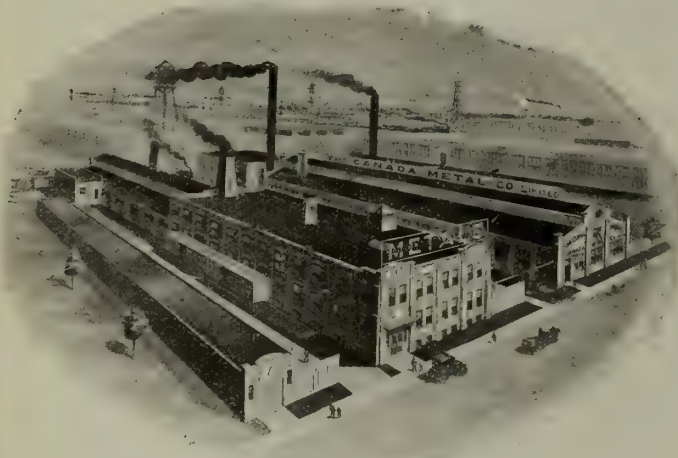
There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## Service and Reputation FOR HIGHEST QUALITY

have made us the largest  
**EXCLUSIVE METAL DEALERS**  
in the  
**DOMINION OF CANADA**

We carry in stock **ALL INGOT METALS**

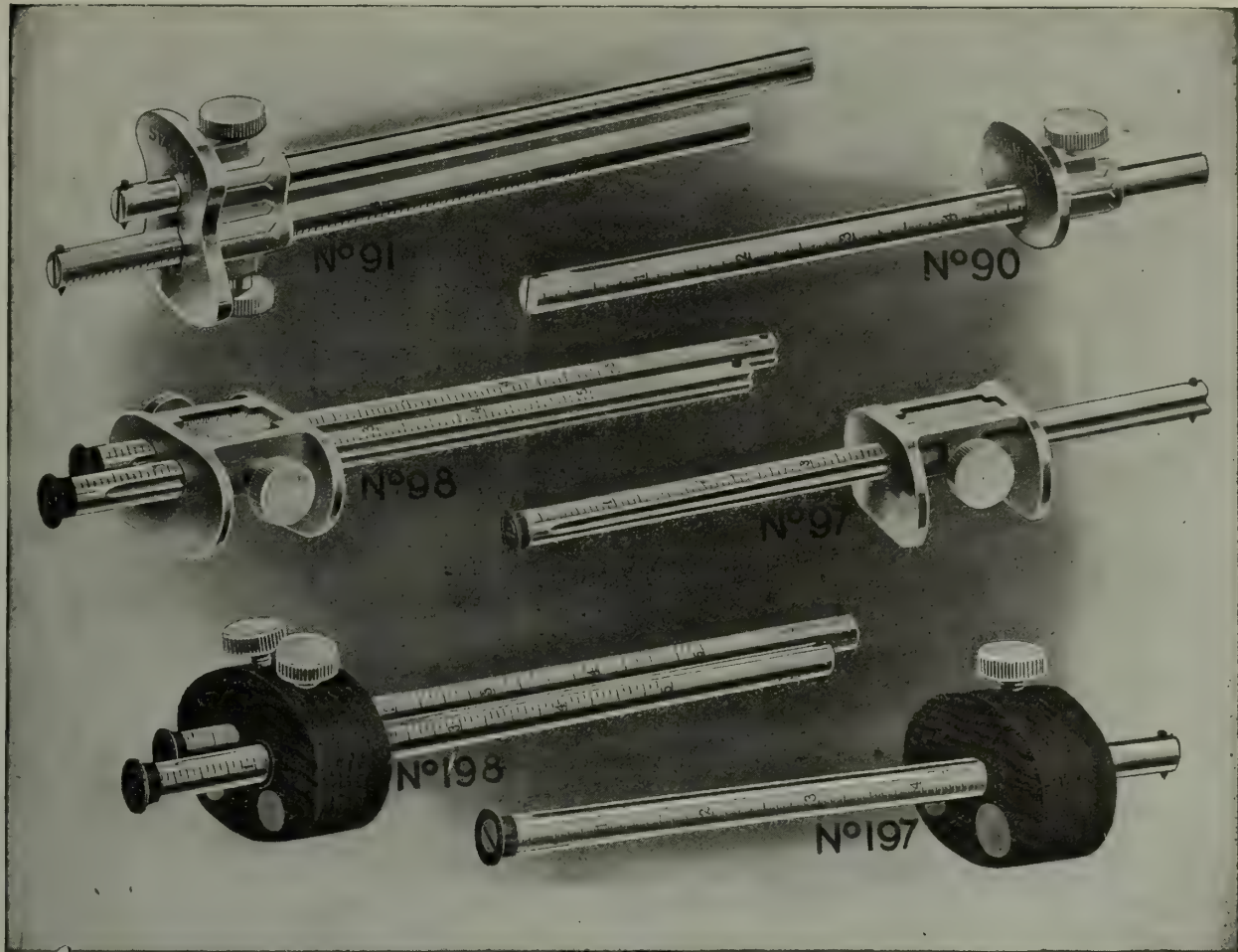
*Write for prices. You will find them interesting*

**WE MANUFACTURE:** Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

## The CANADA METAL CO., Limited

Head Office and Factory : TORONTO

Branch Factories : MONTREAL, WINNIPEG



## Stanley Tools

The compactness, ease of adjustment, and accuracy of graduation combine to make the METAL GAUGE attractive for all classes of work.

To meet the increased demand for these tools we have added several new styles and patterns.

### Just a Few Selling Points Covering Those Shown Above,—

Nos. 90, 97 and 197 are MARKING GAUGES only, having but one bar, Nos. 91, 98 and 198 are MORTISE GAUGES having double bars.

The bars in all numbers are six and one-half inches long and graduated in sixteenths of inches for five inches.

The narrow gauging face on the metal heads is very convenient in many instances.

The roller cutters on Nos. 97, 98, 197 and 198 enable the user to scratch a fine line across the grain and over knotty places in the wood without splintering.

The rosewood head on Nos. 197 and 198 make them very attractive to many. Both sides of the head are protected by brass face plates to prevent wear.

The metal parts of all numbers are heavily nickel-plated and highly polished.

These Gauges will sell readily if properly displayed.

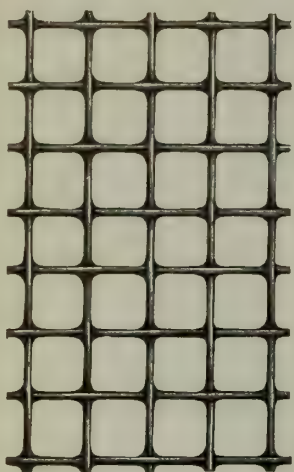


**Stanley Rule & Level Co.**  
NEW BRITAIN, CONN. U.S.A.





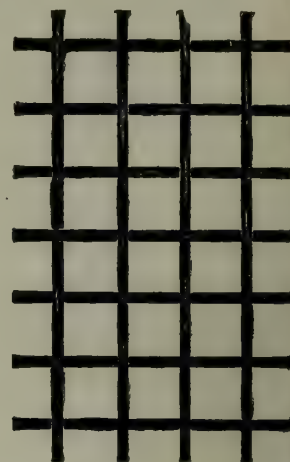
# Wire Cloth



**Sand Screen Cloth  
Fanning Mill Cloth  
Regalvanized Wire Cloth**

**EVERY DESCRIPTION OF WIRE  
CLOTH AND WIRE WORK**

**Wire Rope  
Wire Rope Fittings**



Manufactured by

**The B. Greening Wire Company, Limited**

HAMILTON, ONT.

MONTREAL, QUE.

## The NICHOLSON-MADE MOWER FILE

**T**HIS is a new Solid-Handle Mower File, made in Regular and Reverse Sections, of which you ought to "sharpness" and "cut" as the "Nicholson-made" File which preceded it. When you stock these "Nicholson-



stock both. It is "Nicholson-made."

This means it is a tool which, before reaching you, has had to pass 10 individual inspections and a final hand testing for all cutting sides.

Like all other "Nicholson-made" Files (or Rasps), this Mower File is made from a private steel, on private machines, and is heat-treated and hardened by a special private process.

The result is an excellent file. More than that, File after File is "just like the last." One is the same in "feel" and

made" Brands

**AMERICAN, ARCADE, GLOBE, GREAT  
WESTERN, KEARNEY & FOOT**

you benefit, because each file is "tested to a standard," and will give satisfactory performance. Buy "Nicholson-made" Files from all jobbers.

## NICHOLSON

38

File Company

**Port Hope, Canada**

# Maple Leaf SAWS

**Are Ground to True Taper—They will not Bind in Cut**

Our process of grinding is an entirely new feature in the manufacturing of saws.

When you are on the market for high quality saws, be sure to select the kind with the "Maple Leaf" trade mark—then you take out the best insurance against dissatisfied customers.



We also manufacture Improved Racer Lance Tooth Cross-cut Saws, Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Back, Butcher, Pruning, Buck, Saw Tools and Supplies.

There is a splendid profit and much satisfaction awaiting you.

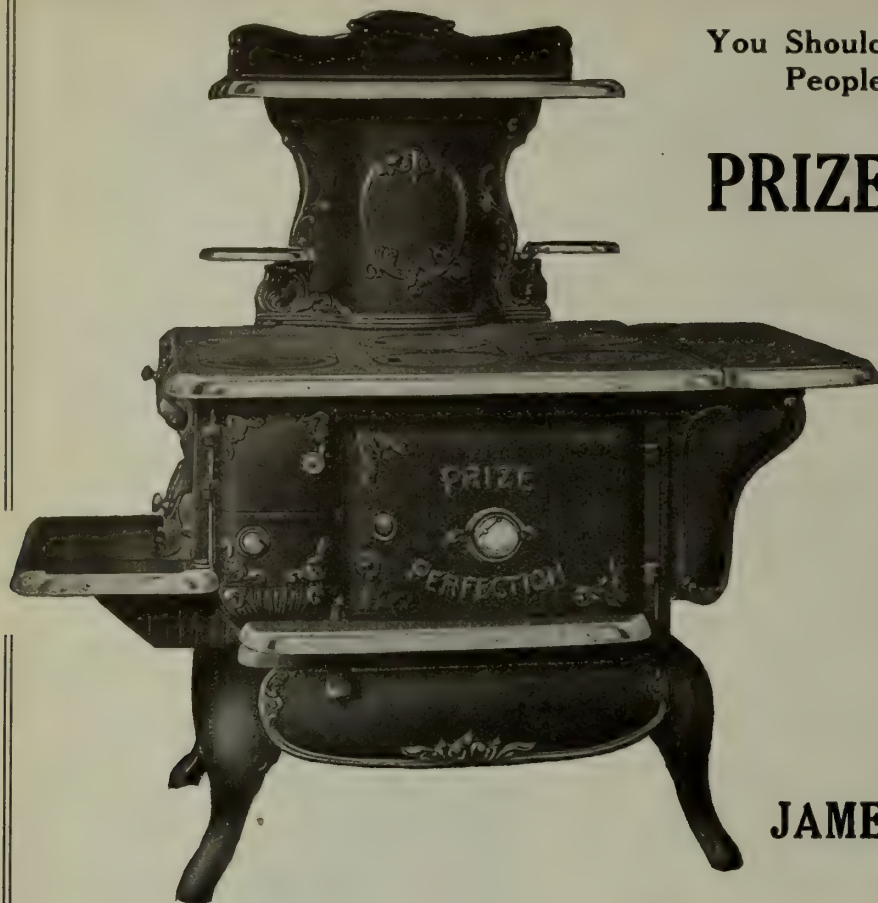
Once you are familiar with "Maple Leaf" Saws you will sell no others. Write for particulars.



**Shurly, Dietrich & Co., Ltd.**  
GALT, ONTARIO

and 1642 Pandora St., Vancouver, B.C.





You Should Be Prepared To Supply The  
People Who Want A Low Price  
Range With The

## PRIZE PERFECTION

—It's Guaranteed

This is an entirely new range for 1913.

It is of latest design and includes many points of real merit.

Well proportioned fire box is fitted with Duplex Grates.

Large square oven. Four or six holes.

Burns hard or soft coal or wood.

Stock it now. There's a good profit.

The  
**JAMES SMART Mfg. Co., Ltd.**  
BROCKVILLE, ONT.

# PEASE

ECONOMY

# BOILERS

Write to-day for Catalogue and Prices  
**Pease Foundry Company**

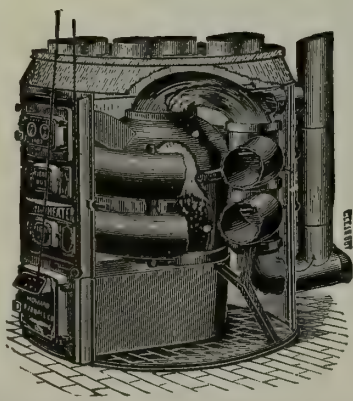
LIMITED

Works: Brampton. Head Office: Toronto.  
Branches: Vancouver, Winnipeg, Hamilton  
Montreal.

## IT'S QUALITY AND ADVANTAGES THAT MAKE

# CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

**The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.**

# Getting Furnace Contracts

On a competitive job, as a rule, you can only secure an order if your price is the lowest, unless you can persuade your customer that you are offering him a better furnace.

You can prove to him that you are offering the best if your tender calls for a

## HECLA FURNACE



It is the only furnace that combines such constructive features as STEEL RIBBED FIREPOTS, FUSED JOINTS, INDIVIDUAL GRATE BARS, CAST IRON COMBUSTION CHAMBERS, etc.

Each of these features makes an instant and lasting impression on your customer in favor of a HECLA.

Our widespread advertising prepares the customer for your talk and thousands of satisfied users all over Canada will back up your argument.

Send for a HECLA catalogue and a supply of "COMFORT AND HEALTH" booklets.

## CLARE BROS. & CO., LIMITED PRESTON, ONT.

Makers of

**Peninsular Ranges**

**Window Chutes**

### BRANCHES:

CLARE & BROCKEST, Limited  
Winnipeg, Man.

RACE, HUNT & GIDDY,  
Edmonton, Alta.

REYNOLDS & JACKSON,  
Calgary, Alta.

J. M. KAINS & CO.  
Vancouver, B. C.





**I Did It  
With My  
HAMILTON**

The boy who owns a Hamilton Rifle is mighty proud of it.

Sell one of these wonderful small rifles, and it makes many more customers for you—quick.

Once a boy sees this Hamilton 27, and learns its wonderfully low price, he won't rest until he gets one.

Put it alongside of higher-priced rifles, put it to the test of actual service, and it will outsell any boy's gun made.

# HAMILTON

22 CALIBER

# RIFLES

are not cheaply made. The low price is the result of years of manufacturing experience, exclusive patents, and careful shop economy.

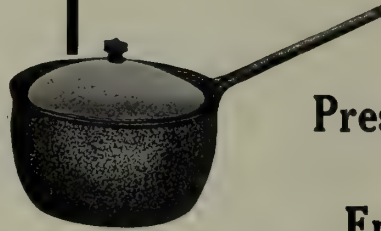
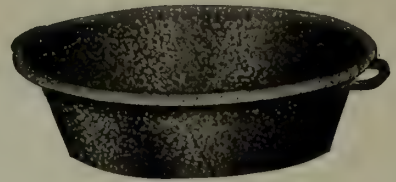
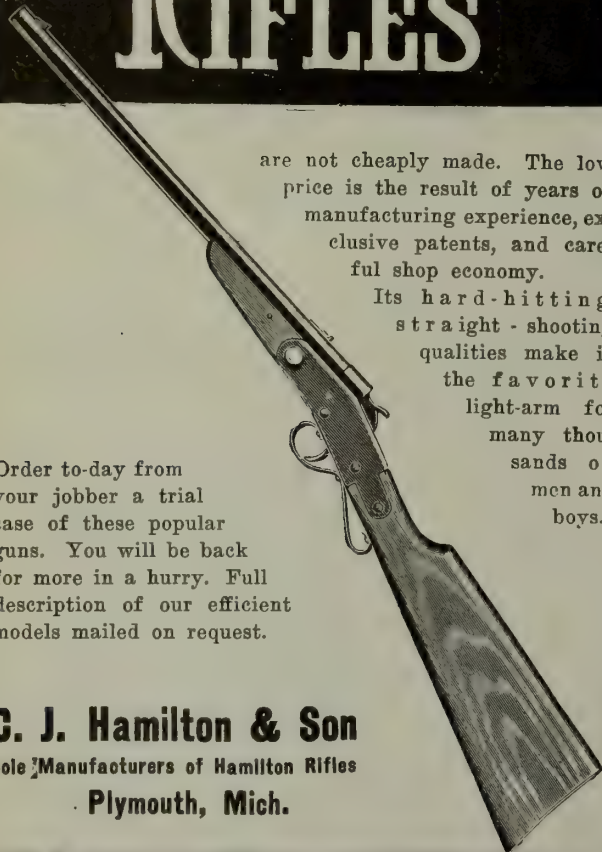
Its hard-hitting, straight-shooting qualities make it the favorite light-arm for many thousands of men and boys.

Order to-day from your jobber a trial case of these popular guns. You will be back for more in a hurry. Full description of our efficient models mailed on request.

**C. J. Hamilton & Son**

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.



**Preserving Time  
is  
Enamel Ware  
Time**



It should be your time for doing big business, too—you will if you stock the right kind of enamel ware.

McClary's "Canada" Ware (blue and white) is perfect in form, color and finish. Acid proof salt and pepper lining. A high grade ware for which there is a great demand.

McClary's "Imperial" Ware (grey mottled), inexpensive, but durable. Renowned for its smooth, tough coating. Both looks well and wears well. A stock of "Canada" and "Imperial" ware meets every demand and means satisfied customers.

There's money in it for you.

Write to nearest branch for catalogue giving full particulars.

# McClary's

London  
St. John  
Montreal

Winnipeg  
Calgary  
Vancouver  
Saskatoon

Toronto  
Hamilton  
Edmonton

# Mr. Dealer,—

This is not a talk on the merits of our products, you know them. We just want to remind you of the strong advertising campaigns of past years and to draw your attention to the fact that this year we are advertising Sunshine Furnaces even more thoroughly than ever.

Householders in your neighborhood who are contemplating the installation of a furnace will have the superiority of the "Sunshine" brought home to them.

If you handle this furnace, the whole weight of the McClary name and McClary advertising and the advice of our experts is at your back to help bring right home to you those good profits that come with the sale of a good article.

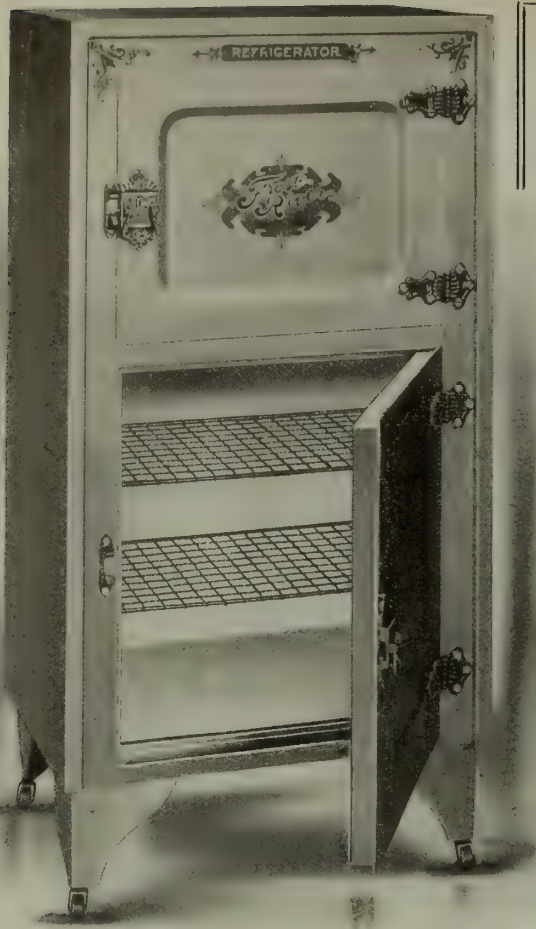
Don't forget that we are the largest stove factors in the Empire *because* we give our dealers a first class article to sell and help them to sell it.



## McClary's

London    Toronto    Montreal    Winnipeg ] [Vancouver  
 St. John, N.B.    Hamilton    Calgary  
 Saskatoon    Edmonton





## Frost River Refrigerators

***Made entirely of Sheet Steel Galvanized***

**Enameled Pure White inside and out.**

They are very attractive, being delightfully dainty and clean in appearance, they secure the attention of the average house-keeper immediately on sight.

The all-steel body cannot warp, shrink, crack fall apart or decay—and without abuse a "Frost River" Refrigerator will last through a generation—and when installed will positively give any kitchen the appearance of refined elegance. There are absolutely no seams or crevices to harbor dirt or bacilli and cause foul orders.

They are very economical on ice and have a swift dry air circulation that reaches and purifies every square inch of the interior compartment.

**Made in 3 sizes:—**

No. 22—Height 49 inches; width 25 inches; depth 18 inches.

24—Height 52 inches; width 27½ inch; depth 20½ inch.

26—Height 56 inches; width 33 inches; depth 22 inches.

Numbers 22 and 24 have single doors.

Number 26 has double doors.

Write for prices.—Yes, we can ship promptly.

**The Thomas Davidson Mfg.  
Co., Limited**

**Montreal**

**Winnipeg**

**Toronto**

## "The Empire Line"

**Mr. Dealer!**

Have you talked to the "Newly Weds" about a new stove? If you sell them an

**"EMPIRE STEEL"**

you will keep their custom. It is made with a Highly Polished Steel Body, Finest Double Nickel Plate Dress, and Artistic Tile High Closet.

It appeals to young and old. As a Baker it cannot be equalled, and has earned a reputation for Economy in fuel.

Has extra large, quick-heating Reservoir.

Sizes: 18 inch and 20 inch oven, 9 inch covers. Made Square, Reservoir, Tea Shelf, or High Closet.



**Canadian Heating and Ventilating Co., Ltd.**

**OWEN SOUND, CANADA**

**Montreal**  
Can. Stove & Furniture Co., Ltd.

**Winnipeg**  
Christie Bros. Co., Ltd.

**Vancouver**  
Munro & Arnott

## WINDMILL POWER IS GROWING IN POPULARITY

*For Pumping and it is not equalled by any power*



**T**HOUSANDS of Farmers who have done their first power pumping by gasoline engines have become tired of it and are buying windmills. The cost of gasoline, oil, batteries and repairs, along with the time it takes to start and stop an engine in pumping for 150 head of stock and the average farm home with a gasoline engine will buy every year a

### Baker Galvanized Wind Engine

It takes no fuel and requires no engineer, and stock will have water at all times.

The Heller-Aller line of windmills, pumps, steel tanks and well supplies will certainly increase your business with great profit to yourself and customers.

Write for catalogue No. 45 and our selling proposition to dealers.

THE HELLER-ALLER CO.

Windsor, Ont.



### KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

### PORTABLE BAKE OVENS

35 Sizes. Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.  
Brantford - - - - - Canada

Write for General Catalog

## Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.

## LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

**London Rolling Mill Co., Ltd.**  
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba—Bissett & Loucks, Limited, Winnipeg

**Reliable  
QUALITY**

## The Service that

## DELTA Files

**Give  
Assures  
Complete  
Satisfaction**



**"The only Line of  
Files from 3 to 24  
inches that are  
made absolutely of  
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STEEL"**

When a customer calls for a file he naturally wants the kind that will give him the best service. Delta Files have been subject to every comparative test and have always won highest honors.

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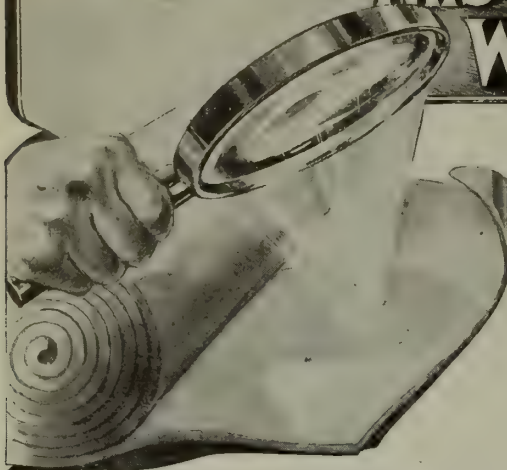
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All ready roofings—except J-M Asbestos (stone) Roofings—are made of so-called felt composed of animal or vegetable fibres. When these fibres were growing, they lived upon the ground or animal from whence they came, and received their life therefrom. So every fibre of this nature is hollow, like a straw.

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## J-M Asbestos Roofing

is not merely one sheet of water-proofed stone felt, but several layers cemented together with nature's wonderful water-proofer—Trinidad Lake Asphalt. This asphalt is also hermetically sealed, making any escape of oils or asphalt impossible.

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Because of its stone nature, J-M Asbestos Roofing also never needs coating, and is acid-proof, rust-proof, rot-proof, and a perfect fire protection.

Write nearest Branch to-day for Illustrated Catalogue No. 303 and full particulars of our proposition to hardware dealers.

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ANTI-RUST  
DISH PANS


are pressed out from a SINGLE Blank of X.X.X.X. Tin Plate, and fitted with heavy wrought iron handles, firmly riveted on.

Quarts .....	14	17	21
Weight per dozen, lbs.....	32	40	45
Wrapped ¼ Dozen in Bundle.			



E. T. WRIGHT CO., Limited, - HAMILTON, CANADA  
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SLEIGH SHOE BOLTS, PLOW BOLTS,  
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ASK YOUR  
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Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

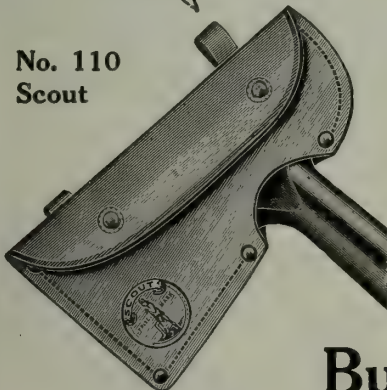
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Scout



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It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

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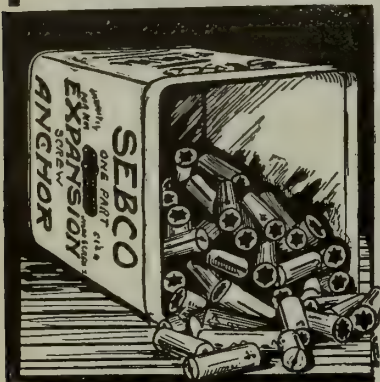
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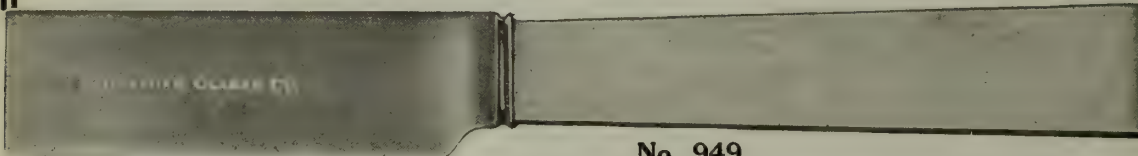
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The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Ltd.,

Niagara Falls, Can.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que. N.F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

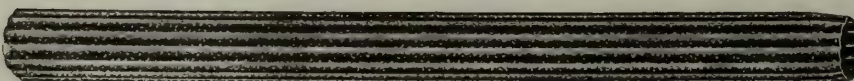
## No time lost fitting our eavetrough together, always the same

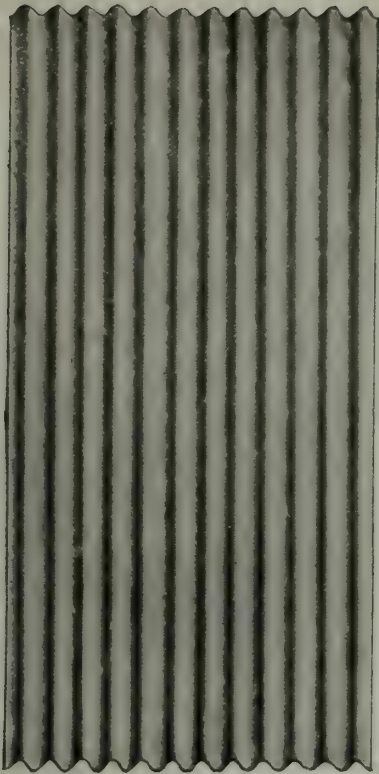
Try our conductor pipe, elbows, valleys,  
ridge roll, skylight, ventilators, and

### CORRUGATED IRON

*We ship while others are thinking about it*

## WHEELER & BAIN, Toronto





## There is a Difference in Corrugated Iron

And that difference determines the value and service your customers get out of the corrugated iron they buy. If you wish to get the reputation of handling the best grade of corrugated iron that can be bought it will be to your advantage to communicate with us and learn just why

## “Metallic” Corrugated Iron

is better—why it is stronger—why it will last longer—and why it is very important to your customers that they buy only the best grade. “Metallic” is the only corrugated iron on the market that actually has deep corrugations. We manufacture our corrugated iron from sheets of especially made metal that holds its shape, and the corrugations remain straight and true indefinitely. Ask us to send you complete information about our corrugated iron. It has an excellent reputation among the most discriminating buyers in Canada. Metal experts—men who know—specify “Metallic” when ordering corrugated iron. We can supply you with either galvanized or painted sheets, straight or curved.

**The Metallic Roofing Co., Limited**

MANUFACTURERS

TORONTO

and

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## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of  
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It's a Pink anyway you take it,  
and it's the best Peavey made.



# The NEW IDEA

One of the Best Hand Operated Washing Machines Made



They have many of the famous New Century features and some exclusive ones; notably—DETACHABLE TUB, the absence of obstruction inside.

Cover and Rubbing Board that lift together and allow water to drip back into tub.

They're Great Sellers—and advertise you day in and day out.



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**Cummer-Dowswell, Limited**

Hamilton, Ontario

We Protect the Dealer



# SIMONDS SAWS

When you sell Simonds Hand Saws you sell saws that will please carpenters whose age and experience have years ago taught them what is best about Saws. They will recognize instantly the Simonds blade as being made of superior steel that will hold its edge, and is uniformly tempered. The Simonds apple wood handle giving an easy, comfortable hang to the Saw, is an excellent feature.

**SIMONDS CANADA SAW CO., LIMITED**  
MONTREAL, QUE.

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In the United States—SIMONDS MFG. CO.

# **We are now prepared to accept orders for Hay Wire, Hay Rakes and Hay Knives**

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Our Hanging Fly Catchers are the most effective we know of. They do not dry out, but attract and hold every fly in places where they are used.

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We would advise our clients to sort up their stock of Harvest Tools, Lawn Mowers, Garden Barrows, Grass Shears, Water Hose, Couplings, Nozzles and Clamps, Black Wove Wire, Gem and Blizzard Freezers, Ice Tongs. Stocks on these lines will be running low, and if orders are left too late, disappointment in delivery is sure to result.

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The Colborne Electric Iron sells freely during this hot weather. Remember, while the cheapest, ours is the best.

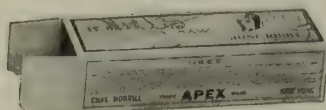
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As exclusive agents for Ambroid, the new universal cement, we have had remarkable success with the sale of it. Customers not having ordered yet will do well to do so, as this is the season when boats, canoes, clothing and tents need repairs. There is nothing like Ambroid to do it.

**Caverhill, Learmont & Co.**  
MONTREAL



# The Way We Pack Them Helps You Sell **MORRILL SAW SETS**

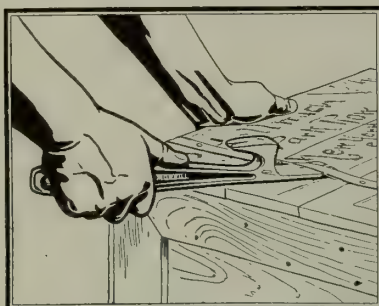


Each Saw Set is packed in an attractive orange-colored carton (one-half dozen in a wooden box). Full directions, uses and warrant printed on each carton which contains an illustrated circular on how to point, set and file hand saws. The carton presents a very attractive appearance and will help you sell our Saw Sets more readily than ordinary Saw Sets which are packed loosely.

By reason of its accuracy and superior quality the MORRILL "Special" is in more popular favor than any other Saw Set. The "Special" is a mechanically perfect tool, so simple that a novice can set any 4 to 15 point Saw, not over 16 gauge, as perfectly as an expert and without the slightest difficulty. Look for this trade mark on each Saw Set. \$16.25 per dozen.

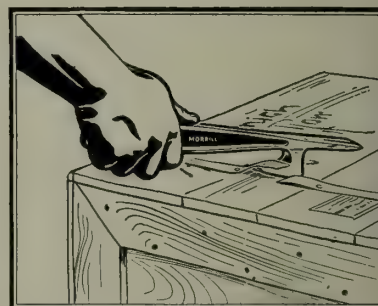


## HERE'S A NEW ONE

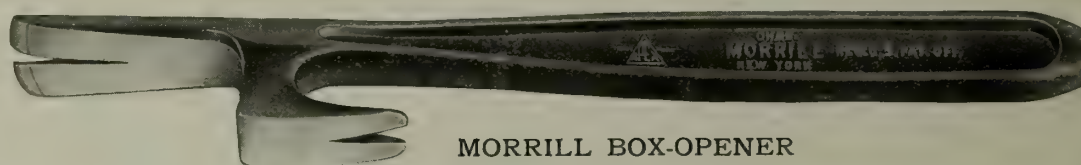


*If the box or case is iron strapped, first pry up the strap with the chisel end.*

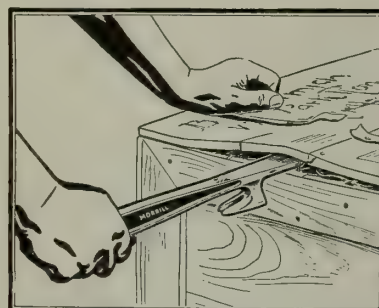
The MORRILL Box Opener—short enough to be handy—long enough to secure leverage sufficient to open any case or pull any nail. Can be used as a claw-bar, box chisel, strap cutter, nail puller and hammer. Cases and nails are never destroyed and can be used over again. The nail is always pulled out straight.



*Cut the iron or wire strap by running the hammer claws under it and pulling up.*



**MORRILL BOX-OPENER**

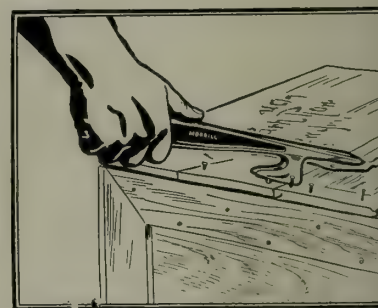


*Pry up lid with chisel end, then hammer it down, leaving the nails projecting.*

The MORRILL Box Opener is drop-forged from a special high grade tough steel in one piece. Can't get out of order—is indestructible—requires no skill to operate. Not the least chance of injury to the hand.

Length 14 inches — weight 1 $\frac{3}{4}$  pounds. Packed 3 dozen in a wooden case. \$18.00 per dozen.

Our trade mark on every Box opener is your guarantee.



*Draw out nails with hammer claws—remove boards which will be in good condition*

# CHAS. MORRILL

94 Lafayette Street  
**NEW YORK**

# HARDWARE AND METAL

## *Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JUNE 21, 1913.

No. 25

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

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(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

### HARDWARE AND METAL

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FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

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**T**HERE'S no surer, quicker, easier outlet for your stock of shells, shotguns and equipment for shooters than an active Gun Club.

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Keep your eye on the Gun Club. Use our free electro service to inform shooters you are well stocked with shells, guns, targets and Gun Club equipment.

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Montreal



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## "QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.  
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Bristol, Newport and Montreal

A. C. Leslie & Co., Limited  
MONTREAL  
Managers Canadian Branch



## CHARCOAL TINPLATES

High grade genuine Charcoal Plates  
Tissue Packed.

*Specify "DOMINION CROWN" on your next order.*

**A. C. LESLIE & CO., Limited**  
MONTREAL

# Planning for Proper Warehouse Facilities

**Hardwaremen Need Room at Rear of Store for Storing of Goods—Some Racks Which Can be Used to Splendid Advantage—Tracks Are a Great Convenience for Moving Goods.**

*The Mexican will pay a fancy price for a handsome sombrero hat and clothe the rest of his person in the worst of rags. Some retailers in fitting up their premises seem to act on the same impulse as the vainglorious Mexican who believes that a good hat is all that is needed to be well dressed. They will fit up a handsome store and forget to provide the proper room at the rear for storing and shipping purposes. In the accompanying article, stress is laid on the necessity of proper warehouse facilities and plans for same are shown.—Editor.*

There are very few hardware firms who do not complain about the scarcity of room in which they can properly store their merchandise. This is especially true regarding the outside warehouses where heavy hardware and building materials are stored. The hardware store without plenty of room is badly handicapped and much valuable time is lost by employees who have difficulty in finding goods that have been hidden away through overcrowding.

Considerable damage through breakage, etc., is often done to goods that have had to be left in a disorderly condition on account of not having a roomy warehouse.

Hardware and Metal have received requests from hardware merchants for information regarding the layout of warehouses. The accompanying plan shows roughly the arrangement of the goods in the rear warehouse of an Ontario hardware firm. The building is one storey high without basement. The merchant with a rear entrance to his warehouse as shown in the illustration, is very fortunate as farmers can drive their teams to the back door and have their goods loaded on. Delivery wagons can also be loaded at the rear and much confusion is eliminated which might occur should it be necessary to have all wagons call at the front of the store.

## Arrange in Departments.

It is a good plan to have the warehouse arranged in departments if possible, for instance, oils, lead, glass, putty,

etc., can be arranged in one department. Orders for paint contractors can be filled promptly and the clerk does not have to go to two or three places in the store in order to complete the order.

## Racks for Goods.

Much space can be saved by building racks that will accommodate the heavy goods. Sash weights, for instance, are often found scattered around the floor in hardware warehouses. They take up considerable room and very often become mixed up, taking much of the clerks valuable time in picking out the sizes to fill his order. It is not uncommon for weights to become broken when thrown around indiscriminately. Much space and time can be saved by pigeon-hole fashion. The rack may be built about 5 or 6 feet in height and whatever length is required. By doing this, much valuable floor space is saved and the weights are kept in an orderly condition.

Galvanized iron can also be kept in good condition by building a rack in which the sheets can be laid flat and in which several gauges can be stored. Pipe racks will also carry a representative stock of pipe in a reasonable space and a merchant can tell at a glance if his stock is getting low in some sizes. This is impossible if the pipe is thrown carelessly on the floor and the sizes mixed up, which unfortunately is often the case. Bar iron may be placed on racks or may be stood with the bars in an upright position, each size being separated

by projecting arms which extend out from the wall.

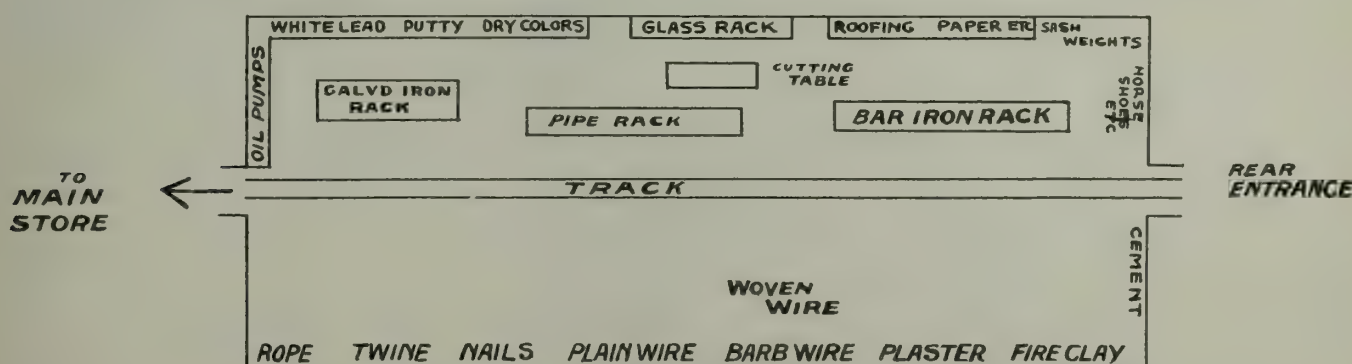
## The Storing of Glass.

Glass is another commodity in the hardware store to the storing of which special attention should be paid. The loss sustained through broken glass as the result of improperly storing it would soon reach an amount large enough to pay for a good substantial section of shelving.

A hardware firm had been in the habit of standing the glass boxes along the centre of the warehouse floor, the end box being supported by a couple of nail kegs. These kegs were moved away by a farmer who had mistaken them for two kegs which he had purchased, the result being that several of the cases fell over, the contents of three cases being totally destroyed.

One Western Ontario hardware firm have built a special row of upright shelving for storing window glass. Each section holds one case of the size for which it is intended, the cutting board is located near by and no time is lost in getting out orders. Each compartment bears a label. It is the duty of one of the junior clerks to see that each compartment is kept filled and if there is not sufficient stock to fill them, he makes out a report of all sizes on which the stock is getting low.

Nails can also be stored in a compact manner by using the nail racks described in a recent issue of Hardware and Metal.



*Plan of warehouse which gives ample room for the proper storing of goods.*



### Track for Moving Goods.

In the accompanying illustration is shown a track which extends from one end of the warehouse to the other. A small flat car is run on this track and several hundred pounds of goods can be conveyed from one end of the building to the other in a few minutes. This would be slow and hard work for the clerks, if the goods had to be trucked or carried.

In the Mitchell hardware store in Kingston, Ont., they have no rear entrance to their store or warehouse and all goods have to be taken in through the front door of the main store interior. They have a track extending from the rear of the warehouse to the front door of the store and find it convenient for rapidly unloading goods. A carload of binder twine was recently taken in by the clerks in a very short time, as several bundles of twine could be loaded on the flat car at one time and conveyed direct to the rear of the warehouse where the twine is stored.

A car of this kind is exceedingly useful for nails, barb wire, cement, white lead, etc., as one clerk can easily handle several hundred pounds on one load.

### Proper Wiring Necessary.

Great care should be taken to see that all electric wiring is done properly and it is a good plan to have a switch near the door where all lights in the building may be turned off by the clerk who locks up the building.

Much time can be saved by having price cards in warehouses and preventing the necessity of clerks going back to the store in order to obtain prices on the goods.

The Wanless Hardware Store of Chatham have found that their clerks can save much time by having price cards at their disposal in the rear warehouse.



### RATE OF DUTY.

Department of Customs, Ottawa, have issued appraisers bulletin No. 660 for the guidance of customs officers as follows:—  
File No. 67,948.

Silica brick for use as fire brick (9 inches x 4½ inches x 2¼ inches) and valued at over \$16.00 per thousand at place where laden for export to Canada, being of a class or kind not made in Canada, may be imported free of duty.

Note.—Silica brick admitted free under this provision should contain over 90 per cent Silica.

## Catalogues and Booklets

### Electric Heaters.

The Schniewindt Electric Co., 40 and 41 Staniforth St., Birmingham, England have issued list 017A illustrated, showing their line of electric heaters. Illustrations of many models of electric heaters are shown.

### Ross Rifles.

Ross Rifle Co., Quebec, Canada, have issued a new illustrated booklet dealing with Ross rifles. The booklet gives valuable information regarding rifle construction, ammunition, etc. A number of illustrations are shown illustrating the results that have been obtained at target shooting. The booklet consists of 32 pages which are gotten up in a very attractive manner and should be appreciated by all persons who are interested in rifles. Copies will be mailed on request from the Canadian factory or from the United States agents Post and Floto, 14 Reade St., New York City.

### Bissell Co. Folder.

Bissell Carpet Sweeper Co., Grand Rapids, Mich., are issuing a series of mailing folders to the trade in Mr. VanLueven's territory while he is taking a three months' vacation in Europe. The first of the series has been mailed and shows an illustration of a dock scene with Mr. VanLueven waving farewell before embarking. In the folder Mr. Lueven outlines his trip and promises to let the trade hear from him from time to time while abroad.

### Mantles and Grates.

The Winnipeg Paint and Glass Co. have just issued a new mantel catalogue which shows the complete lines of mantels, grates, tiles and fire sets, which are carried. The catalogue is finely illustrated with half tones, so that the hardware man has every facility in deciding exactly what he wants before sending in his order. The catalogue may also be used to show customers the various styles of mantels and grates which they may secure. Price lists are given in this catalogue, copies of which the company is ready to mail on request.

### Folder on Painting.

Brandram-Henderson Ltd., have issued a folder entitled "Hire a careful painter," which gives much valuable information regarding the methods that

should be employed in applying paint and in seeing that satisfactory results are obtained. They have also issued a booklet entitled "Choose and Use," ten little money makers. The booklet shows several prepared advertisements which the firm will supply to customers.



A leak often noticed in hardware stores is that of being out of stock in certain lines of staple goods for which there is a steady sale. A painter recently called on a hardware firm for 6 packages of oo glaziers points. He was told by the clerk that they were just out but they would have lots of them in the following week. The painter went to another store and purchased sufficient for the job on hand. The following week he dropped into the first mentioned hardware store and the clerk again told him that they did not have the points in stock. He said that a shipment of goods had arrived but the points were missing. The reason the points had not arrived was that the clerk had forgotten about the shortage and as no regular system of stockkeeping was established in the store an order was sent in to the jobber but the order did not include the glaziers points.

Delays of this kind are very annoying to customers and it is not an uncommon occurrence for a customer to become dissatisfied at the delay and turn his order over to an opposition store. A simple solution of the problem is the use of want books. Have one in each department so that clerks will mark down shortages as soon as they are noticed. Where only one want book is used, it is often out of reach of the clerk at the time the shortage is noticed and the result is that the shortage is forgotten. When a book is kept in each department it is always easily accessible and there is no excuse for the clerk not making a note of shortage.



### IN NEW OFFICES.

The Hobbs Manufacturing Co. are now located in their new offices and warehouse at 43-45 St. Maurice Street, Montreal.



# Landing the Fishing Tackle Trade

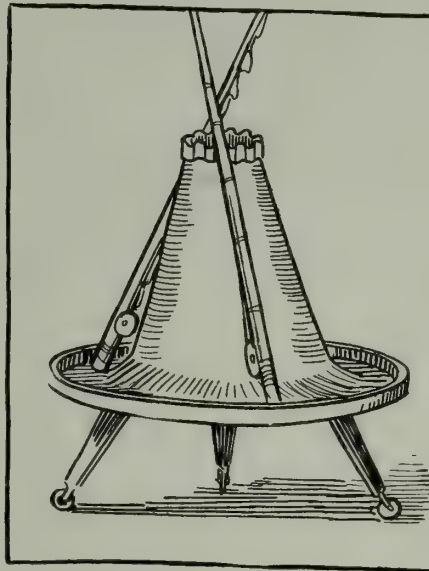
Plans Adopted by Hardwaremen in Various Points—How Window Displays Promote Sales—A Handy, Space-Saving Rack for Fishing Rods—Other Methods That Bring Results.

The city fishing enthusiast is filled with longing on the first mention of the holiday season, for to him it brings memories of gallant fights with "gamey" fish—of quiet streams and a well-filled basket proving beyond peradventure of a doubt, the angler's skill. The city fisherman usually takes his holidays in July and August so that the present time is the opportune time to get after this fellow's trade—it is the time to show your stock of fishing tackle and other accessories that go to make up a complete sportsman's equipment for the ensnaring of the wily fishes.

In the window of the hardware store of L. C. Giguere, on St. Joseph Street, in old Quebec City—right in the heart of the fishing camps—was seen a display of fishing equipment that would be hard to eclipse and which was the means of boosting the sales in this department. The display was particularly aided by the large window which allowed the window dresser ample space to display the wide range of fishing goods carried in this wide awake store. The background of the display was a bush made up of fishing rods, and the arrangement of them certainly made the display very realistic. The base of the rods were sunk in imitation moss, leaves and other forest coverings. This arrangement gave the impression to anyone seeing it that this store kept an immense stock of fishing rods; and indeed they do. In front of the rods were all manner of fishing hooks, flies, trolling spoons, bait receptacles, hampers, rod cases, nets, etc. These articles were too numerous to mention as the auctioneer would say, but they added greatly to the effectiveness of the display, for any enthusiast who saw the display would surely be struck by the wide range of accessories stocked by this store and immediately he would think "Well, here is a store where I can get anything I want the next time I go fishing."

The heaviness of the display was relieved by the use of a few mounted fishes which were the trophies of some local sportsmen and these were used to attract the eye of the passer-by and get him interested in the rest of the display.

The result produced by this display was a large increase in the sales of fishing tackle and a higher niche for this store in the estimation of the Quebec fishermen.



*Stand for holiday fishing rods.*

## An Elaborate Display.

R. & W. Kerr, Limited, St. Catherine Street, Montreal, have the name of having clever window trims, but last week they simply outdid themselves in the trouble they went to to put in a fishing tackle trim. But the result justified the energy and time expended on it.

The idea behind the display was the attempt to reproduce a fishing camping scene. In the main part of the window was a large galvanized pan about three by two and a half feet and about one foot deep. This was filled with water and by means of a mechanical device it was kept running. In this tank were placed several small fish while the edges of the pan were covered with imitation moss. At the back of the pan, on a raised knoll, was a miniature tent and in the tent were miniature figures. In front of the tent on a tripod was a pot and under the pot were some sticks over a red electric light which threw a red glow up through the sticks. Around the tent were a number of fishing rods. The scene was very real looking and attracted considerable attention at night when the only lights visible were those in the tent, which were reflected on the water and the camp fire light.

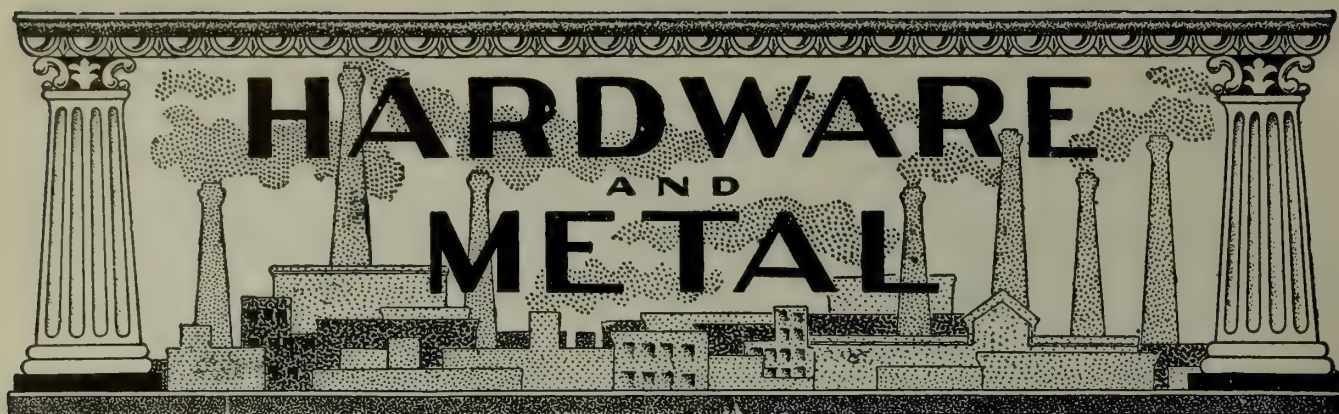
Across the window and above the line of vision was a netting on which were hung all manner of fishing hooks, flies, etc. The corners of the window and the border were made with all kinds of accessories, such as bait receptacles, glass minnow traps, rod cases, thermos

(Continued on page 41.)



*An original fishing tackle window display.*





Vol. XXV. No. 25

Toronto, Canada, June 21, 1913

Two Dollars per Year

### THE BUSINESS SITUATION.

The warm weather has brought about an undoubted improvement in business conditions. Retailers report that they are finding a brisker tone and that everything points to an active summer's trade. Altogether the situation gives every reason to hope that the worst has been passed and that the improvement will now continue rapidly.

Collections are better. Word from the West has been received to the effect that money is coming in more freely and that business generally as a result is beginning to pick up.

One of the most favorable features is the splendid outlook for crops. All reports so far have indicated that the prospects for bumper crops are of the best. This is in itself an assurance of prosperity. A heavy wheat crop means a great deal to Canada and for this reason all information referring to seeding in the West has been scanned very eagerly. The absence of all unfavorable comment on the score of crops has been significant.

Although a tendency toward conservatism and even retrenchment has been noted in some quarters, it can be accepted as a good sign. Lack of speculative activity will go a long way toward bringing the financial conditions back to normal.

### THE USE AND ABUSE OF HOLIDAYS.

The custom of employers giving holidays to staff members has become more general of late years. This is as it should be, for it is in the interests of both employer and employee that the latter should have an opportunity to rest for a certain period each year, and thus recuperate his powers. The employer, who looks at the matter in that light, will be quite willing to give each member of his staff the privilege of an annual rest.

The fact should not be lost sight of, however, that the granting of holidays is intended for mutual benefit, and that the employer must benefit quite as much as the employee. The former gives the holiday in order that the latter may return to work with renewed vigor and a keener interest, and with faculties sharpened to the

point of highest efficiency by the rest and relaxation. The employer is entitled to this share of the benefit.

The employee benefits doublefold from opportunity to rest from work. He probably needs the rest in the first place. In the second place, he is afforded an opportunity to improve his own usefulness for the following year. A holiday well spent sends a man back to work with higher ambition to advance himself.

This is the real use of holidays. The abuse consists in utilizing the time of rest to plunge into a continuous round of riotous gaiety—excursions, all night trips, fatiguing pleasures, cramming the largest possible measure of excitement and strenuous exertion into the time allowed. The sequel to such a holiday is that the employee returns to work jaded, more tired than when he left, lacking in ambition, initiative and the desire to promote his own and his employer's interests. This form of holiday abuse is very common, unfortunately. It is foolish, unfair and detrimental to the interests of all concerned.

(The above appeared in the July 6 issue of *Hardware and Metal* last year. It is reprinted by request.)

### INTERESTING POINT RE INSURANCE.

A correspondent raises an interesting point in regard to insurance on a hardware store. He says:

"Talking about insurance, a firm in Ottawa have been paying extra premiums for a number of years for the privilege of keeping five gallons of gasoline, turpentine and benzine each, in protected jackets. Their store was one of six burnt in a recent fire and they were the only firm to have any salvage. After the debris was cleared up, it was found that the gasoline, turps and benzine were not injured, the tops of the receptacles only being scorched. The contents were intact and were sold a few days after the fire by measure in the usual way."

Under the circumstances, doubt arises as to whether the insurance companies are justified in charging extra for the storing of these commodities when the proper storage facilities are provided. In the present instance, it was demonstrated that the highly inflammable commodities were not reached at all, although the fire apparently was at work around them and even damaged the receptacles. The presence of gasoline, turpentine and benzine did not add any to the fire risk in this store.

### UNIFORMITY IN HALF-HOLIDAYS.

In this issue is given a partial list of the days on which half-holidays are observed in the cities and towns of Ontario. The list is published largely for the guidance of travelers, who are confronted with the daily danger of dropping off in a town where all the stores are closed. Until a uniform day is chosen, this same confusion will continue to exist.

The need for uniformity will be realized after a perusal of the list given. It is there shown that in some sections within a small radius practically each week day is observed by one or more towns, with the result that the travelling public inevitably suffers inconvenience in such sections.

It is clearly time that some effort was made to get a uniform date established. Is not this a matter to be discussed at the conventions of the various associations?



### POINTED EDITORIALS.

A vacation is intended for the purpose of a rest, not for dissipation.

. . .

A uniform day for half holidays should be established next year without fail.

. . .

The warm spell has had the expected effect on conditions speeding up business generally.

. . .

Sometimes things will come to the man who waits. But it all depends on what he is waiting for.

. . .

It is only the ordinary man who is put out by difficulties. The man worth while welcomes them to show his metal.—Ex.

. . .

Your competitor is probably laboring under the delusion that the dull season is at hand. Make it the busy season in your store.

. . .

No man has grown so old that he cannot learn at least one new thing. If he can learn one he can learn a hundred or a thousand.—Sheldon.

. . .

Some dealers regard the letting of credit as a necessary evil, but they do not treat it as such. A necessary evil should be treated rigorously and only resorted to at times when it is impossible to do anything else. Many dealers treat the credit problem more like a spoiled child.

. . .

Too much stress cannot be laid upon the importance and business creating possibilities of the show window—it has been called the eye of the store but perhaps a better definition is that it is "the bull's eye of business" because it is the particular part of the business that works all the time. As an advertising medium it knows no last edition and as a salesman it works day and night and never takes, nor needs, a vacation.

## The Local Zone

THE Parcels Post measure, which will probably go into effect at the first of next year, was explained fully in last issue. The terms have not been fully decided upon by the Government except in regard to the establishment of two zones, provincial and local. The local zone, as explained in our last issue, is designed to protect the retailer by giving him a preferential rate over a radius of twenty miles. Whether or not this will have the desired effect will only be demonstrated by the test of time; and in the meantime opinions differ as to its expediency. One hardwareman writes to Hardware and Metal as follows:

"The Parcels Post is an accomplished fact, legislatively, that is. It is now squarely up to the Retailers, and their Associations, to safeguard their immediate interests in the matter. The "Local Preferential Zone", as suggested, is full of promise, if it is made elastic enough in its application to serve diverse local conditions.

"An arbitrary zone of so many miles is unlikely to afford the protection forecasted by the Honorable Minister. In the densely populated districts of the older provinces, such a cast iron rule might apply, but in the sparsely settled parts of Quebec, New Ontario, and the West, it would likely prove totally inadequate.

"If the milk must be spilt, a little care in the spilling may save vain after regrets. A Preferential Zone of set radius will deliver the Retailer within Preferential reach of the cities, gagged and bound, into the hands of his departmental competitors.

"The relative number of possible customers within the Preferential Zone will determine its protective value to the Retailer; not its area in square miles. A Local Preferential Zone based on a hard and fast population scale, and calculated for each Post Office from the Federal Census returns, is the only solution which presents any show of protection for the country storekeeper. Such a Preferential Zone system will prevent the city retailer from sharing in its benefits, but in the present view, it would seem the only solution by which the country Retailer will be at all protected."

There is doubtless something in the contention of our correspondent. It is not likely, however, that the disadvantage would be felt by retailers in a sparsely settled section so much as by those within the radius of the larger cities. There are many small places within twenty miles, say, of Toronto which will come under the local zone rule. Thus the mail order houses will be able to flood these towns and villages with goods, shipped out at the preferential rate, set by the Government for the protection of the retailer. It follows that the proposed system will hit the local dealers hard in these towns. From their standpoint it would have been far better had a flat rate been put into effect without any provision for local zones.

It may be that the remedy suggested by our correspondent, the fixing of zones according to population, would solve the difficulty here. The establishment of a fixed territorial zone would make the radius around a city the size of Toronto very small and in many sections, where the population is sparse, it will result in protecting a wide expanse from the inroads of the catalogue houses.



## Speeding Up the Collection of Accounts

**The System of One Merchant Who Claims He Gets Good Results—Has Four Standing Letters Beginning With a Mild One and Gradually Becoming Stronger—A Duty Which Must Never be Shirked.**

The collection of accounts is not always a pleasant duty, but it is a necessary one. A business cannot go on for long unless the money that is due it, is forthcoming. The allowing of debts to continue until they come within the "no good" class is the downfall of many a merchant. A man should go strongly after that which belongs to him. He knows that when his own bills come due he has to meet them promptly and in a judicious method, he should give his customers to understand the same thing.

When a bill becomes past due and still remains unpaid, it generally takes more than one attempt to collect it.

Some merchants have a follow-up system of letters for this purpose. The first one leads off mildly, but gives the debtor to understand that the amount is wanted. Gradually the letters are made stronger.

Some have a series of as many as ten letters, leading from the first mild request up to the climax. One merchant reports quite good results from a series of four letters of the same nature. These are reproduced herewith, and as they have proven quite successful by the merchant who drew them up, they ought to help others.

Just at present money is tight and many people are trying to hold on to

what they have. No better time could be selected for a strong aggressive collecting campaign. By getting after money systematically, the dealer is bound to make greater headway. Spasmodic attempts are never very successful.

The question of collections has become one of deepest moment since the money stringency developed. Ever since the first of the year there has been much talk about tightness of money and difficulty in making collections. These expressions have become once more proverbial, and are so true that with some business firms they cannot be passed over lightly. Collections have undoubtedly been in a bad shape, and though there are now some signs of conditions letting up a little, still that is all the more reason why greater efforts than ever should be put forth to settle up accounts of both long and short duration.

(1)

\_\_\_\_\_ 19\_\_

M \_\_\_\_\_

DEAR \_\_\_\_\_

Requiring to use a large amount of money right now it is found necessary to collect in some ready cash, and this request is being made of you, along with others. What you can do in the way of assistance at the earliest possible date will be highly appreciated. Please do what you can and oblige.

Yours truly,

Amount Due, \$ \_\_\_\_\_

(2)

\_\_\_\_\_ 19\_\_

M \_\_\_\_\_

DEAR \_\_\_\_\_

If requests for settlement are sometimes expressed more plainly and vigorously than at other times, it is because business requirements prevent the prolonging of credits. Your indebtedness is past due. You have been given a long time, much longer than was agreed upon, and present circumstances are such that your assistance is much needed. Please give this your immediate attention and oblige.

Yours truly,

Amount Due, \$ \_\_\_\_\_

(3)

\_\_\_\_\_ 19\_\_

M \_\_\_\_\_

DEAR \_\_\_\_\_

In further reference to the matter of your indebtedness it has become necessary to remind you that it is still unpaid. There is no wish to make you any cost, but it must be insisted upon that this claim be settled at once. It is not desired to crowd you and nothing more is asked of you than necessity demands. Please be prompt.

Yours truly,

Amount Due, \$ \_\_\_\_\_

Because money happens to be a little tight is no reason why the merchant should lag in his collecting campaign. In fact, the opposite is true. He should go after his own with greater energy, because it is harder to get, and he needs it to settle his own accounts. In periods of financial stringency, the larger corporations who have established first-class collection systems suffer the least. They get after their money with tact, precision, and, if need be, force. The retailer is entitled to his own, and he should get after it systematically.

(4)

\_\_\_\_\_ 19\_\_

M \_\_\_\_\_

DEAR \_\_\_\_\_

You have been repeatedly asked for a settlement, but seem to have given these requests no attention. If the amount is not paid or in some way adjusted in the next 10 days, you can blame yourself if such proceedings are entered as will collect it. Please save any trouble.

Yours truly,

Amount Due, \$ \_\_\_\_\_

Herewith are reproduced a series of four letters that have been tried and found useful by one merchant in collecting accounts. These are numbered 1, 2, 3, 4, in the order sent out. If the first does not produce results, the second is sent out. If this is ineffectual, it is followed by the third and fourth, but in only a few instances is such the case. The majority of fairly well-to-do people will see the justice of the first two appeals, making the third and fourth unnecessary. In cases where a merchant has a large outstanding indebtedness, some such system should prove beneficial.

# Entertainment and Social Features at Ottawa

Special Efforts are Being Planned to Make Hardware Week in 1914 Enjoyable As Well As Intensely Practical—One Evening Will be Spent in the Galleries of the House of Commons, Followed by Collation.

Secretary F. M. Tobin, of the Canadian Hardware Manufacturers' Exhibitors' Association was in Ottawa last week on business in connection with the Exhibition to be held in Ottawa, Feb. 16 to 21, 1914. While there the list of members was completed and as the membership is now full no further new members can be entertained this year. The directors, however, have decided upon a plan which will accord Exhibition privileges to those members who cannot be accommodated in the usual way and a fee will be established for non-exhibiting members.

The officers of the Association have started to work in real earnest and good progress has been made on the working arrangements for the exhibition. The arrangement of floor plans for the exhibition appeared in the June 14 issue of Hardware and Metal. A large attendance of retailers is expected and special provisions are being made for accommodation and entertainment. The very best of hotel accommodation is promised at the Chateau Laurier, Hotel Russell and other hotels in Ottawa.

At a meeting of some of the officers of the Association held in Toronto on June 9, part of the program was laid out for the exhibition.

## Special Attention for Ladies.

Special attention will be paid to the entertainment of the ladies who are expected to attend in company with their husbands. This will be a big feature at the 1914 convention as at this early date the officers of the Association are keeping in view the expected attendance of ladies and this will materially affect the arrangements for entertainment during the week. On account of the splendid hotel accommodation both exhibitors and retailers should have no hesitation in taking their wives to Ottawa. It is expected that with the fine accommodation at the disposal of the Association in the Ottawa hotels, this Ottawa exhibition and convention will take on somewhat the aspect of the Atlantic City Convention of the American Hardware Manufacturers' Association and National Hardware Association which the ladies attend in large numbers

## House of Commons in Session.

During the week, the House of Commons will be in session and one evening will be set aside for Parliament evening. The delegates and exhibitors will occupy the gallery on that evening

and will adjourn to a collation probably served at the Chateau Laurier.

## Mid-Day Luncheon.

It will be a great convenience to visiting hardwaremen that luncheon will be served in the same building as the exhibition each mid-day at a moderate cost. Representative speakers will probably be present at the mid-day luncheon in the pavilion and those who attend will have a chance to hear speeches from men of national reputation.

The Ottawa Exhibition will occupy much larger quarters than ever before used for a display of this kind in Canada.

The officers of the Association have made a good start and much good work has been accomplished although the Exhibition is almost nine months ahead. With the excellent accommodation and exhibition that is promised, the low railway rate that has been obtained and the excellence of the location that has been chosen there is every reason to believe that the hardware trade in general will take a great interest in what will be the greatest Hardware Exhibition and Convention ever held in Canada.

Further announcements will be made in Hardware and Metal from time to time as arrangements are completed.

## LANDING THE FISHING TACKLE TRADE.

(Continued from page 37.)

bottles, lunch kits, rods, lines, sinkers, etc.

This display would fan the dormant longing for a fishing trip, in the breast of any enthusiast with the result that sales would be increased. Now this is just what the above display actually did do and for the two weeks that this display was in the window, the sales were on the increase and customers are still remarking about this display when buying their supplies at this store.

## A Space-Saving Rack.

The diagram shown is seen in use on the sample floor of the Jas. Walker Hardware Co., Montreal. In summer it is used to display fishing rods, while in winter it is an ideal hockey stick rack, so this very handy device is never idle for it is adaptable for displaying a good many articles to be found in the aver-

age hardware store. It would make a good whip rack or golf stick rack, but we are talking about fishing tackle.

The rack is very simply made and can be made of either wood or sheet metal. The base is circular and mounted on casters. Around the edge of the base is a raised flange to keep the sticks or rods and if the base is divided into sections it is very often easy to keep the different grades or lines separated.

## HARDWARE LETTER BOX



## Egg Cases.

Summer Co., Moncton, N.B.—“Kindly give us the names of some manufacturers of egg cases and fillers for same.”

Cases—Walter Woods & Co., Hamilton, Ont.; Firstbrook Bros., King St., Toronto; Barchard & Co., 151 Duke St., Toronto; Dominion Box & Package Co., Levis & Duverney Sts., Montreal; G. & J. Esplin, 126 Duke St., Montreal; Martin Freres, 206 St. Patrick St., Montreal; Star Egg Crate Co., Rochester, N.Y.

Fillers—Miller Bros., 38 Dawd St., Montreal; Trent Mfg. Co., Trenton, Ont.—Editor.

## Cement Block Machinery.

Wells & Wells, Dresden, Ont.—“We would be pleased if you could inform us of some firms making cement block machinery.”

Wettlaufer Bros., Toronto; London Concrete Machinery Co., London, Ont.; Mussens, Limited, Montreal, Que.; F. H. Hopkins & Co., Montreal, Que.—Editor.

## Pig Lead.

International Color & Chemical Co., 1192 Niagara St., Buffalo, N.Y.—“Will you kindly advise us of some firms manufacturing Pig Lead for sale in car load lots.”

A. C. Leslie & Co., Montreal; B. & S. H. Thompson Co., Montreal; M. & L. Samuel Benjamin & Co., Toronto.—Ed.

Toronto, Ont.—W. T. Campbell hardware merchant has sold out to Jas. Owen.





# Sayles and ~ Synders System

*System is the most necessary essential in a retail business. Without system, a business will soon drift on the rocks of adversity. In the following story, incidents are recited which are by no means imaginary. Such lack of system exists in many hardware stores in this country. There is another moral: The bad results which follow when men attempt to fill a position for which they are not fitted.—Editor.*

It's an old saying that you can't fit a round peg in a square hole; and it's one of the truest of all. Herb. Synders was the round peg in this instance, figuratively speaking, of course, for in reality Herb. was about as round as a length of lath. One had but to see him, however, waiting on a customer with his dark and gloomy visage and abrupt manner, to realize that he had not found his proper vocation.

Herb. was not a salesman. He lacked the necessary tact and sang froid. His manner was suggestive of a hostile feeling toward the customer. The expression that he usually wore was what would be expected of a dyspeptic undertaker. No as a salesman he was chiefly conspicuous for the enormity of his shortcomings.

Herb. Synders was junior partner in the hardware firm of Sayles & Synders. He took charge of the sales end largely, while Dave Sayles handled the business end. This arrangement had been arrived at by mutual consent, Dave regarding himself as a wizard at detail, while Herb. thought he had no equal as a salesman. Each became confirmed in his opinion as time went on, although business did not seem to grow to any extent.

One afternoon late in July found Synders in an almost vitriolic mood. A customer who had come in to buy a set of carvers had departed in a state of dudgeon owing to the unconsciously hostile way in which Synders had met him. This had served to add fuel to the fire of resentment which smouldered in the mind of the junior partner. It was the end of the firm's year, the fourth which Sayles & Synders had seen in partnership. The request which Synders had made for a statement of the firm's standing had resulted in a most inadequate summary from Sayles, who looked after the books. Sayles knew how much there was in the bank, and he had guess-

ed at the amount of bills outstanding which the firm still had to settle. He had approximated the amount on the books to be collected, and had roughly estimated the value of the stock in the store, the last being necessary because they had not taken stock for the previous three years. It was altogether a rather hit and miss statement which he had finally evolved, showing the assets of the firm to be \$21,567.53, as against liabilities of \$10,092. It looked from this as though the firm was pretty solid, but Synders did not dare count on this. There had been too much guesswork in his partner's methods of compilation. For all he knew the firm might be worth \$30,000 or 30 cents. He suspected the latter.

Synders walked back to the office where Sayles was working at a desk, literally crammed with papers and catalogues. Sayles was a round, cherubic-faced man, after the manner and make of Dickens' "Rumpty" Wilfer. He looked oddly out of place in that crowded, untidy office. When Synders arrived he was going through a pile of invoices with frantic haste. It was a characteristic of Sayles that he seemed to be always working at breakneck speed without accomplishing anything.

"Where's that statement from R. S. Bishop & Co.?" asked Synders gruffly.

Sayles made a tentative search through the miscellaneous litter. Not finding the required document, he opened a few drawers of the desk and rummaged through the contents. In doing so he ran across a couple of letters which should have been answered several days before.

"I put those letters away on purpose so that I wouldn't forget them," he said ruefully, as he regarded the mislaid documents. "Guess I'd better answer these right away."

"Not much," growled Synders.

"You'll dig up that statement from Bishop's right away."

Another search for the missing statement followed, but an interruption occurred in the shape of a 'phone message. Sayles answered, and after an excited and unsuccessful hunt for a piece of blank paper on which to take down a memo., he jotted it down on his cuff. Sayles regarded this performance with a baleful eye.

"There's that statement," he declared, reaching out for a slip of paper, a corner of which was protruding from between two catalogues. "That's a fine place to keep it, I must say."

Sayles brightened up. "Yes!" he said; "I remember now. I put it there on purpose. Those two catalogues are from competitors of Bishop's and I was sure I'd remember where I had put it on that account. I have all sorts of ingenious little systems of that kind."

"What was that memo. you put on your cuff?" Synders demanded to know.

"Good gracious, I'm glad you spoke of it," exclaimed Sayles. "A rush order and I might have forgotten it."

He bustled off to see about the filling of the order, and while he was gone James L. Simonds, a specialty traveller, dropped into the office.

"Intuition tells me that I ought to blow," said the latter. "You look as cheerful as a New York American baseball rooter. You certainly haven't your buying face on, Herb. What's the matter?"

"Simonds," said Synders, with a scowl in the direction of his partner, "that man is ruining this business. We haven't taken stock for three years, our book debts go uncollected for months at a time, and the way in which he looks after the office makes me sick. Sayles says we're worth ten thousand dollars, but we're more likely hovering on the brink of bankruptcy."



At this point Sayles came bustling back to the office and mounted his stool preparatory to plunging back into his work.

"I'm telling Simonds that we can't buy anything from him," said Synders. "We don't know where we're at. Lack of system is going to kill this business."

"I'm doing the work of three men," declared Sayles, indignantly. "You can't expect me to have everything right up to the notch when I have to do everything myself. But if you want to know what is keeping this business back I'll tell you. It's lack of salesmanship. You're driving customers away with that continual scowl of yours, Synders. You're no salesman!"

"What do you know about salesmanship?" demanded Synders.

"For that matter what do you know about system?" asked Sayles in return, all evidences of his usual cherubic good nature gone.

"I know a lot about it," declared Synders. "I could run this end of the business and have everything in proper shape in no time. Next to salesmanship, office management is my forte."

"Well, let me tell you that next to office management salesmanship is my forte," said Sayles. "I could sell rings around you, Synders."

"Being the innocent bystander here, I'm likely to get hurt," said Simonds. "So I guess I had better act as mediator. I have a solution to suggest. Why not switch places? Dave, you go down and handle the sales end for a while, and let Herb. come up here and run the office. Perhaps each of you will find out what difficulties the other has been laboring under."

"I'd do it in a minute if I thought that Dave could handle the sales end," said Synders. "My fingers are fairly itching to get at this desk."

"I would be willing myself," said Sayles. "I know I can sell more stuff than a savage-faced cigar store Indian like Herb. here. But I hate to let Herb. get a chance to mishandle the business end."

"Just take a chance both of you," suggested Simonds.

"Right," said Sayles, getting down off his stool with alacrity. "Herb, this office is yours now. Go to it. As for me, I see a customer down there and I'm going to sell him a bill of goods which will astonish you amateur salesmen."

"Look at that man," said Simonds, a quarter of an hour later. "He's a born salesman. Why, he has talked that customer into such a state of cackling amiability that he will buy anything."

"Huh!" grunted Synders. "I guess there are no flies on me as an office man

either. I have these papers sorted up and systematized already. Come around in a couple of weeks, Simonds, and you won't know this place."

\* \* \*

Synders' prediction was fulfilled. A month afterwards Simonds again visited the store and the only thing that he recognized about it was the sign, and even that had been newly painted. Sayles was still at the front of the store, busy as a beaver, and fairly boiling over with infectious amiability. He had transformed the appearance of the place and infused new ginger into the sales staff. The store was pretty well filled with customers and had an air of unwonted prosperity.

looked as neat as a new pin. A filing cabinet had been put in among other improvements. Synders greeted the salesman cheerfully, and expressed a desire to go into the question of buying. "We've just finished a thorough stock-taking here," he explained. "We've found a lot of lines which were short or wiped out entirely."

"Everything is all straightened out now then?" asked Simonds.

"Yes," said Synders, "and just in time. I went into everything fully and found that we were in pretty bad shape. A few months more of the old system and it would have been all over with Sayles & Synders. Dave was a pretty rotten business manager. Didn't know where we were at in anything. We had over \$12,000 on our books and he never made any real attempt to collect. In the last month I've brought in over \$4,000. And then, of course, I was a pretty poor salesman, I guess. Dave has performed marvels there, and we'll soon have the whole town trading with us. This swap is going to be made permanent."

#### HIS REWARD.

A certain hardware merchant in an Ontario town was always too busy to grant an interview with travellers. What kept him busy was a conundrum to travellers as they never noticed a rush of customers. When a traveller did manage to get near him in his office at the rear of the store he was treated with such scant courtesy that a return trip was never contemplated with pleasure. After being in business for about six years, this dealer through unforeseen circumstances was forced to look for a position. He called on a large firm and applied for a position. The firm at that time happened to be in need of a city traveller and one inside man but this fact was unknown to the former merchant. He did not recognize the sales-

manager as one of the travellers he had turned down in an unpleasant manner many times a few years before. The salesmanager treated him in a courteous manner. He did not mention any of the past memories but he made sure that this particular man did not get a position with his firm. There were a number of travellers covering the ground on which this store was located who could have helped the former merchant in securing a position had he treated them fairly when they had been in the habit of calling on him but they did not care to recommend him to another firm. This man may have been an exception but nevertheless the facts are as stated.

#### DECREASE IN BOUNTIES.

Canada is rapidly getting out of the bounty paying class, judging from the recent reports handed down at Ottawa. Since the steel bounties ceased the annual bounty bills have dwindled at a rapid pace. Last year the total bounties paid were \$231,872.00 which is the smallest record since bounties were established. Of this amount \$64,281.00 was paid on lead; \$129,251.00 on crude petroleum; and \$37,800.00 on Manilla fibre.

#### CARE OF THE BRUSH STOCK.

Always straighten out the bristles of a brush and lay it back flat in its box immediately after showing it to a customer. In the fine hair goods, moth balls or gum camphor should be used to prevent moths from eating the stock. Tarred building paper, cut in small pieces and placed in the boxes will also prevent moth-eating. Even if brushes appear to be in good condition, they are often moth-eaten, and this causes loss of hair, besides spoiling the working qualities of the brush.

There never was a store yet that did not have something about it that could be bettered. Go outside and come in again, as if the store were not yours. Look over it with a critical eye. Be the hardest judge of your own property. Maybe there is one little thing that is not running smoothly. Get the sand out of those gears.

Many local merchants can study to advantage some of the best policies of the big catalogue houses.

They have no personal contact whatever with their customers; their business must be done entirely by mail; yet their volume is constantly increasing.

Why?



# Progressive Hardware Retailing

Stores Are Adopting the Early Closing Idea—Wedding Performed in a Hardware Window—Ideas for Seasonable Advertisements—Methods Adopted by Aggressive Dealers.

## EARLY CLOSING.

The Mills Hardware Company, Hamilton, Ont., close both stores at 1 o'clock on Wednesdays during the months of June, July, Aug., Sept. They are said to be the only hardware firm in Hamilton who close their store on Wednesdays. When interviewed by Hardware and Metal, Nelson Mills, the manager, stated that the half-holiday during the warm weather was very beneficial to the staff and had a tendency to increase the efficiency of the sales staff.

## FEATURING SEASONABLE GOODS.

The Aikenhead Hardware Co., Toronto, are featuring mechanics' tools, cutlery and summer goods in their show windows this week. One window is devoted to a very fine display of carpenters' tools, included in which are a number of display cards drawing attention to the special features in the tools displayed. Machinists' tools are also being featured strongly in one section of the window.

A very fine display of cutlery suitable for wedding gifts is also being shown. Summer goods such as refrigerators, hose, freezers, etc., are also displayed prominently in one of the windows. A large card in the window states that the store will close every Saturday at 1 p.m., during June, July and August.

## PUSHING SEASONABLE GOODS.

One of the two big selling seasons of the year is with us now. Are you taking advantage of it by pushing the lines of seasonable goods for which there should be a big sale. The merchant who starts in early to push the sale of seasonable goods is the one who is likely to show a nice profit at the end of the year. It is poor policy to wait until the real hot weather arrives before you start to push the sale of oil stoves and refrigerators. The merchant who starts his campaign late in the season is often the one who carries over a stock of goods for which he would have found a sale had he made an energetic effort to sell them early in the season. As an illustration of what can be done we will cite an instance where early efforts

proved successful in the town of Picton, Ontario.

A hardware merchant started last winter to get customers interested in summer oil stoves. A three-burner stove was displayed on the floor during the winter months and the salesmen made it a point to show the farmers and their wives the good features to be found in the stoves. By the middle of March orders had been taken for fourteen stoves which was indeed a good start and well worth the effort and time expended in interesting prospective purchasers.

This plan can be worked out on many lines of goods carried in the hardware store. There are many lines that will be good sellers next fall. Would it not be a good idea to begin now to plan your fall campaign and to get prospective purchasers interested in lines that they will need in the fall? A large number of stoves will be purchased next fall. Why not follow out the plan of the Picton merchant and begin now to get prospects interested?

## WEDDING IN HARDWARE STORE.

A novel method of advertising was recently employed by Sagraves & Richardson, hardware merchants, of Richwood, W. Va. They distributed hand bills throughout the town stating that on their "Big Day Sale" they would close their store at a certain hour in the afternoon and it would remain closed while a wedding ceremony was performed in the store window. The couple who consented to be married in the window were to receive a sewing machine. Needless to say a large crowd gathered at the appointed time and they were not disappointed. When the window curtain was raised it disclosed a well known young couple and a local clergyman who performed the ceremony. Immediately after the ceremony the store was reopened and business resumed.

## WEDDING CAKE GUESSING CONTEST.

The Toronto Hydro-Electric Co. retail store on Yonge St., Toronto, is offering a special inducement in the form of guessing contest for the purpose of increasing the sale of electric irons. One

of the show windows contains a table at which a newly-married couple are sitting. They are represented as using a coffee percolator and toaster on the table which has been set in readiness for a meal. A wedding cake is also placed on the table and a show card states that the wedding cake contains a number of wedding rings and that every person who purchases an electric iron on or before June 21, is entitled to a guess as to the number of rings contained in the cake. The person guessing nearest to the number contained therein will be presented with the cake. Electric Irons are also shown in the window.

## CLOSE SATURDAY AFTERNOONS.

Among the firms who are believers in a half holiday for clerks during the summer months is the hardware firm of W. Walker & Sons, 1228 Yonge Street, Toronto. During the months of June, July and August they close the store at 1 p.m. Saturdays. This affords the clerks an opportunity to enjoy a half-day's recreation every week during the summer months.

This plan has been carried out by the firm for some years, and it must prove satisfactory to them or it is unlikely that it would be continued. The weekly half holiday movement is growing rapidly, and is in vogue in many towns and cities. The larger cities generally favor the Saturday half holiday, but we find in the smaller places that Wednesday or Thursday afternoons are generally chosen.

Early closing in the evening is being introduced in many of the small towns. A few years ago it was the general custom for stores to keep open until 9 or 10 o'clock every night. Times are changing in this respect, and in many of the towns where late closing was formerly observed the merchants are closing at six o'clock. In a few towns it is still customary to keep the stores open late two nights in each week.

In the town of Rockland, Ont., a municipal by-law has been passed to the effect that all general merchants close their place of business on Tuesday and Friday of each week at the hour of six o'clock p.m. Quite a number of towns have passed municipal by-laws governing the business hours of the merchants.

Taken on the whole, conditions for the hardware clerks are much better to-day than they have ever been in the past, and it is pleasing to note that they are steadily improving as far as working hours are concerned.

### SELLING ARGUMENTS.

An advertisement of The Consumers Gas Company, Toronto, which has been appearing in the daily newspapers, contains arguments in an endeavor to show the public how they may save time and energy by using a gas iron. The same arguments could be employed in pushing the sale of electric irons. At the top of the advertisement an illustration of a rule is shown, and is marked 3,600 feet. The reading matter runs as follows:—An average sad iron with holder weighs 5¾ pounds, and the heat will last from three to five minutes, depending on the dampness of the goods to be ironed, say, average four minutes. Take a twenty-foot kitchen with the stove and ironing board on opposite sides of the room. You make thirty trips an hour, carrying 5¾ pounds each time. In six hours you have carried 1,033 pounds and walked 3,600 feet. Then you wonder what makes you tired.

A gas iron eliminates both the mileage and the tonnage. You simply attach the tube to a fixture, light it up, and you can do the ironing without moving from the board. A large ironing can be done for ONE CENT. You can have one installed for \$3.50.



### NEW HARDWARE FASHIONS.

The time is passing when the merchants can indifferently turn down suggestions from his salesmen that he buy goods recently put on the market, by speaking contemptuously of them as "new fangled" and "no call for such."

Our merchant is broader minded than he has ever been. He no longer condemns or approves an article on sight, but is more inclined to reserve his opinion until he has given it a thorough try-out. He is more willing to look at samples.

Except with those who possess the means to gratify a taste for antiques, the NEW—the latest, makes a strong appeal. Out of date patterns and designs are being shunned.

The stock of the second-hand dealer is admittedly out of date, made up as it is of discarded possessions.

But the man who claims to keep a genuine hardware store has no license to permit his stock to degenerate to the level of that of the old goods dealer, unless he also changes his sign to correspond.

—Zenith.

## Ideas for Next Week's Ad.

*Go after the angling enthusiast. He devours everything that he sees in print with reference to his favorite pastime. "No fish can resist this," would make a good heading for an ad., containing illustrations of tackle and supplies.*

*"Make your summer home beautiful," would be a good heading for a paint advertisement just at this stage. Advance arguments to show that the summer cottage can be made picturesque and in keeping with surrounding nature with an outlay of a few dollars.*

*"Finish your home right." This heading should prove effective for an advertisement of builders' hardware. Talk quality and durability, introducing a few sentences to show many of the splendid features of modern hardware.*

*An assertive heading can be used with good effect on occasions. One might be introduced in advertising gas ranges. "It is too hot for cook stoves," would undoubtedly strike a responsive chord in the minds of women who had suffered discomfort from excessive heat in the kitchen. Enlarge on the argument and follow up with a talk on the economy of gas. Show a popular price model and quote prices—quote lots of prices.*

*One sure way to reach the farmer is through his pocket book. He will nibble at the bait of economy. Therefore, talk prices in your advertising of harvesting supplies. Make your heading to the point. We would suggest: "Harvesting tools—our prices are Right." Quote prices on each line mentioned in the ad.*

*This would be a good time to advertise golf sticks and balls. An illustration will draw the attention of every golfing enthusiast. Talk quality and quote prices—results will follow.*

*"Enter washing machine, exit work and worry," would be a striking headline for an advertisement of washing machines. Talk the economy of time and labor that the purchase of a washing machine brings, somewhat to the following effect: "One of these machines will do in a few hours as much work as could be accomplished by the old method in a day. In addition, it will do the work better and with less wear and tear on the clothes. It will save many a backache as well as many a dollar."*

*"Scientific separation of cream" would serve as a headline to introduce a talk on the value of cream separator.*

*"If clothes make the man, tools make the mechanic. It is impossible to do good work with dull, cheap tools. Save time, muscle, and money by buying good tools. And there is only one store for best quality tools and where prices are right." Always talk quality in tool advertisements.*



# An Advertising Suggestion:

Proposed Lay-out  
for Wedding Gift  
Advertisement

*This season of the year offers the hardware merchant an excellent opportunity to make many sales of wedding gifts. The electrical appliance line is gaining a prominent position among wedding gift suggestions and as it is a time that rightly belongs to the hardware trade, the hardware merchant should make every effort to secure a large portion of this profitable business. The following suggestions may be of assistance to ad.-writers in preparing copy along this line.*

## PRACTICAL WEDDING GIFTS

**"MAKE YOUR WEDDING GIFT AN ELECTRIC ONE." "\$4 AND UP."**

The increased popularity and usefulness of electrical appliances have opened a new field from which attractive and practical wedding gifts may be selected. The latest idea of the majority of housewives is to have everything electrical. Modern electrical appliances have passed the experimental stage and it is now possible to purchase any one of many useful articles that will add materially to the welfare and happiness of the newly-weds.

Cut of  
Percolator

**THE ELECTRIC COFFEE PERCOLATOR** makes coffee like a French Chef. We have many beautiful designs suitable for wedding gifts ranging from \$13.00 to \$25.00 each.

**THE ELECTRIC TOASTER** is a handy device that is indispensable where electricity is used, \$4.00 to \$11.50 each.

**THE ELECTRIC IRON**, no complicated parts and will heat in a few minutes, saves time, labor, health and wealth, \$4.00 to \$6.50 each.

**THE ELECTRIC DISC STOVE** that can be heated in a few minutes, attractive in appearance and simple in operation, \$6.00 to \$8.50 each.

**THE ELECTRIC CHAFING DISH**, just the thing for luncheon, etc., a gift that will be much appreciated, \$12.50 to \$18.00 each.

**THE ELECTRIC TABLE LAMP**, an article made in many beautiful designs and at prices to suit all pockets, \$4.00 to \$15.00 each.

**THE ELECTRIC VACUUM CLEANER**, an appliance that lightens labor and prevents the gathering of dust. Come in and see a demonstration. Prices of cleaners from \$45.00 to \$150.00.

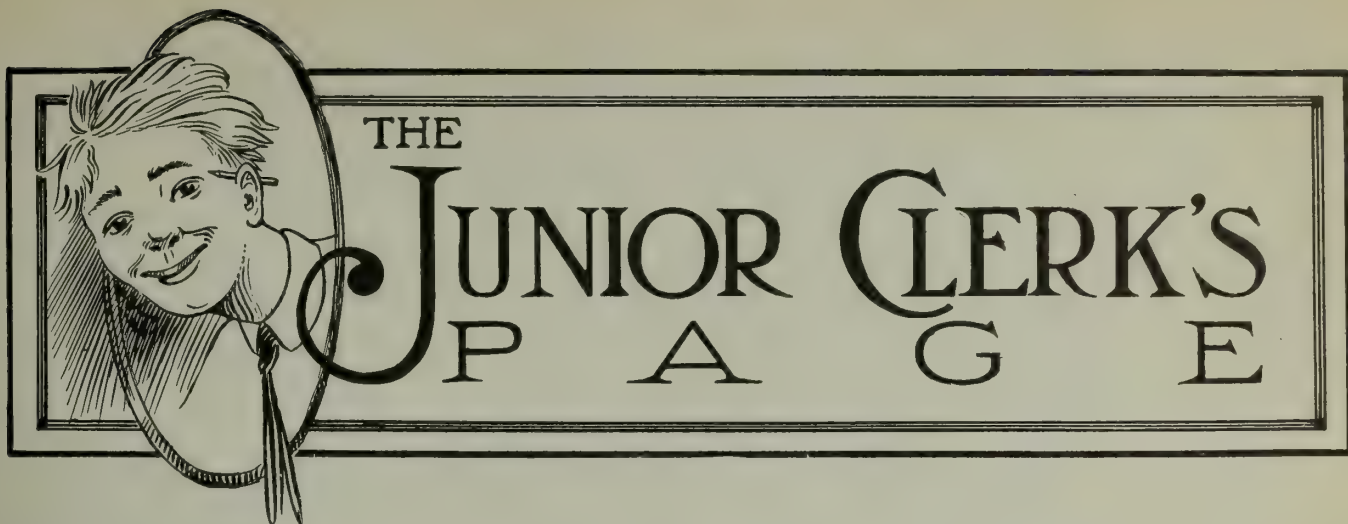
Other desirable gifts at moderate prices are electric samovars, milk warmers, heating pads, traveling irons, curling tongs, etc.

The heating elements in all electrical appliances sold by us carry a guarantee.

### JONES & JACKSON

Phone 100

120 MAIN STREET



### HOW HE SOLD A STOVE.

A clerk in a hardware store was waiting on a customer when a nervous gentleman hurried in and began hastily to look over a number of steel ranges. The clerk stepped up to him and said: "If you'll excuse me just a moment I'll be through and will then show you the stoves."

When the clerk had sold his first customer, he approached the nervous gentleman and said: "All right. What kind of stove are you interested in?" The gentleman replied that he was "just looking," and explained that he lived in another town, and was improving his spare time by looking at different kinds of ranges in the various towns he visited. He stated that he was a traveling salesman, and it was no use to waste time on him.

"I want to take time to show you, so you'll be posted on this line of stoves, anyway," replied the clerk. Then he explained in detail the merits of his stock just as thoroughly as though the visitor was contemplating an immediate purchase.

The visitor was interested, and expressed his appreciation of the clerk's courtesy.

This expression was just what the retail salesman wanted, and he told the traveling salesman where the stoves were made and that one could be shipped direct from the factory to him at his home town.

A substantial first payment was deposited and the stove was ordered to be forwarded as suggested. Several weeks later the customer took up the draft and secured the bill of lading from the bank, satisfied with his purchase.

—System.

### TOO OLD TO RIDE IT.

"I am selling encyclopaedias," he remarked on reaching his intended victim. "I have the finest thing in that

line on the face of the earth. Don't you think that I might interest you in one?"

"Don't believe ye kin, young feller," slowly responded the farmer, resting on the handle of his hoe. "Guess I hain't got no use fer one."

"No use for an encyclopaedia?" eloquently responded the book agent. "Why, my dear sir, everybody has use for one."

"Yes, they're all right in a way," deliberately admitted the farmer, "but, ye see, young feller, I'm afeared I'm too old now to ride the derned thing."

### A WISE NON-ADVERTISER.

There was a man in our town

And he was wondrous wise;

He opened many places, yet

He wouldn't advertise.

He thought it foolish to announce

His business as some think

They ought to do, and said he had

No need of printer's ink.

Promotion of publicity,

He said, was something which

The more he had of, that much less

His chance of getting rich.

He said he'd studied it and knew

That advertising would

Beyond the shadow of a doubt

Do more harm than good.

Indeed, this man in our town

Was truly wondrous wise;

He was a burglar, which is why

He didn't advertise.

—Judge.

### KNOW WHAT TO SELL.

That's what makes a young fellow valuable and worth something. Look around in the store, go downstairs and make a note of the stock that isn't moving, but that ought to move.

Get special prices from someone in authority, unless you are the authority.

But "special prices" don't always sell goods. Special effort, special interest, specially good talk and good display will do the trick.

### SMILES OUT OF PLACE IN A STORE.

The pitying smile, when customer signifies a desire to look at a cheaper article than the one first shown to him.

The sarcastic smile, when customer intimates he is a more competent judge of his own needs than is the clerk.

The knowing smile, when customer says she is buying an electric shaving mug for her "brother."

The idiotic or meaningless, vacant, perpetual smile of the clerk who considers a smirk his stock-in-trade.

The bored smile when customer speaks pridefully of the exceptional cleverness of her sister-in-law's second cousin's children.

The "Heaven-help-me" smile, exchanged with a fellow employee, when customer finds difficulty in deciding between two silverware patterns.

—Ex.

### REMARKS OF THE JR. CLERK.

How we do enjoy working at things that don't need to be done.

\* \* \*

Business is good with a paper-hanger when it drives him to the wall.

\* \* \*

Nothing pleases some folks more than to be the first to peddle a piece of unsavory gossip.

\* \* \*

Few of us have the courage to point out our own mistakes. This shows how brave our neighbors are.

\* \* \*

Present some people with the Canadian mint and they'd insist on biting every coin to make sure it was genuine.



# Where Weekly Half-Holidays Are Observed

Centres in Ontario With Populations of 1,000 or More in Which Merchants Close For Half-day During the Week—A List Valuable to Traveling Salesmen—The Idea Growing Rapidly.

Below will be found a list of the majority of cities, towns and centres with populations above 1,000, where merchants recognize or otherwise a half holiday during the summer months. This list can be relied on as being correct, as this paper secured the information first hand from the clerks of the various municipalities:—

Arnprior—No half holiday.  
 Barrie—Wednesday afternoon; July and August.  
 Berlin—Wednesday afternoon; June, July and August.  
 Blind River—No half holiday.  
 Brampton—No half holiday.  
 Brantford—Wednesday afternoon.  
 Brockville—Wednesday afternoon; July and August.  
 Bowmanville—Wednesday afternoon; June, July and August.  
 Bracebridge—No half holiday.  
 Carleton Place—No half holiday. Close at 6 p.m. Monday, Wednesday and Friday.  
 Chesley—No half holiday.  
 Cochrane—No half holiday.  
 Cobalt—No half holiday.  
 Collingwood—No half holiday.  
 Cobourg—No half holiday as yet.  
 Cornwall—No half holiday.  
 Dundas—Wednesday afternoon; June, July, August and September.  
 Deseronto—Wednesday afternoon; July and August.  
 Fort William—Wednesday afternoon; June, July and August.  
 Fort Frances—No half holiday.  
 Gananoque—Wednesday afternoon, June 18 to August 27.  
 Goderich—Wednesday afternoon; June, July and August.  
 Galt—Nothing decided yet.  
 Gravenhurst—Tourist town; no half holiday in summer.  
 Guelph—Thursday afternoon; July and August.  
 Hamilton—Wednesday afternoon during summer months.  
 Hawkesbury—No half holiday; early closing at 7, Tuesdays and Thursdays.  
 Harrow—Thursday afternoon; June, July and August.  
 Haileybury—No half holiday.  
 Hespeler—Wednesday afternoon; June 1 to September 17 inclusive.

*Travelers throughout Ontario will find the accompanying list of value in arranging their weekly trips during the summer months. It will be observed that Wednesday and Thursday afternoons have been most selected with Wednesday far in advance as favorite. It will be seen from this that the weekly half-holiday is rapidly growing in favor.*

London—Wednesday afternoon during summer months.

Merlin—Friday afternoon; June, July and August.

New Liskeard—Wednesday afternoon; July and August.

Napanee—Close Wednesday afternoon during July and August.

Kenora—Wednesday afternoon; June, July and August.

Kincardine—No half holiday.

Listowel—No half holiday; early closing at 6 o'clock except Tuesdays and Saturdays.

North Bay—Close every Wednesday at 1 o'clock during summer months.

New Liskeard, Ont.—Close Wednesday afternoon during July and August.

Ottawa—Most of merchants close Saturday afternoons, but on no other day.

Orangeville—Close Wednesday afternoon during July and August.

Otterville—No half holiday.

Paris—Close Wednesday afternoon during July and August.

Port Perry, Ont.—No half holiday.

Port Hope, Ont.—Close Wednesday at 12 o'clock during July and August.

Port Arthur, Ont.—Butcher shop close Wednesday afternoon during July and August.

Port Elgin—Close every Thursday afternoon during June, July and August; also every evening at 6 o'clock, except Wednesdays and Saturdays.

Peterborough—Close Thursday afternoon during July and August.

Prescott—No half holiday observed.

Preston—No half holiday observed.

Picton—Close Thursday afternoon during July and August.

Renfrew—No half holiday.

Rockland—No half holiday. Stores close at six o'clock Tuesday and Friday of each week.

Strathroy, Ont.—No half holiday.

Strathford, Ont.—No half holiday.

St. Mary's, Ont.—Close Wednesday afternoon during July and August.

Simcoe—Close Thursday afternoon during July and August.

St. Thomas—Merchants generally close Wednesday afternoon during July and August. Grocers close same afternoon in June, July, August, September.

St. Catharines—Close Wednesday afternoon during June, July and August.

Sarnia—No half holiday observed.

Sudbury—No half holiday. Stores close 6 p.m., except Saturday, from May 1 to September 1, and 8 p.m. balance of year.

Tillbury—Thursday afternoon; June, July and August.

Teeswater—No half holiday observed.

Tavistock—No half holiday.

Toronto—Grocers generally close Wednesday afternoons.

Thorold—Wednesday afternoon; grocers and barbers.

Tillsonburg, Ont.—It is proposed to close stores on Friday afternoons during July and August.

Windsor—Retail grocers close Thursday afternoon during summer months.

Wapella, Sask.—Thursday afternoon during summer months.

Welland, Ont.—No half holiday.

## GOES TO MONTREAL.

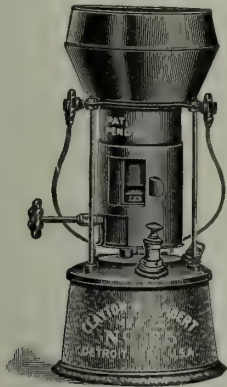
H. P. Hayward, president of the W. H. Hayward Co., in this city, will soon remove to Montreal where he will assume the management of Cassidy, Ltd., the largest glass and crockery concern in Canada. Arrangements have not yet been completed for the transfer, but he will remove with his family to Montreal, and his son will manage the business here. Their departure will be greatly regretted by their friends.

The following hardwaremen were in Montreal this week on buying trips: Arthur Jolicoeur, Ville Marie, P.Q.; F. A. Childs, Cochrane, Ont.; A. Woods, Queen Street, Toronto, who was accompanied by his son.

# New Hardware Goods

## KEROSENE FIRE POT.

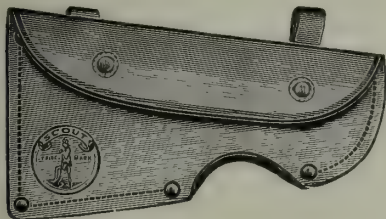
The No. 25 kerosene fire pot here illustrated is being introduced to the trade by the makers, the Clayton & Lambert Manufacturing Co., Detroit, Mich. The tank is made of heavy gauge, galvanized steel, thoroughly braced and fitted with the Clayton & Lambert patented brass pump, made with double spring automatic check valve, with which, it is claimed, suffi-



cient air pressure can be secured at all times. The burner is constructed to superheat the gas before it is burned, and the generating chamber is provided with a removable tube and wire gauge strainer which can be easily cleaned should it become clogged from using impure fuel. A knife-shaped cleaner is also supplied to use in cleaning the orifice or fuel opening in the burner. The needle valve is fitted with a stuffing box, and is always tight.

## SCOUT HATCHET.

Burgess-Norton Manufacturing Co., Geneva, Ill., manufacturers of hardware specialties, are offering the trade the "Scout hatchet," with a high quality leather scabbard. The hatchet and scabbard have been designed to meet the demands of the Boy Scouts and of camp-



ers. The Scout is an addition to the line of Bur-Nor all steel hatchets. It is claimed that the handle, which is reinforced, will stand an actual pull of over 300 lbs. The blades in the hatchets are cut from high carbon steel, and are carefully tempered in oil. It is claimed

that a tenpenny nail can be cut in two without injuring the blade. The manufacturers are issuing a new hatchet catalogue showing the Scout hatchet, and invite requests for same.

## 25 RIM FIRE RIFLE.

The Marlin Firearms Co., Wellow St., New Haven, Conn., are offering the trade a new 25 calibre rim fire repeating rifle. The new rifle is the Model 27 repeater adopted for the 25 rim fire cartridge. It is claimed to have a quick, smooth working pump action. It is built with the Marlin solid-top, side-ejecting construction which is claimed to promote



rapid, accurate firing and gives increased safety and convenience. The rifle has take-down construction with action parts removable instantly without tools. The rifle is equipped with ivory head front sight and Rocky Mountain rear sight. It has blued frame, blued steel rifle buttplate back, walnut stock and forend. The magazine holds seven cartridges giving with one in chamber 8 shots at one loading.

## NEW CARBORUNDUM GRINDER.

The Carborundum Co., Niagara Falls, N.Y., have perfected a new foot power grinding machine called the Carborundum Niagara General Utility grinder No. 18, for general grinding purposes and farm use. One of the prominent features of this machine is the direct drive which does away with chains or belts. It is claimed there is no lost motion and the new pedal drive gives the maximum power with the minimum of energy. The frame of the machine is made from hot rolled steel bars bent to the required shape over forms. The frame is rigid and strong, the bars being strongly riveted together, the pedals are of cast-iron and the foot forms large and roomy. The cranks cannot slip, as they are fastened to the main shaft by means of positive locks. The rods connecting the pedals with the cranks are strongly made. The seat is adjustable for height and position, giving the operator an easy riding position. The machine is claimed to be

big enough and powerful enough to be used in the general repair shop or garage. For use on the form the machine is fitted with the following attachments: A cutter bar or mower section holding device with special beveled Carborundum wheel for grinding the section knives; a special device for holding and grinding harrow discs, with the cutter bar device a mower section of any length can be accurately ground. The holder consists of an adjustable spring clamp. By simply releasing the clamp, the cutter bar can be moved along so that every blade, including those on the ends can be ground. The device is used with special beveled Carborundum wheel 6

inches in diameter, 3½ in. thick counter-sunk on both sides. The size and shape of the wheel make it possible to grind the section knives accurately from throat to point. The machine is also fitted with a straight Carborundum wheel for grinding tools and general work. The machine is also equipped with an adjustable tool grinding guide. In using disc holder device, the discs can be ground at any desired bevel. The motion of the



grinding wheel rotates the discs across the face of the wheel so that a uniform bevel is always attained.

## WOULD LIKE CATALOGUES.

J. H. Worsell formerly of Goderich, Ont., has started a tin and furnace business in Cabri, Sask. He would like the wholesale trade to send him catalogues and price lists.



# Current News of Hardware Trade

## By-law Carried.

Kingston, Ont.—Kingston ratepayers voted in favor of the money by-law to give a site and railway siding to the Kingston Floor and Wall Tile Co.

## Addition to Plant.

The Wright Wrench and Forging Co., Canton, Ohio, have made additions to their plant in the way of buildings and equipment including a 600 ton steam hydraulic forging press.

## Oil Men Defeat Stove Men.

Sarnia, Ont.—The Imperials defeated The Doherty Stove men's base ball team by a score of 5 to 10. The battle waged for five innings and up to the end of the fourth the game was a tie.

## Cheque for Firemen.

Toronto, Ont.—To show the appreciation of the services of the firemen from the various stations at the recent fire at the International Varnish Co.'s plant, the officials of the company have sent a cheque for \$25 to be added to the Firemen's Benefit Fund.

## Purchased Patent Rights.

London, Ont.—Dominion Metal Specialties Mfg. Co., London, Ont., have purchased the patent rights to the Canom Quick Baker Oven and intend to manufacture them in London.

Dundas, Ont.—The Canadian Abrasive Wheels Ltd., have purchased a site of eight acres and expect to erect buildings shortly.

## Factory Destroyed.

Hardware and Metal has been advised by Howard Dustless-Duster Co. that their factory at South Boston, Mass., was totally consumed by fire June 12. Arrangements are being made for a quick resumption of manufacturing. In the meantime, the trade will be supplied from stocks at Boston, New York and Chicago. The firm do not anticipate any prolonged inconvenience to their customers.

## Brantford Company Enlarge.

The Brantford Cordage Co. have decided to make a large addition to their plant including the installation of at least 100 additional spinners and other preparation machines. There will be a large expenditure of money on modern machinery and the capacity will be increased over 3,000 tons of binder twine

annually. This will involve the employment of a large number of additional hands. The new warehouse is about completed and will be capable of taking care of the increased output. The new machinery has been ordered and will be ready for shipment in a few weeks.

## English Concern to Establish Steel Plant.

It has been officially announced that Armstrong Whitworth & Co., have purchased 250 acres of land on the south shore of the St. Lawrence river with a water frontage of 2,000 feet opposite this city for the purpose of establishing a mammoth steel works. This action followed the recent visit of Sir Percy Girouard, a director in the Armstrong company. The trustees of the Armstrong company, M. J. Butler, formerly Vice-Pres. and General Manager of the Dominion Steel Corporation and George G. Foster, K.C. An expenditure of \$1,000,000 will be made at once for the construction of buildings to cover seventy acres of the purchased property.

## Industrial Items.

St. Catharines, Ont.—An addition is being made to the plant of the Steel and Radiation Co.

St. Catharines, Ont.—The Canadian Warren Axe & Tool Co. are building a new plant for the manufacture of axes, etc.

Montreal, Que.—The Canadian Stove and Furniture Co. intend building a stove foundry at a cost of \$75,000 in St. Laurent.

Port Robinson, Ont.—The Standard Steel Construction Co. are building a factory costing \$75,000 for the manufacture of structural steel.

Welland, Ont.—The Canadian Billings Spencer Co. are increasing their plant at a cost of \$35,000 to enable them to make drop forgings up to 200 lbs.

Hamilton, Ont.—The Parkes Construction Co., near Tonawanda, N.Y., build a branch plant here, among the lines that will be manufactured are ventilating machinery, iron and wood benches, heating apparatus, etc. F. W. Parke is manager with offices at 167½ King St. E.

## Fire Losses.

Burdett, Alta.—H. B. Hunt, hardware, has been burned out.

Ottawa, Ont.—Stephens Bros., paints, etc., have suffered a loss by fire.

Transcona, Man.—The Dominion Tar and Chemical Co. have suffered loss by fire.

Sutton, Que.—Escaneta Mfg. Co., manufacturers of woodenwares, etc., have suffered a fire loss in their veneer mills.

Ayr, Ont.—Fire completely destroyed the gas plant of the John Watson Mfg. Co. Albert Melvin, foreman of the moulding department was severely burned.

## New Firms.

Eckville, Alta.—Lestrap Bros. have opened a hardware store.

Carstairs, Alta.—Geo. R. Pearson has started a hardware store.

Highland, Alta.—W. J. Brass has opened a hardware store.

Hanna, Alta.—Stanley Bros. have opened a hardware business.

Carstairs, Alta.—Hamill Bros. have sold their hardware store.

Russell, Ont.—A. H. Hope tinsmith has been succeeded by W. B. Murray.

Edmonton, Alta.—Ferris & Grady have purchased the Buckeye Sheet Metal Works.

Gray, Sask.—Rosebrough Bros have taken over the hardware business of Driscoll & Urie.

Waldron, Sask.—H. L. Markham has been succeeded in his hardware business by R. N. Rawlings.

Saskatoon, Sask.—The Westhaver Hardware Co. have sold their tinsmithing department to the Hub Tinsmithing Co.

Winnipeg, Man.—Pratt & Rundie hardware merchants have dissolved partnership E. C. Pratt will continue the business.

## Personal Notes.

M. J. Beatty, of Beatty Bros., Fergus, Ont., is on a business trip to the West.

Mr. Gerke, of The Martin-Senour Co., is in Chicago on business and is not expected back before the 23rd of the month.

A. M. Towe, London, Ont., representing Pinchin Johnson & Co. "Canada," Ltd., has returned from a special trip to the West and is now calling on the trade in Western Ontario.



## "Dealer First" Vs. "Consumer First" And Other Matters

By R. R. Shuman in Standard Advertising

This trade paper proposition is so large and so varied that a man scarcely knows where to begin.

But as one has to begin somewhere let us start where they started: with the dealers' publications.

When John Williams, the Irish political refugee, started the *Iron Age* in 1855, he had no conception of the force he was setting into motion nor the millions of dollars which that paper should handle in years to come. He called it the *Iron Age*, so it is said, not so much because it should represent the iron industries of America—yes, of the world—but in a spirit of bitterness toward the "Iron Hand" of English politics which had dispossessed, imprisoned and then expatriated him for daring to speak the truth.

It was a political pamphlet, not a trade newspaper, and had as one feature Philadelphia quotations on nails and iron, printed not so much as a matter of news as for the purpose of leading the New York hardware merchants to buy their nails and iron from the Philadelphia makers rather than from his enemies, the English.

Printed on a hand press and distributed by himself and his young son, David, whom it afterwards made rich, the little four-page sheet grew apace and in time became a power.

Advertisements were not solicited, but were voluntarily offered, and they too grew in numbers, though but little in size, as they were simply cards announcing receipt of this or that cargo, or modestly displaying the name, address and business of the advertiser.

Earlier still the *Dry Goods Economist* was launched in 1847. It was a modest little sheet that sought to give authentic quotations on dry goods and fabrics.

Other journals in other lines of merchandise followed, each with its modest array of small card announcements. A full page ad. was unknown.

For a generation trade newspapers followed the style set by these pioneers. Their market quotations were their *raison d'être*, their editorial and descriptive matter incidental, and their advertising accidental, and largely in the nature of more or less voluntary contributions of manufacturers and jobbers who wished to have the editor on their side.

Advertising had not yet been discovered, in the sense that we now think

of advertising, but the journals paid a profit to their owners, and grew with the years.

The success of the few pioneers, after years of struggle, fired the imaginations of a horde of followers who were not willing to wait for earned success, but chose rather to force it. Mushroom circulations were secured through premiums so alluring that the subscription to the publication was merely a necessary incident in the transaction by some of these, while others did not even take the trouble to get the circulation, but took rather the short cut to outrageous lying about circulation.

Then, on the basis of the mushroom circulation or the inflated claims, or both, clever solicitors armed with laconic instructions to "Get the business" were turned loose on the long-suffering manufacturers—and they did get the business.

Legalized highway robbery or a semi-respectable mendicancy characterized their methods, and as a result of the sins of these pirates, all trade journals advertising in all journals—honest or dishonest—was classed with such savory hold-up as tickets to the switchmen's ball or a card in the dance programme of the Bartenders' Union.

### Trade Newspapers of Real Merit Had to Fight For Their Lives.

But while this was going on, the worthy trade papers, with a courage and singleness of purpose which was little short of heroic, earnestly and patiently built up their influence upon the sure foundation of service—service to the retail merchants first, and through them and their confidence, service to the manufacturers who used their advertising columns in the hope of winning the friendship of the retailers.

And as this confidence grew the size and character of the advertisements grew also. And as the size and character of the advertisements grew the merchants fell more and more into the habit of reading the ads.; and in due time to relying on those ads. as guides in the selection of their goods.

Little by little the grafting trade journal and the mendicant trade paper went the way of the unjust or reformed and saw and followed the new light.

Post office rulings against the abuse of premiums and sample copies; an awakened intelligence among space-

buyers as to the importance of knowing the quantity, quality and geographical distribution of the circulation they were buying and, very recently, the theretofore-unheard-of practice of devoting study, time and effort to the preparation of trade journal copy, all played their part in ushering in a new era in trade papers advertising, and giving it a place in the well-rounded campaign.

Say there are four dry goods stores of any consequence in a city of 45,000 population, and that all four subscribe for the leading dry goods trade journal.

Then let us say that the now leading popular weekly has 2,000 subscribers in that city; (giving it its ratio to the whole population of the country)—who has the largest buying power for a ready-made garment, let us say, the four merchants, or the 2,000 citizens?

Then remember that even if the 2,000 readers of the popular weekly did become converts to the desirability of possessing the garment as advertised, that desire cannot be converted into a sale unless and until the garments have first been sold to the merchants.

### The Buying Impulse.

And remember another vital fact: the best merchants nowadays read the advertising pages of their trade papers for the purpose of deciding what they shall buy. Their impulse at the time of reading is a buying impulse, and they read these advertising pages, not listlessly, but critically, as a business duty.

On the other hand, the citizen buys or subscribes for the weekly story paper or the penny daily for the purpose of reading the text; and his interest in the advertising is accidental and incidental—passive rather than active.

Trade-newspaper advertising is actually harder to write than consumer advertising, because the consumer is a child, short of memory, pleased with pictures, lacking logic, easily beguiled by a pretty story, without much regard for the accuracy of it; while the merchant who reads ads. is very likely to know more about the goods than the man who writes the ads., and even though he does not, he thinks he does; is wary of fiction and critical of every statement made. A thousand dollars worth of consumer advertising at \$8.00 a line may bring a thousand inquiries for a \$5.00 garment. And fifty dollars worth of trade journal advertising may bring only five inquiries. These five little letters look ridiculous beside the armfuls of stuff the popular advertisement brings; but one inquiry from a merchant who buys hundreds of dollars worth and perhaps develops into a thousand dollar customer, is worth a hundred from consumers' inquiries. Espe-



cially—let me say it again—because the goods must first be on the merchant's shelves before the consumer inquiries have any real money value.

Furthermore, the consumer bludgeon has been so greatly abused and so many merchants led to over-buy because of a stimulated temporary demand which fell flat as soon as the advertising stimulant was withdrawn, that the pendulum in many retail merchants' associations has swung against all advertised goods. This is especially true in the drug and grocery fields in which the retail merchant has been most grievously exploited.

But deeper than these general conditions lies the indisputable fundamental fact that the merchant must have the goods before the people can buy them from him, and that the phrase, "For sale by all dealers" before distribution has been secured is an imposition on the public, and an insult to the merchant and a lie on the face of it.

If your product has not enough merit in itself to enable you to win the good will and the trade of the retail merchant, then it is cheating both him and his customers to force it onto and off his shelves by consumer advertising. If it has such merit, then the logical, the direct, the commercial, and the permanent way to secure distribution is by displaying your product before the merchant in such a way as to make him buy because he believes in it. Once in his stocks, that belief and confidence will be reflected in his salesmanship, and re-echo in his re-orders.

Your salesmen, your circulars and your samples must do their share in this convincing presentation; and a force equalling any and helping all of the three, is the trade paper—the modern merchant's weekly market place and guide to safe buying.

There are the honest-but-inefficient, the rising but not-yet-risen, and, I am sorry to say, in some lines there are the positively dishonest and unworthy journals.

The task of separating the sheep from the goats; of capitalizing the value of the worthy without wasting your money on the unfit is one that calls for a wide knowledge of the field and the power to analyze values.

A gold mine is only a shaft till pay dirt is struck and if gold is never struck it is a sink hole.

The "gold" is in the right kind of copy in the right kind of trade newspaper at the right time of year.

Consumer advertising has a grand part to play in the modern scheme of business; but its place is after, not before, the goods are on the merchants' shelves. Then it lessens the burden

that the goods must bear by shortening the route to the consumer instead of rendering the burden heavier, loading it with the cost of creating a local demand for which there is no local supply.



### WORLD'S FLAX PRODUCTION.

The annual plant known as flax or linseed (*Linum usitatissimum*, Linn.) has been cultivated from remote antiquity for its fibre, which is spun into linen. De Candolle, in his "Origin of Cultivated Plants," states that it has been grown for at least 4,000 or 5,000 years in Mesopotamia, Assyria, and Egypt. In ancient Egypt, linen garments were the prescribed dress of the priests, and linen wrappings were used for embalming the dead. When Joseph became Governor of Egypt, he was admitted into the priestly castle to which the Pharaohs themselves belonged, and as one of the first marks of the royal favor he was "arrayed in vestures of fine linen." The cultivation of flax in Egypt is referred to in connection with the plague of hail, which smote the flax and the barley: "For the barley was in the ear and the flax was balled."

At the present time, flax is grown either for its fibre or for its seed; the oil of the latter being applied to numerous industrial purposes. These include the manufacture of oil paints, varnishes and printing inks. The residue of the seed, after expression of the oil, is made into feeding cakes for cattle and sheep, and the resulting manure is a rich fertilizer.

The area under flax has been gradually expanding during the last three years. The world's acreage, which was about 12,797,000 in 1909, was, as nearly as can be calculated, 18,160,000 in 1912; but the total production of flax fibre, which was 19,716,000 cwt. in 1908, was little more than 12,500,000 cwt. in 1911, and the demand for the fibre is greater than the present supply.

### Russia the Cheap Source.

The principal sources of supply of the fibre are Russia, Belgium, France, Ireland, Austria and Holland, but Russia produces something like 90 per cent. of the total. The principal flaxseed-growing countries, have hitherto been Argentina, the United States, British India, and Russia. Of these, India shows a steady increase of total production during the last five years, corresponding with the increase of area. In Argentina the area has increased since 1910, but the yield fluctuates greatly. The maximum acreage of the world under flax was reached in 1912, and the production of flaxseed in that year, when

known, will be found greatly to exceed the previous records. Without the Russian figures the production in 1912 amounts to 129,191,000 bushels, and, if the Russian figures should be anywhere near those of the previous year, the total will exceed 150,000,000 bushels, or over 60 per cent. in excess of the crop in 1911.

### Canadian Production Increasing.

A remarkable feature in connection with the crop is the great expansion of flax growing for seed in Canada, since 1908, before which it was not a crop of any importance. According to the "Statistics Monthly," issued by the Dominion Department of Commerce (to which we are indebted for these notes), the production in 1900 was only 172,222 bushels from an area of 23,086 acres. In 1912 the estimated total production was 21,682,000 bushels from an area of 1,678,000 acres.

In the fiscal year ended March 31, 1909, the exports of flaxseed produced in Canada rose to 693,779 bushels from 10,997 bushels in the previous year, and since then the exports of flaxseed have continued to increase; they amounted to 1,997,648 bushels in 1910, to 2,696,119 bushels in 1911, and to 1,504,528 bushels in 1912. For the calendar year 1912 they were 8,180,594 bushels of the value of \$15,134,060. During the past three years the high prices current have attracted special attention to flaxseed cultivation in the Dominion. There is every probability that the acreage under flax in Canada will continue to expand. At present the Western crop is grown entirely for seed, the flax straw being usually burned. Efforts have been and are still being made to find some profitable means of extracting the flax fibre from this waste material. Their eventual success would have an important bearing upon the agricultural and manufacturing industries of Canada.—Commercial Intelligence.

Another point worthy of notice, as showing the general suitability to flaxseed of Canadian soil and climate, is the high average rate of yield. A comparison of statistics shows Canada to have the highest yield per acre of flaxseed of any country in the world for the last two years, and also in 1909, whilst in each of the other three years the Canadian average yield per acre is exceeded by only one or two countries.

Compared by provinces, the largest area under flax in Canada is in Saskatchewan, which province in 1912 accounted for 87 per cent. of the whole flaxseed an agricultural crop, and flax is now frequently the first crop sown by settlers upon "new breaking" in the North-West provinces.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

The expected improvement in business came with the advent of warm weather. Summer lines are now moving out rapidly, although some such as refrigerators have yet some improvement to show before they reach the usual summer activity.

Prices have remained firm on the whole. The metal markets have firmed up. A few changes in prices are noted in the reports which follow.

The business situation has changed for the better. Warmer weather and the favorable reports re crops have doubtless had much to do with this. Collections are reported to have shown improvement.

### MONTREAL.

Montreal, June 18.—Trading in hardware continues quite brisk although there is a tendency to order in smaller lots and often but the volume of goods going out has not shown any decrease so far. Wholesalers state that collections are much better than they were and that the outlook is much brighter than a few weeks ago.

There have been no changes in prices during the past week except in metals. About the only feature of the week has been the change in the invoicing of The Winchester Arms Co. Beginning July 1st, invoices will be made out at flat rates with no rebates. This reform is welcome by all, for the old method of rebating was very troublesome and inconvenient. The change was made on account of the difficulty in getting rebate refunds through the customs.

The warm weather of the past week started a big demand for all summer lines especially for fly pads and poisons, fly traps and screening. Lawn mowers were also in good demand as well as garden hose.

### Radiators Selling Well.

Although there are few orders being offered for large lots, there is a steady demand from home builders and the amount of business transacted so far this season is ahead of the same period last year. One manufacturer states that the old cry of slack times has been revived but that there is nothing in it, for it is a custom in Montreal to wait until the frost nips their toes before they get busy and then everybody wants their supplies in a rush with the result that some one has to wait. This manufacturer further states that they have orders booked that will keep them busy till the middle of August and they are all bona fide orders. Prices remain the same and are very firm but it is not thought that any advance will go into effect this season.

### Oil Stoves.

There is a brisk demand for oil stoves and the already large demand has been accentuated by the warm weather of last week which brought in large number of large orders from country points. There is a heavy demand for all lines of tinware and enamelware. Prices are unchanged. Garbage cans and galvanized ware are in excellent demand.

Heavy ranges are moving in goodly numbers these days. The demand is starting a little earlier than usual and up to date a large volume of business has been booked. The demand seems to be general and is ahead of last year. There are no indications of any price changes.

The demand for refrigerators is picking up and during the hot spell this week a large number of them were sold. Quite a number of repeat orders are coming in. In some cases, retailers were making special prices to clear and the rush brought on by the warm spell cleared them out entirely with the result that they were forced to re-order.

### Metals Declining.

The slump in the stock markets has had its effect on the metal market which has declined in sympathy. While the decline is not very serious it is thought to be of short duration and that prices will recover quickly once things are adjusted. The pig lead market, however, did not respond to the influence of the

financial market and advanced instead of declining. Reports from abroad advise a very strong lead market with advances expected at any minute as the tone is decidedly upward.

### Copper.

Following the declines in the primary markets, copper declined again on the local markets and to-day is selling at \$17.25 as against \$17.50 last week. The price is inclined to be weak at this level and with further declines in the primary market prices here are likely to follow. The price on copper sheets has not been changed but is very weak and will likely decline during the week should pig become easier. New York market is steady at \$15.00, while London offers spot at £65 and futures at £65, 2s. 6d.

### Lead Advancing.

Lead has advanced again this week even in face of declines in other metals and this action demonstrates the underlying strength of the pig lead market. This upward tendency is exceptionally strong in these days of weakening markets and will surely carry lead prices to higher levels than those prevailing to-day. Locally, pig lead has advanced to \$5.75 for both Domestic and imported pig, while Bar Pig has jumped to \$6.00, as against \$5.25 for Domestic and Imported pig and \$5.75 for Bars ruling last week. The price is very strong at the new level with an advance expected at any hour. Lead sheets are unchanged but very firm. The London market is firm at £21.

Solder declined on the local market this week and is now quoted at 29½¢ per lb. for bar, half and half, guaranteed as against 30½¢ last week. Wiping is now quoted at 27½¢ per lb. instead of 28½¢ quoted last week.

Spelter is unchanged at \$7.00. London quotes £22, 5s. 0d; St. Louis \$4.97½. Antimony declined this week to \$10.25

## PRICES QUOTED IN TORONTO

Pure Manila Rope .....	17c base
British Manila Rope .....	13c base
Sisal Rope .....	12c base
African Hemp .....	13c base
Harvest Tools .....	50% discount
Special Brands .....	47½% discount
Poultry Netting .....	50% discount
Wire Nails .....	\$2.40 base



as against \$10.75 last week. The market for antimony has been weak for some little time but has not justified any decline until the present. The market is still very lacking in support and as a result, prices are inclined to be weak.

Ingot tin declined \$1.00 on the market here to-day but tin plate remains the same as before. Ingot tin is quoted to-day at \$53.00 instead of \$54.00 as last week. New York quotes tin at \$45.35, while London offers spot at £205 5s. 0d., futures at £205 5d. 0s.

## Pig Iron.

There is no change in the local iron and steel market and prices are steady at last week's quotations. The London market quotes pig iron at 55s. 1d. which is a sharp decline. On June 7th London quoted pig iron at 58s 9d. This decline in iron has not yet affected the local market which is very dull at present, but it must have its effect sooner or later.

## TORONTO.

Toronto, June 19.—Toronto hardware jobbers report business as being good. The warm weather of the past few days has caused a good demand for many lines of summer goods that have been dormant. Stove manufacturers report a heavy demand for gas ranges, coal oil and gasoline stoves, ovens, gas plates, etc. Paint manufacturers are very busy. A slight improvement is noted in the business being done in the metal market.

Quotations on all hardware lines appear firm. An advance has taken place in the price of lead traps and bends. A decline is noted in the price of solder and tin. Turpentine has declined in price. Continued warm weather will be welcomed by the hardware trade in general, and will work wonders in helping to move some of the lines of summer goods that have not been moving as rapidly as might be desired.

The retailers report business as being very good indeed, and a number of merchants report large increases in business over the corresponding periods of last year.

There has been a heavy demand for screen doors and windows. Refrigerators, rubber hose and a few other lines have not been moving rapidly, but with the advent of warm weather a decided improvement will be noticed in the sales of these lines.

## Advance in Traps and Bends.

Lead traps and bends have advanced in price. The discount, which was formerly 40 per cent., is now 35 per cent. Lead pipe is still quoted at 7½c, less 10 per cent.; lead waste pipe remains 9c, less 10 per cent.

## Decline in Solder.

Another decline has taken place in the price of solder, and quotations range from 28¼c to 28¾c per lb. for guaranteed solder. The decline in price is due to the recent declines in the price of tin.

## Other Metals.

Lead.—No change is reported in the price of lead, and the market appears firm. Copper is unchanged, and is still quoted in Toronto from \$16.10 to \$16.25. Iron and steel are unchanged, and a fair volume of trade is being done. Aluminum is quoted from 22c to 24c lb. Zinc is easy, with quotations unchanged. Spelter is unchanged.

## Iron Pipe.

The revised prices on iron pipe are shown in current market quotations, giving prices on galvanized and black standard butt weld pipe from ¼ inch to 4 inch, and on standard lap weld pipe from 2 inch to 12 inch.

## Wire, Nails, etc.

Toronto jobbers are quoting wire nails at \$2.40 base; cut nails at \$2.80 base. Poultry netting is still quoted at 50 per cent. discount; barb wire, \$2.42½ per 100 lbs.; rustless, bronze screen cloth, 7c per square foot in rolls; 8c per square foot when cut to length; painted screen wire in 100 ft. rolls, \$1.55 per 100 square feet; 50 foot rolls, \$1.60 per 100 square feet.

## Rope and Twine Unchanged.

Pure Manila rope is still quoted at 17c base; British Manila, 13c base;

African hemp, 13c base; Sisal, 12c base. Binder twine is still being quoted at the following prices: 650 ft. to lb., 12¼c per lb.; 600 ft. to lb., 11c lb.; 550 ft. to lb. 10c lb.; 500 ft. to lb., 9½c; ½c lb. allowance on 5 tons or over; ½c lb. allowance on 10 tons or over.

## Ladders, Trestles, etc.

Common extension ladders up to 32 feet, 13c per foot; 34 to 40 ft., 15c per foot. Roped extension ladders up to 32 feet, 15c ft.; 34 to 40 feet, 17c ft.; 42 to 50 ft., 19c ft.; 52 to 60 ft., 22c foot. Painters' trestles, 6 feet, \$1.50 each; 8 feet, \$2.00 each; 10 ft., \$3.60 each; 14 feet, \$4.20 each; 16 feet, \$4.80 each; 18 feet, \$5.40 each; 20 feet, \$6.00 each; step ladders, 11c to 28c foot; chair step ladders, \$1.00 each.

## Woodenware Washing Machines, etc.

There is a good demand for washing machines and wringers. The discount is still 20 per cent. Vacuum clothes washers are quoted at \$21.00 per dozen. Clothes bars, 4 feet, at \$4.25 dozen; 5 feet at \$5.50 doz.; 6 feet at \$7.25 doz.; ironing boards, 12 by 60 inches, at \$5.75 doz.; 14 by 60 inches, at \$6.25 doz.; sleeve boards, \$1.50 to \$3.50 per doz.

## Belting, Lacing, Etc.

Extra leather belting is quoted at 60 per cent. discount; standard leather belting, 60—10 per cent.; cut lacing, 95c lb.; lace leather in sides, 85c.

## Harvest Tools and Shovels.

Snaths are quoted at 35 per cent. discount; scythes range in price from \$6.50 to \$11.50 per dozen. Hay fork, rake and hoe handles are quoted at 40 per cent. discount; harvest tools, 50 per cent. discount; special brands, 47½ per cent.

## Summer Goods.

A good improvement in the demand for summer goods has been noted this week. A large number of refrigerators, ice cream freezers and summer oil stoves have been shipped. Hammocks, rubber hose, lawn seats have moved more freely than for some time past. The following prices are quoted on swings, seats, etc.: Folding garden seats, 3½ feet long, are quoted at \$10.00 dozen; lawn swings, four passenger, \$4.25 and \$5.50 each. Hammocks, \$13.00 to \$60.00 doz. Gliding settees, \$8.50 each; folding chairs, \$8.50 dozen, with an extra 10 per cent. for lots of 1 gross or over.

## WINNIPEG.

Winnipeg, June 16.—On the whole, hardware business is improving. Two factors have been prominent in bringing this about, the retail trade is more

## NEW PRICES ON TRAPS AND BENDS

Traps and Bends .....	35% discount
Lead Pipe .....	7½c less 10% discount
Lead Waste Pipe .....	9c less 10% discount
Malleable Fittings .....	40% discount
Cast Iron Fittings .....	65% discount
Standard Bushings .....	70% discount
Malleable .....	65% discount
Flanged Unions .....	65% discount
Malleable Lipped Unions .....	65% discount
Nipples .....	75% discount

active and crop prospects are considered good enough to warrant carrying somewhat heavier stocks.

Building operations are brisk and builders' supplies are moving quite freely. In the city the 1913 programme will not fall short of that of 1912 and in many Western towns will exceed it. Railroad construction is being vigorously pushed and extensions and improvements are good for heavy lines.

There is, as is usual at this time of the year, a brisk demand for screens, awnings, tents, fall sporting goods, and camping outfits.

About July 1 will commence the great annual movement of binder twine, a trade in which most country hardware men are interested. There is no chance of cheap twine this year and dealers must be prepared to pay about 30 per cent. more this year than last year.

The Plymouth Cordage and Binder Twine announces the following as its price list:

Plymouth Sisal, 500 feet ..... 9¾¢  
 Plymouth Standard, 500 feet.... 9¾¢  
 Plymouth Extra, 550 feet... ..10¼¢  
 Plymouth Superior, 600 feet....11¼¢  
 Plymouth Premax, 650 feet....12¼¢  
 Plymouth Pure Manilla, 650 feet..13 ¢

There is an allowance of ½ to ¼¢ per lb. for orders exceeding 10,000 or 20,000 pounds. It must be remembered that the Sisal market is in the hands of a strong association at the source of production in Yukatan and these prices in effect to-day may not hold.

June is the season for marriages and wedding gifts are lines much in evidence in windows and show cases in city retail stores.

## Heavy Hardware and Metals.

Just what will be the effect of an adverse decision on the United States Steel Corporation in the suit now pending on the steel industry is of much interest to the trade. At present, business is showing signs of revival. Since the first of June orders have averaged 30,000 tons per day as against 22,000 per day for May. It is stated that the Corporation has been turning down all orders for delivery within three months. Orders for October, November and December delivery are said to be very heavy. The copper market is reported as showing improved activity. Locally, prices on all lines are firm and there is good Western demand for structural steel and cement.

## Stoves and Kitchenware.

Fall orders for stoves are now coming in and indications are that trade will be quite up to the average. Retail trade in stoves is seasonably dull. There is a fair business yet in summer lines such as refrigerator, freezers, churns and enamel ware.

## Paints and Oils.

An abrupt advance of 3 cents per gallon on linseed oil was hardly anticipated but flax is now working up. It has been for some time selling actually below cost of production. A rise in flax and flax products is altogether probable.

There is now a good retail demand for outdoor paints and prospects for a good demand for all lines as the building season advances.

## REPORT BIG DEMAND.

St. John, N.B.—Local dealers report a remarkable run on articles for wedding remembrances, and the demand for cut glass, silverware, cutlery, statuary, etc., has really exceeded expectations. While they have paid strict attention to the promotion of sales in the departments where aforesaid have been kept, the small wares departments have not been neglected; but the counters wherein articles of household use, ranging in value from 15 cents upwards, have been kept in most attractive condition for filling the demands made thereon through the numerous "show-ers" held about the city for prospective brides. One hardware firm did not stock heavily enough this year in cut glass, and their sales have been so very large in this connection that they now find themselves with only limited lines, although the month of wedding presents has just begun.

The holding of the annual tournament of the Maritime Province Trap-shooting Association brought many visitors to the city this week, and evoked considerable interest amongst local hardwaremen, besides adding to local business. It was a distinct success. Several of the hardware, gun, and carriage companies had donated trophies for the meet.

## IT PAYS TO INVESTIGATE.

There is a well-known story to the effect that one day an inventor called at the office of a New York millionaire, who is famous for a great many peculiar traits. The inventor sent his card to the millionaire, requesting an interview, but was turned down. "Well," said the inventor to the millionaire's private secretary (a young man, drawing a very ordinary salary), "I wanted to see Mr. — about getting him to pay for taking out the patent on this invention of mine, and I was willing to give him a half of the interest for doing so."

The young private secretary looked at the property, investigated it a little, and said: "I have saved a little money. It isn't much, but I have \$300, and if I

pay the expenses of getting out the patent, will you give me the half interest?" The inventor accepted the proposition. The young man paid the expenses of taking out the patents, which, later on, were sold for several hundred thousand dollars, of which the young private secretary received half.—Ex.

## THE EFFICIENCY ENGINEER.

The watchman at the railroad shops at Little Rock receives all applicants for positions graciously and courteously directs them to the proper official.

On one occasion he was approached by a recruit seeking the foreman.

"Are you a boiler-maker or machinist?" asked the watchman.

"Well, I might be mistaken for either," was the reply. "Down home they allowed I knew more about a threshing machine than any man in three counties. What's more, I have fixed wagons and harnesses, shod horses and when they repaired Silas Green's saw mill, I held the rivets so the boiler-maker could not knock them through the hole."

"You must be one of them efficiency fellers," said the watchman, suppressing a smile. "You want the Section Boss. First door to the left."—Ex.

## C.O.D. PARCELS POST.

United States Post Office Department  
 Tack on Cash on Delivery System.

Washington, D.C., June 17.—Parcels may be sent through the United States mails C.O.D. beginning July 1.

This announcement by the Post-office Department marked another extension of the parcel-post system. By this means packages may be ordered by the householder at a distance and not paid for until delivered, when collection will be made.

Details of the regulations governing the sending of C.O.D. packages set forth that the sender will purchase a tag having three parts, of which the first is kept by him, the second is placed on file at the mailing office and the third is attached to the parcel. The amount due and name of the sender are written on the tag and on the coupon retained by the mailing office. C.O.D. parcels will be delivered by city and rural carriers and special delivery messengers under the rules governing the delivery of registered mail.



# Methods of Retailing Paints and Varnishes

## How Window Displays Sell Paint

**The Value of the Store Front and How it Can be Used to Best Advantage—A Window Big Enough to Let in Light Will Also Let in Trade—A Good Specimen of Display in Small Window.**

Every progressive retailer knows that his store window, if properly used, is one of the best methods of advertising. One advertiser says that four-fifths of every retail merchant's rent is for his store frontage—his windows. We cannot vouch for the accuracy of these figures but we do know from the experience of many large and successful firms that the show window is a big investment and pays dividends in proportion to the attention given it.

A store window is equal to great deeds and it is "up to" the merchant to make his window perform them. A window can be made tell a story to every man and woman that sees it. If the window is a dust-laden cob-webby one, it tells a story of dirt, disorder and carelessness. If the windows are clean and bright and filled with a carefully planned display, they act as a magnet in drawing trade to the store. Impressions of the business policies of a store are often formed by the appearance of the store window.

Every merchant is trying to get his share of the new trade that is constantly arriving in his town or city. In many instances the first impressions received by the new customers are gauged by the appearance of the store window. Whether this first impression is to be a good or a bad impression rests largely with the merchant and his salesmen. The main object in a window exhibition is to impress even the casual passer that you keep a certain article for sale or very often when painting material is displayed to show the results that may be obtained by using some brand of paint or paint specialty.

### Some of the Essentials.

Simplicity, color harmony, arrangement, variety, seasonableness, connection with local newspaper advertising, and a thorough knowledge of the goods by clerks, are some of the essentials that bring big results for the efforts expended in arranging effective and result-producing window displays. But window displays will not always sell goods. Some time ago the president of a large

firm received a letter from a customer. "I had a window full of these goods for two weeks," wrote the disgruntled one," and never made a single sale." The president was a man who had received his training on the road and had

come in close contact with the trade. He knew this firm and he knew in a minute where the difficulty was. His conclusion was that the dealer was not running a store but a morgue. He sent up one of his expert salesmen to wake up the dealer and his employees.

The first thing he did was to explain that the object in displaying goods was to attract attention, to arouse curiosity. Once that is done the show window has accomplished its purpose and the rest

(Continued on page 58.)



*A clever paint display arranged in small space.*



# MANTELS

## THAT WILL SELL

Our third catalogue of Mantels, just off the press, portrays to the dealer all the new ideas that are so popular in homes that are being built this year. The selection offered will give the discriminating buyer suggestions for his new house, regardless of its cost of construction. Nothing but the best quality of materials have been selected for these products. By displaying these goods you will increase your business, and incidentally your profits.

Write to-day for this new catalogue.

**The Winnipeg Paint and Glass Company, Limited**

"Everything for a Building"

Calgary Paint and Glass Co., Ltd.  
CALGARY

WINNIPEG

Edmonton Paint and Glass Co., Ltd.  
EDMONTON

## Are you getting all you should out of your varnish business?

With our new selling-plan we are putting thousands of dealers in the way of making more money out of their varnish business than they ever thought possible.

We're also putting them in the way of giving their trade the utmost in varnish quality, uniformity and reliability.

Are these things of any interest to you?

If they are, write us to-day for particulars of our new, full-line selling-plan.

**BERRY BROTHERS**

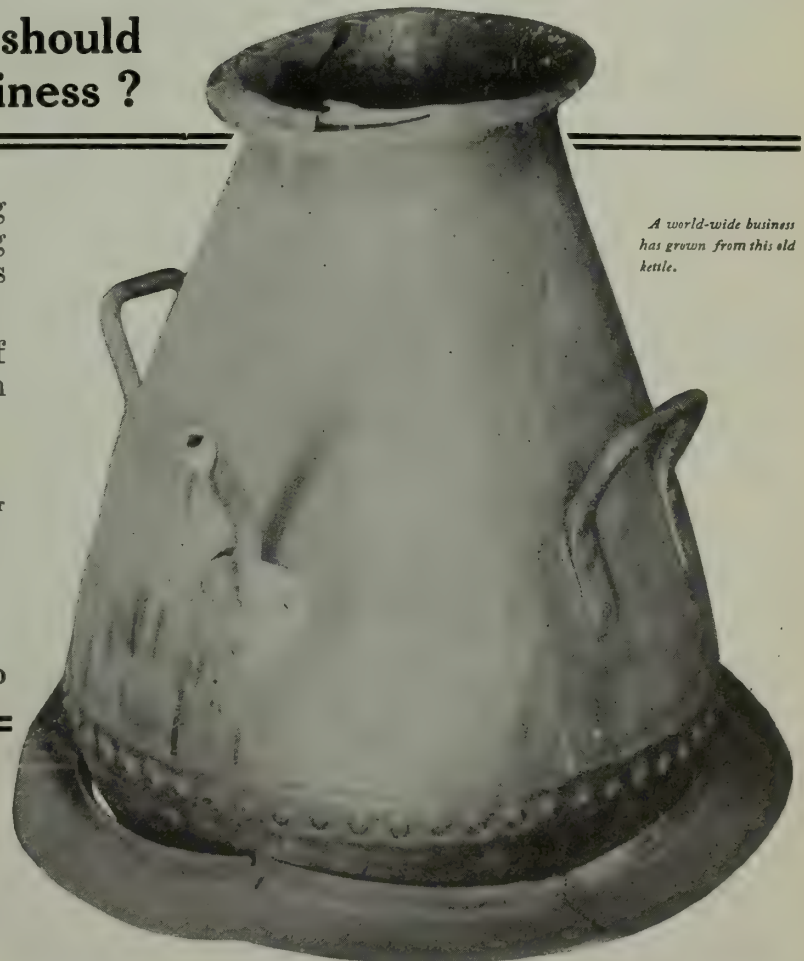
ESTABLISHED 1858

The World's Largest Varnish Makers

WALKERVILLE,

ONTARIO

# BERRY BROTHERS' VARNISHES



*A world-wide business  
has grown from this old  
kettle.*



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, June 17.—Business is still brisk in paint circles and manufacturers state that they have not felt the effects of the money stringency as yet and report that collections are very good even in Western Canada. Orders are still coming forward very freely and everything looks very promising, but, of course, it must be taken into consideration that the paint trade is always endeavoring to "brighten up" everything it comes in contact with.

### White Lead.

The price of white lead is the same, \$8.25, and very firm at that level as the pig lead market continues to advance and the anticipated advance in white lead is getting nearer with every fluctuation. The demand for lead is more or less for immediate use, but the wise ones are stocking up in view of the very strong tone to the pig lead market.

### Turpentine Down Again.

Turpentine is down again this week, having declined 1c to 56c, while the pure spirits of turpentine is quoted at 60c. Several firms are holding prices at 57c, but it is likely that 56c will become the general price as the Savannah market is very unsettled and inclined to be weak. It is the general belief that 56c is the bottom and that prices will not go lower than this but with the unsettled condition of the money markets there is no telling what will happen. The demand for turpentine is good and this is an encouraging feature and one that should tend to steady the market.

### Linseed Oil

The decline reported last week did not bring out the avalanche of orders that were anticipated, but nevertheless trading is quite brisk and prices are steady at 59 for raw and 62 for boiled. These prices are being maintained and are gaining in strength.

### Glass and Putty.

The imports are coming forward very satisfactorily but buying is being curtailed by the money stringency as builders and contractors are averse to buying more than they need for immediate use on account of the difficulty in getting their work financed. However, the volume of business accomplished is quite up to the average. It is not thought that there will be any advance in prices this season although prices are very firm at present for both import and ex-store glass. Putty is unchanged.

### Mixed Paints.

Business in this department is very brisk and the country seems to be using more paint than usual. Prices are

unchanged and very firm although easier than two weeks ago on account of the decline in oils.

### Gasoline.

It is not thought there will be any advance in the price of gasoline this season and that present prices will rule till late fall anyway. Gasoline is quoted to-day at 27½c in single bbls. and 24½c in drums. This is an advance of ½c per gallon in drums.

Coal oil is unchanged and benzine is the same as last week.

## TORONTO.

Toronto, June 19.—Paint manufacturers are very busy and there is a heavy demand for painting materials especially ready-mixed paints. Jobbers report business as being very satisfactory. A further decline has taken place in the price of turpentine. White lead remains unchanged and is in good demand. Retailers report that they are doing a large paint trade this season.

### Decline in Turpentine.

A further decline has taken place in the price of turpentine. The ruling price in Toronto is now 57c per Imperial gallon in single barrel lots and 56c per Imperial gallon in 2 barrel lots. The weakness in the primary market has been attributed to the heavy receipts of the new crop.

### Linseed Oil.

Linseed oil is slightly firmer than last week. The ruling quotations are 60c per gallon for raw linseed oil in single barrel lots and 63c per gallon for boiled linseed oil in single barrels, but lower prices are being quoted in some quarters. It is claimed by jobbers, however, that they are not making more than a fair margin at 60c for raw and 63c for boiled oil.

### Lead Unchanged.

The price of white lead remains unchanged and a good volume of business is being done. Quotations are \$8.20 per 100 lbs. in ton lots with 20c per 100 lbs. advance in smaller lots.

### Glass and Putty.

The demand for glass is fair and quotations are firm. The discount still remains 15 per cent. Several of the American manufacturers of window glass have closed down and, while it is reported that there will be sufficient glass to supply their trade until the end of September, it is claimed that their stocks are light and less in volume than for some time. A scarcity of glass in the American market would probably necessitate the importation by

them of foreign glass. If such should prove to be the case, it is altogether likely that quotations will remain firm. Should the American demand remain quiet as it is at the present time, it is altogether likely that the stocks they have on hand will be sufficient to meet the demand.

### Paris Green.

Pure Paris Green is quoted at 19¼c per lb. in barrel lots and 23¾c per lb in 1 lb. packages.



## HOW WINDOW DISPLAYS SELL PAINT.

(Continued from page 56.)

is up to the salesman. When it draws prospects into the store or suggests something, if they are already there, then is the time for the salesman to act. With the customer's mind in a receptive mood it is up to the salesman to close the deal by explaining what the article is, why it is, etc. It is a mistake to think that window displays alone are going to sell goods without any effort on the part of the salesman. It is true that some lines are readily sold from a window without the necessity of inside salesmanship but they are greatly in the minority. There is nothing more effective than a good window display but the results obtained will be greatly enlarged if supplemented by live salesmanship. This is true regarding the paint line and salesmen cannot be possessed of too much knowledge regarding the lines of paint they are selling. If there is something about the line they do not know or their boss does not know, they should write to the manufacturer, he will be pleased to supply all the necessary information. Spend some time with the paint traveller when he visits your store, he can give you many valuable pointers that will be useful in selling paints. It is not always necessary to have large windows in which to display an attractive arrangement of painting materials. One writer says that a window that is big enough to let in light is big enough to let in trade. All paint manufacturers will gladly co-operate with the dealer and offer suggestions for window displays, also supplying window trims, display cards, etc.

In the city of Belleville there are eight drug stores selling paints. The accompanying shows a display in the window of McKeown's drug store. The window although small has been used to good advantage and shows that it is not always necessary to have large windows in order to do effective window display advertising.

**What do you know**  
**about Fresco-Tone?**

Acquaint yourself:

Fresco-Tone is the best thing with which to meet the modern demand for simplicity and cleanliness in interior decoration.

It is a flat toned oil paint. It finishes dull and with a soft velvety depth of beauty. It can be wiped with a damp cloth. If necessary, it can be thoroughly washed. It is permanent.

It is not merely another of a long line of "same things." It is quite distinctive in quality. For we deliberately withheld it from the market until we knew we had developed it to perfection.

Let us send you prices. You should have Fresco-Tone in stock now to meet the Spring demand for interior decorative materials.

**BRANDRAM-HENDERSON**  
LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



## CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

Aluminum, 24c lb.

## ANTIMONY.

Cookson's or Hallett's, per lb. \$10.25 11.00

## BABBITT METAL.

Canada Metal Company—Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Aluminum-old, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 55c; A Special, 55c; B, 55c; C, 55c; D, 55c; E, 55c; F, 55c; G, 55c; H, 55c; I, 55c; J, 55c; K, 55c; L, 55c; M, 55c; N, 55c; O, 55c; P, 55c; Q, 55c; R, 55c; S, 55c; T, 55c; U, 55c; V, 55c; W, 55c; X, 55c; Y, 55c; Z, 55c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c; Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoliuminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c—60c lb.

## BOILER PLATES AND TUBES.

Montreal Toronto	
Plates, ¼ to ½ inch, per	
100 lbs.	2.40 2.50
Heads, per 100 lbs.	2.65 2.75
Tank plates, 3-16 inch.	2.70 2.80
Boiler tubes, 100 ft. 1½ in. 10 45	9.75
" " 2 " 9 60	8.70
" " 2½ " 12 25	11.00
" " 3 " 13 30	12.70
" " 3½ " 15 55	15.80
" " 4 " 18 80	19.00

## BRASS.

Spring sheets, up to 20 gauge.... 0.27  
Rods, base ½ to 1 inch, round.... 0.23  
Tubing, seamless base, per lb.... 0.26  
Tubing, iron pipe size, 1 in. base 0.26  
Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot ..... 17.25 16.25  
Cut lengths, round bars, ½ to 2 in. .... 27.00

Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches. .... 29.00  
Copper sheet, tinned, 14 x 60, 14 oz. .... 30.00

Copper sheet, planished, 14 x 60, base ..... 37.00  
Brazier, insheets, 6 x 4. .... 29.00

## COPPER AND BRASS WIRE.

Brass, 45 &amp; 2½ p.c.; copper, 45 p.c.

## IRON AND STEEL.

In car lots. Montreal Toronto

Canadian foundry, No. 1. 21.00 21.00

Canadian foundry, No. 2. 20.50 19.50

Summerlee, No. 2 pig iron 22.50 24.50

Carron, soft ..... 23.75

Cleveland, No. 1 ..... 22.00 25.00

Clarence, No. 3 ..... 21.50 24.50

Jarrow ..... 25.50

Glengarnock ..... 26.00

Radnor, charcoal iron ..... 31.00 34.50

Ayresome, No. 3 ..... 25.00

Ferro Nickel pig iron (Soo) ..... 25.00

Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh ..... 27.50

Angles ..... base	2.50	2.50
Common bar, per 100 lbs.	2.15	2.05
Forged iron, per 100 lbs.	2.30	2.35
Refined iron, per 100 lbs.	2.40	2.40
Horseshoe iron, per 100 lb.	2.40	2.40
Mild steel ..... 2.25	2.20	
Sleigh shoe steel ..... 2.25	2.25	
Domestic ..... 2.30	2.25	
Iron finish steel (foreign)..... 2.50	2.50	
Reeled machinery steel..... 2.75	3.00	
Tire steel ..... 2.35	0.15	
Sheet cast steel ..... 0.15	0.15	
Toe calk steel ..... 3.10	3.15	
Mining cast steel ..... 0.07½	0.08	
High speed ..... 0.65	0.65	
Capital tool steel ..... 0.50	0.50	
Cammell Laird ..... 0.15	0.15	
Black Diamond tool steel..... 0.08	0.08	
Corona tool steel ..... 0.06½	0.06½	
Silver tool steel ..... 0.12½	0.12½	

## Cold Rolled Shafting.

9-16 to 11-16 inch ..... 0.06	
¾ to 1 7-16 inch ..... 0.05½	
1 7-16 to 3 inch ..... 0.65	

Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

Montreal Toronto	
10 gauge ..... 2.70	2.70
12 gauge ..... 2.75	2.75
14 gauge ..... 2.60	2.65
16 gauge ..... 2.50	2.65
18 gauge ..... 2.50	2.65
20 gauge ..... 2.50	2.65
22 gauge ..... 2.50	2.65
24 gauge ..... 2.65	2.75
26 gauge ..... 2.75	2.85
28 gauge ..... 2.85	3.00

## CANADA PLATES.

Ordinary, 52 sheets ..... 3.10	3.00
All bright, 52 sheets.... 3.70	4.15
Galvanized—Apollo D. Crown	Ordinary
18x24x52 ..... 4.45	4.45 4.75
60 ..... 4.70	4.70 5.00
20x28x80 ..... 8.90	9.50
20x28x80 ..... 9.40	9.40 10.00

## GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square ..... 6.75
24 gauge, per square ..... 5.50
26 gauge, per square ..... 4.25
28 gauge, per square ..... 4.00

## GALVANIZED SHEETS.

B.W.	Queen's	Fleur-de-Lis	Gorbals
Head.	Head.	Head.	Head.
16-20 ..... 3.75	3.60	3.85	
22-24 ..... 3.90	3.75	4.00	
26 ..... 4.15	4.00	4.25	
28 ..... 4.40	4.25	4.50	

Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.

Apollo brand— Montreal Toronto  
24 gauge, American. .... 3.75 3.70  
26 gauge, American. .... 3.95 3.90  
28 gauge (26 English). .... 4.30 4.20

10½ oz., equal to 28 English ..... 4.50 4.40

## IRON PIPE.

## Standard Butt Weld Pipe.

Size.	Black.	Galvd.
¼ in. .... 2.28	3.18	
¾ in. .... 2.28	3.18	
1½ in. .... 2.72	3.57	
2 in. .... 3.28	4.43	
2½ in. .... 4.85	6.55	
3 in. .... 6.55	8.86	
3½ in. .... 7.84	10.59	
4 in. .... 10.55	14.25	
5 in. .... 16.67	22.52	
6 in. .... 21.80	29.45	
8 in. .... 28.22	38.42	
10 in. .... 31.07	41.97	

## Standard Lap Weld Pipes.

Size.	Black.	Galvd.
2 in. .... 11.66	15.36	
2½ in. .... 12.26	23.11	
3 in. .... 22.27	30.22	
3½ in. .... 27.14	36.34	
4 in. .... 32.16	43.06	
4½ in. .... 36.20	48.90	
5 in. .... 42.18	56.98	
6 in. .... 54.72	73.92	
7 in. .... 80.92	109.50	
8 in. .... 97.92	132.50	
9 in. .... 117.30	162.20	
10 in. .... 140.10	189.50	
12 in. .... 172.40	238.30	

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings, 70 p.c. Light pipe, 60; fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices: Montreal Toronto  
Heavy copper and wire, lb 0.11½ 0.11¼  
Light copper & Bottoms. 0.10½ 0.09½  
Heavy red brass ..... 0.10½ 0.10½  
Heavy yellow brass ..... 0.08½ 0.08½  
Light brass ..... 0.06½ 0.06½  
Tea lead ..... 0.02½ 0.02½  
Heavy lead ..... 0.03 0.02½  
Scrap zinc ..... 0.02½ 0.04  
No. 1 wrought iron ..... 9.00 10.00  
Machinery cast scrap,  
No. 1 ..... 14.00 14.50  
Stove plate ..... 12.50 13.00  
Malleable ..... 10.00 9.00  
Miscellaneous steel ..... 6.00 6.00  
Old rubbers ..... 0.08½ 0.08½

## LEAD.

Domestic (Trail), pig, 110 lbs. 5.75 5.20  
Imported pig, per 100 lbs. 5.75 5.00  
Bar pig, per 100 lbs. .... 6.00 5.50  
Sheets, 2½ lb. sq. ft. .... 7.50 7.50  
Sheets, 3 lb. sq. ft. .... 6.75 6.75  
Sheets, 3½ lb. sq. ft. .... 6.62½ 6.60  
Sheets, 4 to 6 lb. sq. ft. .... 6.50 6.50  
Cut sheets, ¼ c per lb. extra.  
Cut sheets to size, ¼ c per lb. extra.

## LEAD PIPE.

Lead pipe, 7½ c, 10 per cent. off.  
Lead waste pipe, 9c; 10 per cent. off.  
Traps and bends, 35 per cent.

## SOLDER.

Per lb. Montreal Toronto  
Bar, half-and-half, guarant. d. 0.29½ 0.28½  
Wiping ..... 0.27½ 0.28

## SHEET ZINC.

5-cwt. casks ..... 8.25 8.00  
Part casks ..... 8.50 8.50

## SPELTER.

Foreign, per 100 lb. .... 7.00 7.00

## TIN AND TINPLATES.

Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. 53.00 48.00  
Redipped Charcoal Plates—Tinned.  
M L S Famous (equal Bradley)

Per box  
I C, 14x20 base ..... \$7.00  
I X, 14x20 base ..... 8.25  
I X X, 14x20 base ..... 9.50

Raven and Murex Grades—  
I C, 14x20 base ..... 5.00  
I X, 14x20 base ..... 6.00  
I X X, 14x20 base ..... 7.00  
I X X X, 14x20 base ..... 9.50

"Dominion Crown Best"—Double.

## COATED, TISSUED.

I C, 14x20 base ..... 7.00 7.00  
I X, 14x20 base ..... 8.25 8.25  
I X X, 14x20 base ..... 9.50 9.50

"Allaway's Best" Standard Quality.

I C, 14x20 base ..... 4.65  
I X, 14x20 base ..... 5.65  
I X X, 14x20 base ..... 6.65

## BRIGHT COKES.

Bessemer Steel—  
I C, 14x20 base ..... 4.50  
20x28, double box ..... 9.00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I C, 20x28, 112 sheets.... 8.25  
I X, Terme Tin ..... 9.75

## CHARCOAL TIN BOILER PLATES.

Cookley Grade—  
XX, 14x55, 50 sheet bxs.)  
XX, 14x60, 50 sheet bxs.) .... 7.50  
XX, 14x65, 50 sheet bxs.)

## TINNED SHEETS.

72x30 up to 24 gauge, case  
lots ..... 8.50  
72x30 up to 26 gauge, case  
lots ..... 8.95  
Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Bailing Wire.  
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 15c.

## HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.35; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

## POULTRY NETTING.

2-in. mesh, 19 w.z., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in cases or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks, 75c, in ¼-lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Rustless screen cloth, 7c sq. foot.

## WIRE FENCING.

Galvanized barb ..... 2.42½  
Galvanized, plain twist ..... 2.95  
Car lots and less.  
F.O.B., Montreal.

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, ½, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## WROUGHT STAPLES.

Galvanized ..... 2.85  
Plain ..... 2.55

## PAINTS, OILS AND GLASS.

## BARN PAINT.

In barrels, 5-gal. tins ..... 0.80 0.90  
In barrels, 5-gal. tins ..... 0.80 0.85

## BEESWAX.

Per lb. .... 0.40

## CHEMICALS.

## (ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots ..... \$17.50  
2 lb. pkgs., per 100 lbs. .... 15.00  
5 lb. pkgs., per 100 lbs. .... 12.00  
25 lb. pkgs., per 100 lbs. .... 11.00  
50 lb. pkgs., per 100 lbs. .... 9.75  
200 lb. pkgs., per 100 lbs. .... 9.50  
300 lb. pkgs., per 100 lbs. .... 9.50  
600 lb. casks, per 100 lbs. .... 8.00

In casks per lb.

Sulphate of copper (bluestone) ..... 0.07

Litharge, ground ..... 0.07½

Green copperas (green vitriol) ..... 0.01

Sugar of Lead ..... 0.09



# TWO PROFIT PRODUCING SPECIALTIES

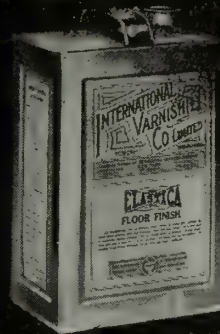
REVIVES &  
RENEWS OLD  
FURNITURE  
&  
WOODWORK



**Lacqueret**  
THE  
HOUSEHOLD  
LACQUER

ENDS ALL FLOOR  
TROUBLES

**ELASTICA**



FLOOR  
FINISH

The one  
perfect  
Floor Varnish

If your dealer cannot supply you, write us.  
**INTERNATIONAL VARNISH CO., LIMITED**  
TORONTO - WINNIPEG  
Canadian Factory of Standard Varnish Works.  
New York, Chicago, London, Berlin, Brussels, Melbourne.  
Largest in the world and first to establish definite standards of  
quality.

BRINGS  
BIGGER BUSINESS  
BETTER PROFITS

## How To Fill Your Oil Barrels Accurately

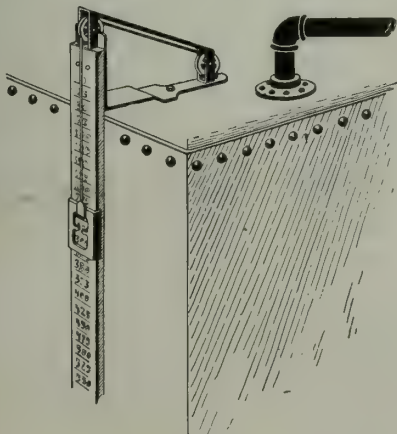
And rapidly. Just roll them under the faucet of the powerful power pump, touch the lever and leave them to be filled at the rate of fifteen or more gallons per minute. They will receive the exact amount specified—no more, no less—and the pump will automatically stop. Remove the full barrel and replace with an empty and repeat the operation.

This is only one of the many, many exclusive features in a

### BOWSER SAFE OIL STORAGE SYSTEM

This particular system, as illustrated, consists of a specially constructed rectangular oil storage tank connected to a powerful combination suction and force pump that accurately measures in gallons and records all oil drawn. It can also be set to pump any predetermined amount from 1 to 1,100 gallons and then repeat.

This pump may be used with any type "C" underground storage system, and will handle any kind of paint or lubricating oil, gasoline, etc.



### EVAPORATION, LEAK, BURGLAR AND FIREPROOF

Bowser Systems are made to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on SAFETY.

Write for descriptive illustrated booklet, giving further details on this interesting subject.

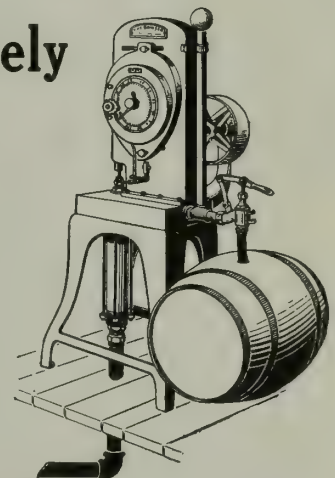
**S. F. BOWSER & CO., Inc.**  
66-68 FRAZER AVE, TORONTO, ONT., CAN.

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres, and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.





# HARDWARE AND METAL

## COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chromic yellow, pure .....	0 18
Golden ochre, pure .....	0 13
French ochre, pure .....	0 10
Chrome green, pure .....	0 15
French permanent green, pure .....	0 15
Signwriters' black, pure .....	0 19
Marine black, 25 lb. irons.....	0 36 1/2
Combs, graining, set .....	0 65

## ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.) .....	1 80
Cee Pee Co. enamel .....	4 50
Sterling Enamels .....	3 20
Anchor Floorlustre .....	1 80

## Glue, Per lb.

French medal .....	0 10
German common sheet .....	0 10
German prima .....	0 15
White pigfoot .....	0 15
Brantford medal .....	0 10
" golden medal .....	0 11
" brown sheet .....	0 13
" Gelatine .....	0 22
" white gelatine .....	0 22
" white glue .....	0 12
" 100 flake .....	0 10
Perfection amber ground, No. 1230 .....	0 13
Ground glues at same prices.	
Brantford all-round glue, 1/4-lb. packages, 10c; 1/2-lb., 15c; 1-lb., 25c. Discount .....	
XXL .....	0 13
XL .....	0 11 1/2
CL .....	0 12
C .....	0 11

## PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.....	0 19 1/4
In Arsenic kegs, 250 lbs., per lb .....	0 19 1/4
In 50 & 100 lb. drums, per lb.....	0 20 1/4
In 25 lb. drums, per lb.....	0 20 3/4
In 1 lb. pkts., 100 lb. in cs, lb.....	0 22 3/4
In 1 lb. pkts., 50 lb. in cs, lb.....	0 23 1/4
In 1/2 lb. pkts., 100 lb. cs, lb.....	0 24 3/4
In 1 lb. tins, per lb.....	0 23 3/4

## PARIS WHITE.

In bbls. ....	0 90
---------------	------

## PIGMENTS.

Orange Mineral, casks .....	0 08 1/2
" 100-lb. kegs.....	0 08 3/4

## PREPARED PAINTS. Per gallon

Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure .....	1 75
Globe house paint (Windsor).....	1 50
"New Era" house paint (Windsor) .....	1 85
Benj. Moore Co.'s "Egyptian" .....	1 50
Brand .....	1 50
Moore's pure linseed oil, H.O.C. .....	1 65
Brandram-Henderson's "English" .....	2 00
Ramsay's paints, pure .....	1 80
Ramsay's paints, Thistle .....	1 60
Martin-Senour, 100 p.c. pure.....	2 00
Senour's floor paints .....	1 60
Sterling Pure .....	1 60
Maple Leaf Paint (Imperial V. & C. Co.) .....	1 60
Jamieson's Crown and Anchor brand .....	1 60
High Standard .....	2 00

## PLASTER OF PARIS.

Per barrel .....	2 10
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## PINE TAR.

Half-pint tins, per dozen.....	0 60
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## PUTTY.

Bulk, in casks .....	2 30
Bulk, 100 lb. drums.....	2 50
Bladders, in bbls.....	2 80
Pure Putty, 70c hd advance.	3 00

## RED DRY LEAD.

Genuine, 560 lb. casks, per cwt. 6 00	6 00
Genuine, 100 lb. kegs, per cwt 6 25	6 25
No. 1 casks, per 100 lbs.....	5 75
No. 1 kegs, per 100 lbs.....	6 00

## SHINGLE STAINS.

In 5-gallon buckets .....	0 75
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## (TURPENTINE AND OILS, ETC.

Canadian Prime White Petroleum, single bbls.....	15
U. S. Water White .....	15 1/2
U. S. Pratt's Astral .....	17 1/2
Castor Oil, per lb. in bbls.....	8 1/4
Black Oil, Summer .....	12c
Black Oil, Winter .....	14
Cylinder Oil, Green .....	35
Paraffine Oil .....	22
XXXX Machine .....	27 1/2
Benzine .....	24 1/2
Motor Gasoline, in drums.....	0 24 1/2
Motor Gasoline .....	0 27 1/2
Pure turpentine, single bbls 0 56	0 58
Linseed Oil, raw, single barrels .....	0 58
" rels .....	0 59
Linseed Oil, 3 to 5 bbls.....	57
Linseed Oil, 6 to 9 bbls.....	56

Linseed Oil, boiled—	
single bbls.....	0 62
3 to 5 bbls.....	61
6 to 9 bbls.....	59
Alcohol, 5 gal. lots, per gal. 1.00	1.00
Resin Grade G, bbl. lots .....	7.25

## VARNISHES.

Per gal. cans	
Carriage, No. 1 .....	1 50
Pale durable body .....	3 50
" hard rubbing .....	3 00
Finest elastic gearing .....	3 00
Elastic Oak .....	1 50
Furniture, polishing .....	2 00
Furniture, extra .....	1 20
" No. 1 .....	0 95
" Union .....	0 90
Light oil finish .....	1 25
Gold size Japan .....	2 00
Turps, brown Japan .....	1 00
No. 1 brown Japan .....	0 90
Backing black Japan .....	1 35
No. 1 black Japan .....	0 75
Benzine black Japan .....	0 40
Jystral Damar .....	2 40
" No. 1 .....	2 25
Pure asphaltum .....	1 40
Oilcloth .....	1 50
Lightning dryer .....	0 85
Elastilite varnish .....	2 25
Copaline varnish .....	2 25
Granitine floor finish .....	2 25
Jamieson's floor enamel .....	1 75
Sherwin-Williams kopal varnish .....	2 50
Canada Paint Co.'s rna varnish .....	2 25
"Kyanite" interior finish .....	2 40
"Flint-Lac," coach .....	1 80
B.H. Ltd., "Gold Medal" cases .....	2 25
Dependon Lt. H. Oil Finish.....	1 55
Everlastic Floor .....	2 65
Flatline floor finish .....	3 00
Elastics exterior finish .....	4 25
Stovepipe varnish, 1/4 pts. gross .....	3 00
Pure white shellac varnish, bbls. 1 55	1 55
Pure orange shellac varnish, bbls. 1 65	1 65
No. 1 orange shellac varnish, bbls 1 40	1 40

## WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26 .....	\$ 4 25	\$ 4 25
26 to 40 .....	4 55	5 75
41 to 50 .....	5 19	7 50
51 to 60 .....	5 35	8 50
61 to 70 .....	5 75	9 75
71 to 80 .....	6 25	11 00
81 to 90 .....	7 00	12 50
91 to 95 .....	15 00	
96 to 100 .....	17 50	
101 to 100 .....	20 80	

## Toronto, 15 p.c.

Size United Inches.	Star	Double Diamond
Under 26 .....	3 40	5 00
26 to 40 .....	3 60	5 45
41 to 50 .....	4 00	6 25
51 to 60 .....	4 25	6 75
61 to 70 .....	4 50	7 25
71 to 80 .....	4 75	7 75
81 to 85 .....	5 00	8 00
86 to 90 .....	5 25	8 50
91 to 95 .....	10 00	
96 to 100 .....	11 00	

## WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal	Toronto
Per 100 lbs.		
"Anchor," pure .....	8 25	8 20
Brandram's B.B. Genuine .....	9 25	9 40
C.P.C. decorators, pure .....	8 25	8 20
Crown and Anchor, pure.....	8 25	8 40
Elephant, Genuine .....	8 55	8 50
Essex, Genuine (Windsor).....	8 00	
Island City Decorators' pure .....	8 25	8 50
Lily Pure .....	8 25	8 20
Moore's Pure White Lead .....	8 00	
Monarch (Windsor) .....	8 50	
Munro's Select Flake White .....	8 50	8 55
Purity C.O. Co.'s, Ltd. ....	7 90	
Ramsay's Pure Lead .....	8 25	8 40
Ramsay's Exterior .....	7 80	8 15
Sterling Pure .....	8 25	8 20
Tiger Pure .....	8 25	8 25
"James Genuine" .....	8 25	

## WESTERN SCHEDULE.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over 500-lb kegs, 15c per 100 lb. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra.

## WHITE ZINC (DRY)

Extra Red Seal, V.M. ....	0 07 1/2
Pure, in 25-lb. irons .....	0 10
No. 1 .....	0 07
No. 2 .....	0 05 1/2

## WHITING.

Plain, in bbls.....	0 70
Gilders bolted in barrels .....	1 00

## HARDWARE.

### ADZES.

Carpenters', per doz.....	12 50
Plain ship .....	14 00
" Axes and Hatchets.....	22 00
Single bit, per doz.....	6 75

Double bit .....	10 50	12 00
Bench Axes .....	6 75	10 00
Broad Axes .....	22 75	25 00
Hunters' Axes .....	5 00	6 00
"Boys" Axes .....	5 75	6 50
Lathing hatchets .....	4 70	10 50
Shingle hatchets .....	1 45	6 75
Claw hatchets .....	1 70	6 00
Barrel hatchets .....	3 50	5 50

## ANVILS.

Buckworth, per lb .....	0 10 1/4
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and O.B. caps, 20, 2 1/2 p.c.; 122 cartridge smokeless, 50, 5, 20 p.c.; H. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Newperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits .....	30	and 10
Irwin's auger .....	47 1/2	
Gilmour's auger .....	70	
Wickford auger .....	50	and 10
Gilmour's car .....	47 1/2	
Clark's expansive .....	40	
Jennings' Gen auger, net list .....		
Tobin High Speed Bits, 50 and 5.		
Tobin Never Choke, 60 and 5.		

## BARN & PARLOR DOOR HANGERS

Richards Wilcox No. 021 B.D. Trolley .....	0 80
Richards No. 117 F.D. .....	2 75
Hanger, full set .....	2 75
Stearns wood track .....	Special
Zenith .....	0 00
Atlas, steel covered .....	5 25
Perfect, No. 1 .....	8 50
Perfect, No. 1 1/2 .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible .....	6 00
Double strap hangers, dozen sets .....	6 50
Standard jointed hangers, dozen sets .....	6 45
Steel King hangers, doz. sets .....	6 40
Storm King and safety hangers .....	6 25
Storm King rail .....	4 25
Crown .....	4 85
Crescent .....	6 50
Sovereign .....	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.) .....	3 25
Steel track, 1 1/4 in. ....	4 75

## BELTING.

Extra, 60 per cent. ....	
Standard, 60 and 10 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
-----------------------------	--

## BOLTS AND NUTS.

Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, 7/8 & smaller. 60 & 15	
Carriage Bolts, 7/8 and up. 55	
Carriage Bolts, Norway Iron (\$1 list) .....	55 & 15
Machine Bolts, 7/8 and less. 65 & 5	
Machine Bolts, 7/8 and up. 87 1/2	
Plough Bolts .....	55 & 5
Blank Bolts .....	57 1/2
Bolt ends .....	57 1/2
Sleigh Shoe Bolts, 7/8 and 10	
less .....	55 & 10
Sleigh Shoe Bolts, 7/8 and larger .....	50 & 5
Coach screw .....	70 & 10
Nuts, square, all sizes.....4c per lb. off	
Nuts, Hexagon, all sizes.....4 1/2c per lb. off	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts, 80, 7 1/2 per cent.	

## BUILDING PAPER, ETC.

Tarred Slates' Paper, per roll.....	0 85
O.K. Paper, No. 1, per roll.....	0 85
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, p. 400 ft. roll .....	0 50
Plain Fibre, No. 2, p. 400 ft. roll .....	0 35
Tarred Fibre, No. 1, 400 ft. roll .....	0 62
Tarred Fibre, No. 2, 400 ft. roll .....	0 45
Tarred Fibre Cyclone, 25 lbs., roll .....	0 62
Dry Cyclone, 15 lbs.....	0 80
Plain Surprise, per roll .....	0 42
Resin sized Fibre, per roll.....	0 42
Asbestos Building Paper, p. cwt. 3 25	

Heavy Straw, plain and tarred, per ton .....	35 00
Carpet felt, per cwt.....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs. ....	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.....	2 60
2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bbls., per gallon .....	0 17
Liquid tins cement, 5c .....	0 19
Crude coal tar, per bbl.....	4 50
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Ships, per lb. ....	0 05
Rails, per lb. ....	0 05
Mop Cotton, per lb. ....	0 17

## BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel flat joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. ....	1 55	1 70
White Bros. English .....	2 00	2 05
"Lafarge" cement, in wood.....	3 40	
Fire brick, Scotch, per 1,000 .....	23 00	21 00
" English .....	17 00	21 00
" American, low .....	23 00	25 00
" high.....	27 00	31 00
Fire clay (Scotch), net ton.....	5 00	
Fire clay (American) net ton .....	5 00	10 00

## CHALK AND PENCILS.

Carpenters Colored, per gross 0 55	0 80
" lead pencils, p. gr. 2 40	5 75
Crayons, per gross .....	.20

## CHISELS.

Cold chisels, 5 x 6 in., doz. ....	2 30
Bevel edge, 1 inch, doz. ....	2 50

## CHAIN.

Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.80; 5/8,
---



**"Ready" Roofing and  
"Black Diamond" Tarred Felt**



**"Cyclone" and "Joliette"  
Building Papers**

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.

They can be easily laid by an inexperienced hand.

Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.

We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

**ALEX. McARTHUR & CO., Ltd.,** 82 MCGILL STREET,  
MONTREAL  
F. J. COX, Winnipeg, - Western Agent

**RED  
S  
BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

*The Highest Quality Prevails in*

**HEINISCH RING HANDLE Tinner Snips**

Heinisch Goods have an undoubted reputation for their high quality and serviceability.

A display will bring the particulars buyers your way and the value will retain them as regular customers.

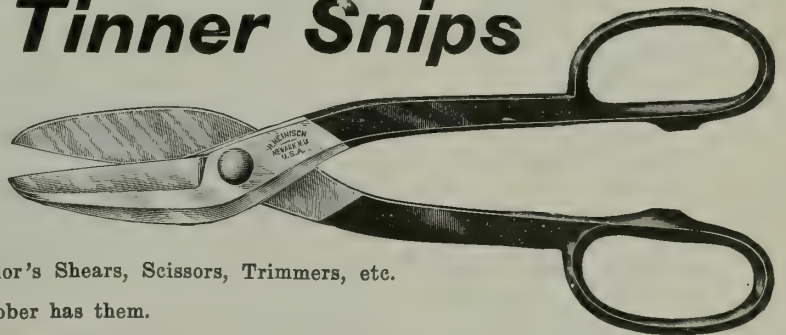
Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinner's Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

**R. HEINISCH'S SONS COMPANY**

Newark, N.J., U.S.A.



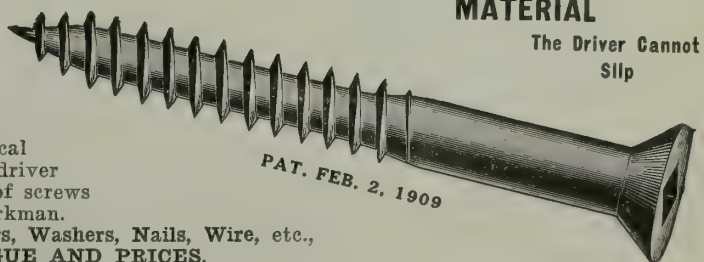
**ROBERTSON'S  
SOCKET HEAD  
WOOD SCREWS**

are the only wood screws of this type on the market, and they are invaluable to all wood workers and for electrical wiring. Note the square hole. A specially designed screw driver fits snugly into it. There is no slipping—hence no spoiling of screws or materials, and a considerable saving in time for the workman.

Our Hand Driver, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc., are of the trade-winning quality. WRITE FOR CATALOGUE AND PRICES.

**SAVE TIME, LABOR AND  
MATERIAL**

The Driver Cannot  
Slip



PAT. FEB. 2, 1909

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**

TORONTO WAREHOUSE.  
The Toronto Metal Products Co., 102 Front St. E.

Agents for Alberta  
Tees & Perse of Alberta Ltd., Calgary, Alta.



# HARDWARE AND METAL

EAVETROUGHS.		
8 inch, in 10 ft. lengths, per 100 ft	3 02	
10 " " " " " "	3 31	
12 " " " " " "	3 58	
15 " " " " " "	5 53	
Add extra 10c per 100 ft. O.G. Round Bead Trough.		

FACTORY MILK CANS.		
Milk cans and pails, 35 p.c.		
Creamery cans, 35 per cent.		
Cheese factory cans, 35 per cent.		
Hand delivery and creamery cans, 35 p.c.		
Railways cans, 40 per cent.		
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 73% and 5.		
Plain, 72% and 15. Creamery trimmings, 75 and 12% per cent.		
Common, cork-lined, 35 per cent.		

FILES AND RASPS. Per cent.		
Diston's	75	
Great Western American	75	
Kearney & Foot, Arcade	75	
J. Barton Smith, Eagle	75	
McClellan, Globe	75	
Black Diamond	68%	
Delta Files	60%	
Nicholson	65%	
Jowett's (English list)	37%	
Spear & Jackson (English list)	35	

FORGES.		
Blacksmiths portable, 135 lbs.	9 85	
GALVANIZED WARE.		
Dufferin pattern pails, 45 per cent.		
English pattern, 45 per cent.		
Galvanized washtubs, 45 per cent.		

GRINDSTONES.		
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25	
Smaller sizes extra.		

HAMMERS.		
Tack, iron, doz.	0 35	
Ladies claw, handled, doz.	0 40	
Adze eye nail hammer, 10 oz., doz.	1 25	
" hickory handle, 1 lb., doz.	6 25	
" straight claw, 1 lb., doz.	5 00	
Farmers hammers, 10 oz., doz.	4 50	
Tinners setting, 1/4 lb., doz.	3 20	
Machinists, 3/4 lb., doz.	0 06	
Sledge, Canadian 5 lbs. and over.	0 06	
Sledge, Masons, 5 lbs. and over.	0 09	
Sledge, Napping, up to 2 lbs.	0 09	

HARVEST TOOLS.		
50 per cent.		
Samson, 47% per cent.		
Sidewalk and stable scrapers, net	\$2.25	
Wood hay rakes, 40 and 10 per cent.		

HALTERS (SNAP AND RING).		
Jute Rope, 3/4-inch, per gross	8 00	
" " 1/2-inch, per gross	10 50	
" " 3/4-inch, per gross	13 50	
Leather, 1-inch, per doz.	4 90	
Leather, 1 1/4-inch, per doz.	5 20	
Web	2 45	

SISAL HALTERS (SNAP & RING).		
3/4-in., \$3.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.		

HIDES.		
Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12 1/2	0 13 1/2
Usual 2 lbs. tare.		
Horsehides, with mane and tail, up to	3 75	
Sheep skins, up to	1 80	
Horsehair, 35 to 38c lb.		

HINGES.		
Blind, discount, 50 per cent.		

HEAVY TEE AND STRAP HINGES.		
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 65	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60
Light T and strap, discount 65 p.c.		
Screw hook and hinge—under 12 in., per 100 lb.	4 00	
over 12 in., per 100 lb.	5 50	
Crate hinges and back flaps, 65 and 6 p.c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING).		
Spring, per gross—No. 5, \$17.40; No. 10, \$19.50; No. 20, \$9.00; No. 50, \$21.00; No. 51, \$9.60; No. 120, \$17.40.		
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.		
Chicago hold back screen door, iron, gro., \$12.		
Chicago spring hinges, 15 p.c.		
Triplex spring hinges, 40 p.c.		
Chicago surface oor (6,000), 45 p.c.		
Garden City fire house hinges, 13% p.c.		
"Chief" door hinge, 50 p.c.		

HOOKS.		
Wrought iron hooks and staples—1/4 x 5 per gross	3 25	
5/8 x 5, per gross	3 40	
Bright wire screw eyes, 60 p.c.		

Bright steel gate hooks and staples.		
Iron screw hooks, 50 and 20 p.c.		
Iron gate hooks and eyes, 60 & 20 p.c.		
Crescent hat and coat wire, 60 p.c.		
Stove pipe eyes, kitchen and square hooks, 60 p.c.		

HORSE NAILS.		
M.R.M. cold forged process list, 18th January, 1912.		
Size	Length	Price per 25-lb. box.
Nos. 3	1 1/4-inch	\$4 10
4	1 1/2-inch	3 75
5	1 15-16	3 50
6	2 1/4	3 10
7	2 5-16	2 90
8	2 3/4	2 75
9	2 11-16	2 50
10	2 3/4	2 50
11	3 1-16	2 45
12	3 1/4	2 45

HORSESHOES.		
Iron shoes, light, medium and heavy, No. 1 and larger, \$3.80; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$5.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.		
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.		

HORSE WEIGHTS.		
Smart's, 3 1/4 lb.		

ICE CREAM FREEZERS.		
White Mountain, 50 per cent.		

KITCHEN ENAMELED WARE.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 per cent.		
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.		
Premier steel enamelware, 50 & 10 p.c.		
Star decorated steel and white, 33% per cent.		
Hollow ware, tinned steel, 45 per cent. off.		
Enamelled street signs, 50 per cent.		

KITCHEN SUNDRIES.		
Asbestos mats, 50 p.c.		
Can openers, per doz.	0 45	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 00	0 70
Vegetable slicers, wood, per doz.	0 50	0 90
Universal meat chopper, No. 1	1 15	
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 109	1 35	2 90
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS, TRESTLES, ETC.		
Step Ladders—		
Shelf-lock	16c ft.	
Ontario	16c ft.	
Pauline	20c ft.	
Extra Heavy	28c ft.	
Hercules	23c ft.	
Decorator	18c and 20c ft.	
Chair Ladders, each	\$1.00	

(ROPED EXTENSION LADDERS)		
20 ft.	\$ 3.00	42 ft. \$ 7.95
22 ft.	3.30	44 ft. 8.35
24 ft.	3.60	46 ft. 8.74
26 ft.	3.80	48 ft. 9.12
28 ft.	4.20	50 ft. 9.50
30 ft.	4.50	52 ft. 11.44
32 ft.	4.80	54 ft. 11.88
34 ft.	5.78	56 ft. 12.32
36 ft.	6.12	58 ft. 12.76
38 ft.	6.45	60 ft. 13.20
40 ft.	6.80	

(COMMON EXTENSION LADDERS).		
20 ft., each	\$2.60	
22	2.85	
24	3.12	
26	3.38	
28	3.64	
30	3.80	
32	4.16	
34	5.10	
36	5.40	
38	5.70	
40	6.00	
44	7.48	

(COMMON SINGLE LADDERS)		
8 ft., each	\$ 1.30	
10 ft., each	1.00	
12 ft., each	1.20	
14 ft., each	1.54	
16 ft., each	1.75	
18 ft., each	1.98	
20 ft., each	2.40	
22 ft., each	2.64	

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.		
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(PAINTERS TRESTLES).		
6 ft., each	\$1.50	14 ft., each \$4.20
8 ft., each	2.00	16 ft., each 4.80
10 ft., each	2.50	18 ft., each 5.40
12 ft., each	3.00	20 ft., each 6.00

LANTERNS.		
No. 2 or 4, plain cold blast, doz.	7 00	
Short bowl pattern, doz.	7 00	
Japanned cold blast, doz.	7 50	
Brass well japanned, doz.	9 25	
All brass, doz.	24 00	
Cold blast globes, doz.	0 60	
Prism globes, doz.	1 20	

LAWN HOSE.		
Competition	70	5 p.c.
Corrugated, 1/2 in., ft.	0 13 1/2	
Corrugated, 3/4 in., ft.	0 17	
500 ft. coils extra, 5 per cent.		

LAWN MOWERS.		
D. Maxwell & Sons, 3-inch open wheel, 3 knives, 12 in., \$5.25, do., 14 in., \$5.50, do., 16 in., \$5.75; do., 4 knives, 12 in., \$6.25, 14 in., \$6.50, 16 in., \$6.75, 18 in., \$7.00; 9-inch open wheel, 3 knives, 12 in., \$7.75, 14 in., \$7.25, 16 in., \$7.75, 18 in., \$8.50; do., 4 knives, 12 in., \$7.25, 14 in., \$7.75, 16 in., \$8.25, 18 in., \$9.00; do., 5 knives, 12 in., \$7.75, 14 in., \$8.25, 16 in., \$8.75, 18 in., \$9.50, 20 in., \$10.00; 10 1/2-inch high wheel, 4 knives, 12 in., \$8.50, 14 in., \$9.00, 16 in., \$9.50, 18 in., \$10.00, 20 in., \$11.00; 10 1/2-inch high wheel, ball bearing, 4 knives, 12 in., \$10.00, 14 in., \$10.40, 16 in., \$10.85, 18 in., \$11.30, 20 in., \$12.25; do., 5 knives, 12 in., \$10.50, 14 in., \$10.90, 16 in., \$11.35, 18 in., \$11.80, 20 in., \$12.75. Discount 50 per cent. 2 per cent. 30 days.		

LOCKS AND KEYS.		
Canadian, Peterboro, 50 and 10 per cent. off list.		

LUMBERMEN'S SUPPLIES.		
Ant hooks, dozen, from	12 00	
axes, dozen, from	6 50	
Axe handles, dozen from	0 80	3 75
Cross cut saws, per foot	0 25	0 65
Axe wedges, dozen	0 25	
Ball and heel calks	4 00	4 25

MALLET.		
Tinsmiths' 2 1/2x5 1/2 in., per doz.	1 25	
Carpenters', round hickory, 6 in., per doz.	1 95	
Lignum Vitae, round, 5 inch, per doz.	2 40	
Caulking, No. 8, oak, per doz.	15 00	

MATS.		
Wire door mats, standard, 16x24, doz.	9 00	

METAL POLISH.		
Tandem metal polish paste	6 00	
Axoline brass cleaner, 100 in pkge	6 50	

MINERS SUPPLIES.		
Mattocks, 6 lb., 18 inch, \$6 dozen.		
Picks, 6 to 7 lbs., \$4.65 dozen.		
Pick handles, 1 1/8 dozen.		
Prospectors' hammers, 16c per lb.		
Drilling hammers, 6 cents per lb.		
Crowbars, 3% cents per lb.		

MOPS AND IRONING BOARDS.		
Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS.		
Standard steel wire nails, \$2.40 base.		
Cut nails—Montreal, \$2.60; Toronto, \$2.80.		
Miscellaneous wire nails, 75 per cent.		
Coopers' nails, 33 1-3 per cent.		
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.00	base

OAKUM.		
Plumbers....per 100 lbs.	3 25	

OILERS.		
Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00	
Davidson oilers, 40 per cent.		
Zinc and tin, 50 per cent.		
Coppered oilers, 50 per cent. off.		
Brass oilers, 50 per cent.		
Malleable, 25 per cent.		

PLATED GOODS.		
Holloware, 40 per cent. discount.		
Flatware, staples, 40 and 5; fancy, 10 and 50.		
Hutton's "Cross Arrow" flatware, 42% per cent. "Singelee" and "Alask."		
Nevada silver flatware, 42 per cent.		

PIECED TIN WARE.		
Discount, 35 per cent.		
10-qt. flaring sap buckets, 35 p.c.		
6, 10 and 14-qt. flaring pails, 35 p.c.		
Copper bottom tea kettles and boilers, 40 per cent.		
Coal hods, 35 per cent.		
Boiler and tea kettle pitted, 30 and 5 p.c.		

CLAY PICKS.		
5 to 6 lbs., doz.	4 15	
7 lbs., doz.	4 40	
7 to 8 lbs., doz.	4 75	
8 lb., doz.	5 00	

PLANES.		
Wood bench, Canadian, 15 p.c.		
Wood, fancy, 30c to 35 per cent.		
Prices, Pliers and Nippers.		
Buttons genuine, 37 1/2 to 40 per cent.		

PLOWG LINES.		
Russia snap	per gross	30 00
Indian snap		25 00

RAZORS.		
Per doz.		
Boker's	7 50	11 00
Boker's King Cutter	13 20	14 40
Henckel's	7 50	20 00
Gillette Safety, each	3 75	
Star Safety Razor, 33 1-3 p.c.		
Edelweiss	16 00	

ROPE AND TWINE.	
Sisal rope .....	0 12
Pure Manila Rope .....	0 17
"British" Manila .....	0 13
African Hamps .....	0 13
Cotton, 3-16 inch and larger.....	0 27
Russia Deep Sea line, 7-16 and larger, lbc.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single .....	0 11½
Lath yarn, double .....	0 11½
Sisal bed cord, 45 feet, per doz. ....	0 7½
Sisal bed cord, 60 feet, per doz. ....	0 8½
Sisal bed cord, 72 feet, per doz. ....	0 1 00
Cotton clothes line, 38 per cent. off ..	
Bag, Russian twine, per lb. ....	0 27
Wrapping, cotton, 3-ply twine.....	0 30
4-ply twine.....	0 35
Mattress twine, per lb. ....	0 45
Stazing .....	0 25



# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

**YOU**

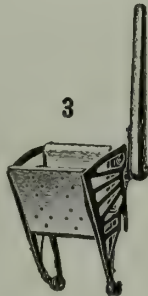
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Should write us to-day for full particulars.

Should sell, the MOORE Line and make more money with less investment.



The  
**WHITE  
MOP  
WRINGER**



is the world's standard

It wrings mops  
thoroughly, easily,  
quickly and  
neatly.

Sold by Jobbers and  
the old reliable  
White Mop  
Wringer Co.



MADE IN CANADA



**WHITE MOP  
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You can talk across the continent for two cents per word  
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**Barn, Roof and  
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are used by all Railroads and  
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Buildings.

This is the result of their excep-  
tional weather resisting quali-  
ties.

The dealer who sells these  
paints can absolutely rely upon  
them to give a trade winning  
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**G. F. STEPHENS & CO.**

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta,



# HARDWARE AND METAL

## SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.  
Phillister head, iron, 30; brass, 35 p.c.

## SCREW DRIVERS.

Sargent's, per dozen ..... 0 65 1 00  
North Bros., No. 30, per doz. .... 16 80

## SCISSORS AND SHEARS.

Claude, nickel scissors and shears, 60;  
Japan, 65; tailors, 40; pruning, 70.  
Seymour's, 50 and 10 per cent.  
Acme Shear Co., nickel-plated and  
Japanned, 40 per cent.

## SHELF BRACKETS.

No. 140, 65 and 10 per cent.

## SKATES AND HOCKEY STICKS.

Star skates, 35 per cent.  
Baker, hockey, 30c upwards; spring.  
Empire hockey sticks, \$3.00, \$3.50.  
Micom and Rex sticks, \$4.25, \$5.25.  
Pucks, net, \$1.50.

## SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels ..... 60	55	45	45
Draining tools ..... 60	50	45	45
Scoops ..... 50 and 5	45	45	45
Hollow backs and sand shovels ..... 60	45	45	45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only.			
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.			

## SQUARES.

Diston's, 60 and 10 per cent.  
Stanley Try Squares, size 7 1/2, doz.  
net ..... \$2 85

## SNAPS.

Harness, 25 per cent.

## SOLDERING IRONS.

Base, per lb., 25 cents.

## STAMPED WARE.

Plain, 7 1/2 and 15.  
Retinned, 7 1/2 and 5.  
Tinners' trimmings, 7 1/2 and 5.

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50  
Eureka tinned steel, hooks, per  
1,000 ..... 8 00

## STAPLES.

Poultry netting, 100 lb. .... 6 70  
Red, 100 lb., No. 14 ..... 6 75  
Blind, per lb. .... 0 12  
Coopers' staples, 45 per cent.  
Bright spear point, 75 per cent.

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

## STOVE BOARDS.

Lithographed, 60 and 10.

## STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 82  
7 inch, per 100 lengths ..... 8 18  
Neatle, 40 per cent.

## STOVEPIPE ELBOWS.

and 6-inch common, per doz..... 1 20  
7-inch, per doz. .... 1 35  
Polished, 15c per dozen extra.  
Thimbles, Empire, 70 per cent.

## STOCKS AND DIES.

No. 20 Beaver Die Stock. .... 18 75

## STONES-OIL AND SCYTHE.

Washita Oil, No. 1, 6 in., Dozen  
7 in., 8 in., 3.50 4 00 5 10  
No. 2, 6 in., 7 in., 8 in., 2.50 3 10 3 50  
Hindustan ..... per lb. 0 06 0 10  
" slip ..... 0 18 0 20  
" Axe ..... " 0 16  
Deer Creek ..... " 0 10  
Deerlick ..... " 0 25  
" Axe ..... " 0 15  
Lily White, 6 in., 7 in.,  
8 in., doz. .... 6 00 6 60 7 60  
Arkansas ..... " 1 60  
Water-of-Ayr ..... " 0 10  
Scythe ..... per gross 3 50 5 00

## TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.;  
tinned, 85; (in kegs), 40; cut tacks,  
blued, in dozens only, 80 and 10; 1/4  
weights, 60; Swedes cut tacks, blued and  
tinned, bulk, 85 and 5, in dozens, 75  
and 10; Swedes, upholsterers', bulk, 80;  
brush, blued and tinned, bulk, 70 and

10; Swedes, gimp, blued, tinned and  
japanned, 82 1/2; zinc tacks, 35; leather  
carpet tacks, 35; copper tacks, 45; cop-  
per nails, 50; trunk nails, black, 65  
and 10; trunk nails, tinned and blued,  
65 and 10; clout nails, blued and tinned,  
65 and 10; chair nails, 35 and 10;  
patent brads, 40 and 10; fine finishing,  
40 and 10; lining tacks, in papers, net;  
lining tacks, in bulk, 15; lining tacks,  
solid heads, in bulk, 75; saddle nails, in  
papers, 10; saddle nails, in bulk, 15;  
tufting buttons, 22 line in dozens only,  
60; zinc glaziers' points, 5; double point-  
ed tacks, papers, 90 and 10; double  
pointed tacks, bulk, 55; clinch point  
shoe rivets, 45 and 10; cheese box tacks,  
87 1/2; trunk tacks, 80 and 20; strawberry  
box tacks, 80 and 10.

## TAPE LINES.

Universal, ass skin, No. 714, 66 ft.,  
doz. .... 3 00  
Lufkins, linen, No. 404, 66 ft., ea. 0 94  
" steel, No. 264, 66 ft., each 3 50  
Chesterman's linen, No. 1822, 66 ft.  
each ..... 1 10  
Chesterman's Metallic, No. 1821.. 1 35  
Steel, No. 1840, 50 ft. ....

## TROWELS.

Diston's, 10 per cent.

## THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

## TINNERS' TRIMMINGS.

Discount, 45 per cent.  
Plain and retinned, 75 and 12 1/2.

## TRAPS (STEEL GAME).

Newhouse, 30 per cent.  
Hawley & Norton, 40, 10 and 5 p. c.  
Victor, 60 and 5 per cent.  
Oneida Jump (Star), 50, 10 and 5 p. c.

## TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80

## VISES.

Per pound ..... 0 12 0 12 1/2  
Hinged pipe vise, 25 lbs. .... 3 55  
Saw vise ..... 4 50 5 00  
Blacksmiths', 60; parallel, 45 per cent.

## WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 60
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 60
Connor Gearless Motor Washer	180 60
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3	55 00
20 per cent.	

## WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
20 per cent.	

## WHEELBARROWS.

Navy, steel wheel, dozen ..... 21 20  
Garden, steel wheel, dozen ..... 32 40

## WHIFFLETREES.

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95

## WOOD HANDLES.

Second growth ash fork, hoe, rake and  
shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel  
handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and  
shovel handles, 50 per cent.  
Carriage neckyokes, oval and whiffles, h  
Carriage neckyokes and whiffletrees, ash  
35, hickory, 40 per cent.

Team neckyokes oval and round whiffle-

trees, hickory and ash, 35 per cent.  
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35  
per cent. Wrenches.  
Agricultural, 67 1/2 per cent.

## WROUGHT IRON WASHERS.

Canadian, 40 per cent.

## (WINNIPEW HARDWARE QUOTA-TIONS)

(Ax Handles)—Oval and octagon, s.g.  
hickory, \$3.50; No. 1, \$2.40; 2, \$1.30;  
p.g. oak, \$2.90.

(Auger Bits)—"Irwin" bits, 47 1/2; other  
lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., \$2.06 f.o.b.  
Fort William, \$2.41 Winnipeg; Glidden  
2 pt., \$1.94 Fort William, \$2.27 Winni-  
peg; Baker 2 pt., \$1.33 Fort William,  
\$2.25 Winnipeg; Waukegan 2 pt., \$1.94  
Fort William, \$2.25 Winnipeg; Alberta  
2 pt., \$1.90 Fort William, \$2.18 Winni-  
peg; American special 3 pt., \$1.68 Fort  
William, \$1.81 Winnipeg; Plain twist,  
\$2.90 Fort William, \$3.38 Fort William;  
Coil spring, No. 9, per 100 lbs., Fort  
William, \$2.32; Winnipeg, \$2.72. Prices  
quoted for barbed wire are for spools  
of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60;  
7-16 and larger, 50; machine, 3% and  
under, 60 and 5; 7-16 and over, 60; ma-  
chine set screws, 65; plough bolts, 45;  
square and hexagon nuts, cases, 2;  
small lots, 2.75; stove bolts, 77 1/2; sleigh  
shoe bolts to 3/4, 50 1/2; 7-16 and up,  
40 1/2.

(Bar Iron)—Bar iron, \$2.75; Swedish  
iron, \$4.75; sleigh shoe steel, \$2.85;  
spring steel, \$3.40; machinery steel,  
\$3.50; tool steel, Black Diamond, 100  
lbs., \$2.50; Jessop, \$15.

(Blocks)—Steel, 50 per cent.; wood, 60  
per cent.

(Cut Nails)—\$3.35 per keg base. Wire  
nails, base, \$2.90 Winnipeg.. \$2.50 Fort  
William.

(Copper)—Sheet and planished copper,  
30c per lb. Tinned, 24c. Copper wire,  
3-inch gage, 24c to 20-inch gage, 29c.  
Crowbars—4 1/2c per lb.

(Corrugated Iron)—28 gauge, \$4.60; 26  
gage, \$5. Pressed standing seamed  
roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

(Canada Plates)—Half polish, 6-7 inch,  
\$3.65; 8 inch, \$3.90; full polish, 6-7 inch,  
\$4.50; 8 inch, \$4.75.

(Clevices)—7 1/2c per lb.

(Enamelware)—Canada, 50; Imperial,  
60; Premier, 50; Colonial 60; white, 70  
and 5; diamond, 50; granite, 60 per  
cent.

(Files)—American, 75 p.c.; Black Dia-  
mond, 60 p.c.; Nicholson's, 65 p.c.  
(Galvanized Iron)—Apollo, 16 gauge,  
\$1.20; 18 gauge, \$4.20; 20 gauge, \$4.30; 22  
and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or  
10% oz., \$5.10. Fleur-de-Lis. Queen's  
Head.

28G (equal 10% oz.)	5 10	5 35
26G (equal 28 Amer.)	4 85	5 10
24G	4 40	4 65
22G	4 40	4 65
20G	4 30	4 65
18G	4 20	4 45
16G	4 20	4 45

(Galvanized Ware)—37 1/2 per cent.  
Grindstones—Per 100 lb., \$1.65.

(Glass, Window)—single, first break up  
to 25 united inches, \$1.25; 26 to 40, \$4.50;  
41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70,  
\$6.00; in 100 foot boxes, Double glass,  
up to 25 united inches, \$5.75; 26 to 40,  
\$6.25; 41 to 50, \$7.00; 51 to 60, \$7.21; 71  
to 70, \$7.75; 71 to 80, \$9.75, in 100 foot  
boxes.

(Horseshoes)—"M.R.M." and "Bell"  
iron, No. 0 to 1, \$4.80; No. 2 and larg-  
er, \$4.65; snowshoes, No. 0 to No. 1,  
\$5.15; No. 2 and larger, \$4.90; steel No.  
0 to 1, \$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

(Horse Nails)—"M.R.M." cold process  
—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6,  
\$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11  
and 12, \$2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per  
cent.

(Hinges)—Light T and strap, 65 per  
grass, \$1.70.

(Iron Washers)—Full box, 40 per cent.;  
smaller lots, 35 per cent.

(Iron Pipe)—Black, 3/4 inch, \$2.65; 3-8  
inch, \$2.80; 1/2 inch, \$3.35; 1/4 inch, \$4.10;  
1 inch, \$6.10; 1 1/4 inch, \$8.20; 1 1/2 inch,  
\$9.75; 2 inch, \$13.20; 2 1/2 inch, \$20.25; 3  
inch, \$27.35; 3 1/2 inch, \$32.75; 4 inch,  
\$38.75; 4 1/2 inch, \$43.75; 5 inch, \$50.60; 6  
inch, \$65.65; 7 inch, \$91.40; 8 inch, light,  
\$96.00; 8 inch, heavy, \$110.60.

(Galvanized Pipe)—3/4 inch, \$3.75; 3-8  
inch, \$3.90; 1/2 inch, \$4.30; 1/4 inch, \$5.30;  
1 inch, \$7.90; 1 1/4 inch, \$10.65; 1 1/2 inch,  
\$12.65; 2 inch, \$17.10; 2 1/2 inch, \$27.20; 3  
inch, \$35.70; 3 1/2 inch, \$44.35; 4 inch,  
\$52.00; 4 1/2 inch, \$57.15; 5 inch, \$66.60;  
6 inch, \$86.60.

(Logging Chain)—1/4 in., \$8.00; 5-16 in.,  
\$6.50; 3/4 in., \$5.75.

(Lanterns)—Cold blast, per doz., \$7.25;  
coppered, \$9; dash, \$9.

(Poultry Netting)—55 per cent.

(Plaster of Paris)—Barrel, \$6.50; hard  
wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$5.25. Lead pipe—Full coil,  
\$6.75 per cwt.; cut coil, \$7.75 per cwt.  
Lead Waste—\$7.25.

(Rivets) and Burrs)—Iron rivets, 56 per  
cent.; copper, No. 8, 3/4c; No. 6, 12c;  
3/8c; copper burrs, No. 8, 44c; 10, 47c;  
12, 51c; copper rivets and burrs, No. 8,  
44c; 9, 32c; 10, 47c; coppered, No. 8,  
17c; 9, 17 1/2c; 10, 18c.

(Rope)—Sisal, 12 1/2; Pure Manila 17 1/2;  
British Manila, 13 1/2; lath yarn, 11 1/2.

(Steel Squares)—40 off new list.

(Shovels and Spades)—Jones polished,  
\$3.10 per doz.; Fox & Olds, \$7.10 per  
doz.; Scoops, D-handed, "Black Cat,"  
No. 2, \$7.70; No. 4, \$8.20; No. 5, \$8.90;  
No. 6, \$9.40; No. 8, \$9.25; No. 10, \$9.80.

Solder—Half and half, 23 per cwt.

(Screws)—Bright iron round head, 80  
and 5 p.c.; flat head, 85 p.c.; round  
head, brass, 70 p.c.; flat head, brass,  
70 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., \$2.60  
at Fort William; \$2.90, Winnipeg.

(Linseed Oil)—Raw, per gal., 65; boil-  
ed, per gal., 68c.

(Turpentine)—Per gal., barrel lots, 75c.

(Dry Colors)—White lead in ton lots,  
decorators' pure, \$9.00; decorators' spe-  
cial, \$8.25 in small lots advance price 25  
cents per cwt.; red lead, kegs, \$6.80;  
yellow ochre, in barrel lots, 2 1/2c; less  
than barrel lots, 3c; golden ochre, bar-  
rels, 3 1/2c; less than barrels, 4c; Vene-  
tian red, barrel, \$2.50; less than bar-  
rels, \$3.00; American vermilion, 15c;  
English vermilion, \$1.00 per lb.; Cana-  
dian metallic oxides, barrel lots, 3c,  
3 1/2c; English purple oxide, in casks,  
3 1/2c; less quantities, 4c per lb.; Blue  
Stone, per cwt., \$6.75.

(Putty)—Casks, \$2.90 per cwt.; blad-  
ders, in barrels, \$3.15; bladders, 100-lb.  
cases, \$3 40

Paris Green, 2 1/2 cents per 112 lb.

## WOODENWARE.

### BAKE BOARDS.

With rim, 18x24, per doz.	4 50
With rim, 18x28, per doz.	5 00
With rim, 20x30, per doz.	5 50
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

### IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

### SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

### WASH BOARDS.

Glass, doz.	
Enamelled, doz.	

### CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 60
3 sections, 6 ft., doz.	7 25

### CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	12 00
---------------------------------	-------

### CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	



# Satisfaction, ab-so-lute-ly

You simply *have* to sell goods that satisfy your customers if you want to hold them. In regard to your paint trade, every time you sell a can of

## Jamieson's Pure Prepared Paints

You sell paint that is made with this "consumer satisfaction" constantly in view. We believe in it and we know that no legitimate business can live without it.

***We want you to sell Jamieson's Paints.  
Will You ?***

**R. C. Jamieson & Co., Limited**

Established 1858

MONTREAL

VANCOUVER

## *WEALTH in the walls -*

The paint dealer who realizes on this opportunity, just doubles his field of operation. The dealer who literally takes possession of his customers' walls, sees a picture of a bag of money every way he turns.

## NEU-TONE

assists the interior decorator to produce effects he never could get before — it is attractive, durable and sanitary. Can be washed without injury. It defies time and simply smiles when the sun says FADE.

There are hundreds of walls in your town, Mr. Dealer, waiting to turn wealth your way.

NEU-TONE will open up a lot of new business for you.  
Write for our offer to live dealers — DO IT TODAY.

**The Martin-Senour Co.**

MONTREAL

CHICAGO

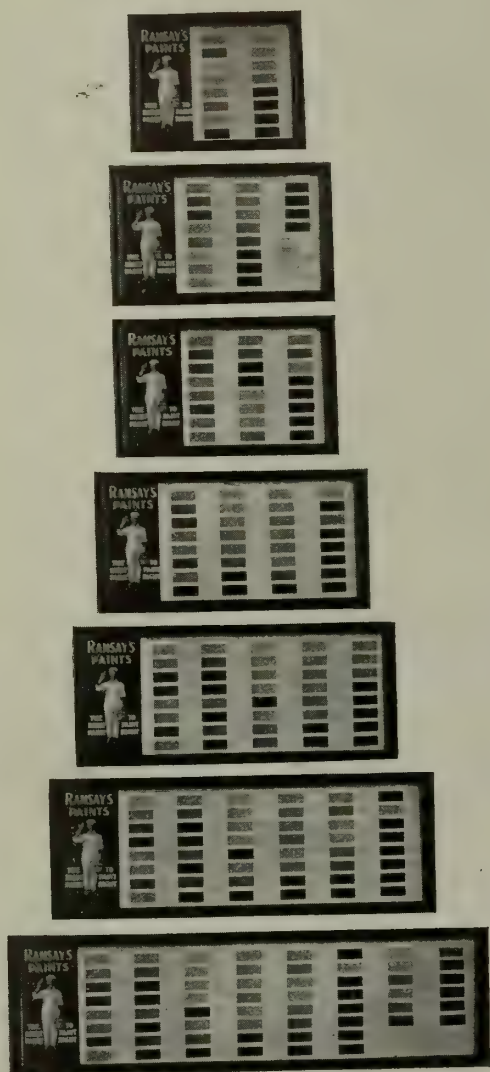
LIMITED

WINNIPEG

LINCOLN



# Another of Ramsay's Selling Helps



Here are seven framed color cards for display. The top one for a small stock and varying sizes according to the amount of stock carried down to the last, showing a complete line of all shades.

This is only one of many selling helps for the agents of Ramsay's Paints. **The Right Paint to Paint Right.**

**A. Ramsay & Son, Montreal**

*Paint Makers Since 1842*



## THE TOP OF THE LADDER

Is Just as Roomy as  
Ever.

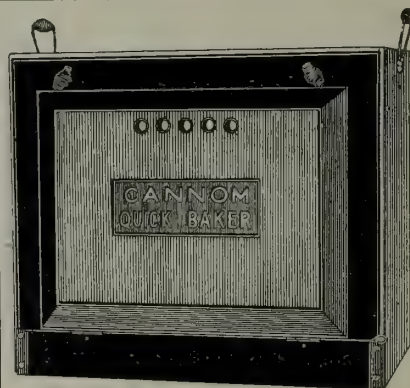
for your paint department.  
Getting it there depends  
very much upon the line of  
paints and varnishes you  
sell.

Climbing the rungs to success is made easy with  
MAPLE LEAF LINES.

**MAPLE LEAF PAINTS**  
**MAPLE LEAF FLAT WALL COLORS**  
**MAPLE LEAF FLOGLAZE**  
**MAPLE LEAF VARNISHES**

Write us to-day for our Maple Leaf Proposition. It  
will help some in climbing the ladder.

Our M. L. Decorative Aid Department is maintained  
to develop trade for dealers.



**Cannom  
Quick  
Baker  
Ovens**

## Patented System of Ventilation

Insuring absolutely perfect results in  
operation.

Made of heavier material than any  
other oven on the market; will outlast  
all other makes, and uses less fuel.

Order sample and compare with the  
ordinary ovens.

Manufactured by

**THE DOMINION METAL SPECIALTIES CO.,  
Limited**

Western Ontario Distributors:—The James Stewart Mfg. Co., Ltd., Wood-  
stock; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden &  
Co., Ltd., London, Ont.

A good general purpose varnish offers the Dealer the biggest opportunity for profitable sales to the householder and painter.

# **SUN VARNISH**

**For Outside and Inside Use**

This varnish gives equal satisfaction for inside and outside use. It is a bright hard varnish made from Copal gum. It gives excellent service on wagons, boats, store-fronts, doors, porch ceilings, and all such exposed surfaces. Inside it is suitable for all woodwork, furniture, bathrooms, etc. It is a splendid varnish and sells for a price which gives the Dealer a good profit and the consumer good value.



**PAINTS & VARNISHES  
STAINS, ENAMELS, COLORS  
a finish for every surface**  
THE CANADA PAINT CO. LTD, MONTREAL, TORONTO, WINNIPEG.





## Play Ball!

Keep a clear *head*, a watchful *eye*, and steady *nerves*.

*That's* the gospel of the game—that and *team work*—*follow it* and the pennant's *yours*.

It's the gospel of your business, *too*.

Do *you* follow it?

What is team work but co-operation?

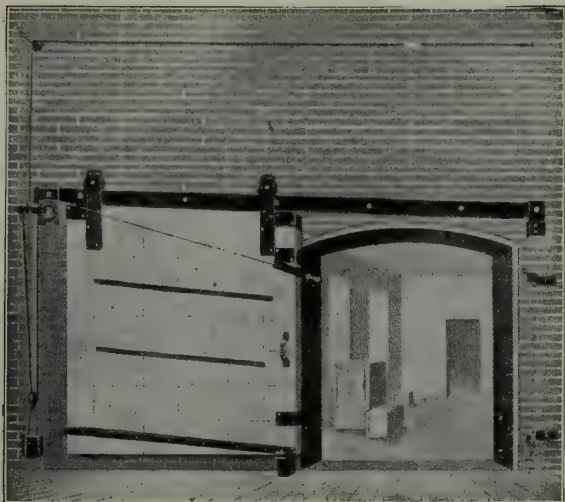
Are you *getting* it? *We* work *with* you—not *at* you. We can't begin to do justice to our 1913 proposition to the trade in print. It's the biggest, best and *most profitable* for *you*. Write us about it *to-day*.

The *Glidden* Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA. CLEVELAND, OHIO.  
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels,  
Endurance (Mission) Wood Stains, Waterproof Flat Wall  
Finishes and Cement Coatings.



No. 102. Richards Monarch A Standard Fire Door.

Some more "R-W" Specialties

**HANGERS**—Every kind and style.

**MOUNTED GRINDSTONES** — Ball-bearing.

**WAGON JACKS**—Good ones.

**WIRE STRETCHERS—VISES,  
OVERHEAD CARRYING SYSTEMS**

## FIRE DOOR HARDWARE

Regularly Inspected and Labelled under  
direction of Underwriters' Laboratories.

Called for by all reliable architects, and  
demanded by owners for two reasons:

1st—Better fire protection;

2nd—Lower insurance rates.

Send for Special Fire Door Hardware Catalog and prices and get after this very desirable business.

The only complete line of fire door hardware  
made in Canada is made by

# Richards-Wilcox



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



## PUMPS

All Kinds

**Hay Unloading Tools.  
Barn Door Hangers.**

The word "MYERS" assures  
QUALITY. Better write to us.

**F. E. MYERS & BRO.  
ASHLAND, OHIO**

J. H. ASHDOWN HARDWARE CO  
Winnipeg, Calgary and Branch Houses

## FORD



An Auger Bit You Can Depend on. Fully Warranted  
FORD AUGER BIT CO. HOLYOKE, MASS.

## NEW ERA PAINT

IS GUARANTEED

THE increasing demand for New Era Paint  
and its past record of service enable us to  
place a guarantee that it will outlast, cover  
more surface, hold its color better, stand more  
weather changes, and give a more brilliant finish  
than any high-priced paint you can buy.  
It is made to meet the requirements of the most  
critical painter. Write at once for prices.

**STANDARD PAINT & VARNISH CO., LIMITED**  
WINDSOR - - - ONTARIO

**NOVA SCOTIA STEEL  
& COAL CO., Limited,  
NEW GLASGOW, N.S.**

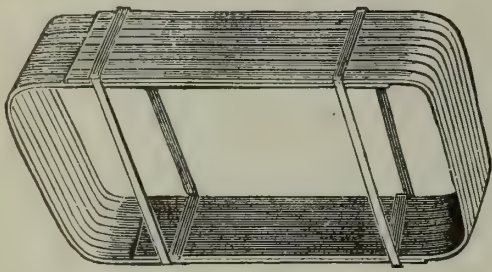
Manufacturers of

**FERRONA  
PIG IRON**

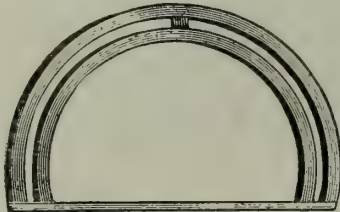
and SIEMENS-MARTIN  
**OPEN HEARTH STEEL**



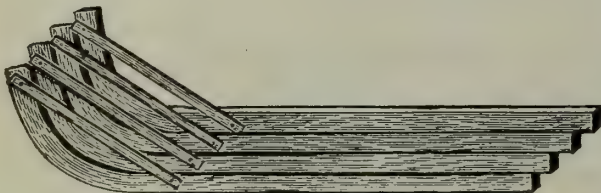
## High Grade Carriage, Wagon Automobile, Cutter & Sleigh Woodwork



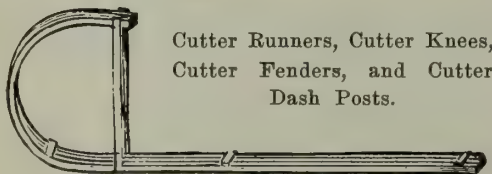
Buggy Bows, Automobile Bows, Express Bows.



Buggy Rims, Wagon Rims, Automobile Rims,  
Agricultural Rims, all sizes and heights.



Sleigh Runners—All Bends.



Cutter Runners, Cutter Knees,  
Cutter Fenders, and Cutter  
Dash Posts.

Our bent goods are not excelled in Canada, so demand the "Merritt" make from your jobber. If they do not have them order direct from the factory.

**Merritt & Company**  
CHATHAM, ONT.

## Brightens Floors and Rugs, Prevents Dust from Rising and Kills Moths



For these reasons "Soclean" Dustless Sweeping Compound wins a permanent place in every home where it is tried.

It will be much to your advantage to stock "Soclean" NOW and introduce it to your trade.

Use "Soclean" in your store—we sell it in barrels for merchants' own use.

### PRICES TO DEALER.

25c Pail, 2 doz. in case (4½ lbs.), enlarged size...\$4.50  
40c Pail, formerly 50c, 2 doz. in case (8 lbs.).....\$7.20  
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)..\$6.75

## SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada  
Agents Western Canada: J. J. Gilmor & Co., Winnipeg, Man.

## Glass

and

## Emery

## Paper

and

## Cloth

For nearly 100 years the products of

**Peter Orr & Sons**  
280 Cathedral St.  
**GLASGOW**

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

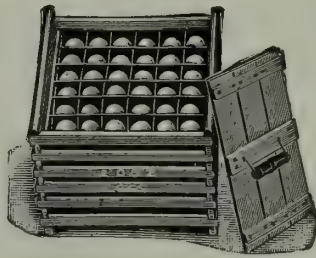
Samples and prices from

Agents—

George Peatt & Co.  
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

## Humpty Dumpty Folding Egg Crates



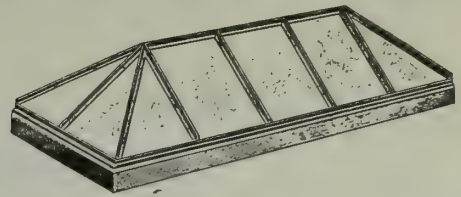
### Strong and Well Made Crates Which Pay A Good Profit

When you have a call for good, strong egg crates be able to supply the "Humpty Dumpty"—it always gives splendid service, and satisfies everybody.

We handle a high grade line of Wooden Ware, Brooms, Brushes, Wrapping Paper, Paper Bags, Cordage and Twines.

Write for complete catalog.

**WALTER WOODS & CO.**  
HAMILTON and WINNIPEG



## Skylights and Ventilators

of all kinds made up and shipped promptly.

Hardwaremen should watch every building that is going up—for these and cornices. Western Canadian Hardwaremen can get these quickly from the same factory of the West.

Made in the West for Westerners.

**Winnipeg Ceiling & Roofing Co.**  
Limited

P.O. Box 2186 H

Winnipeg, Man.



## "QUALITY" HACK SAW BLADES

"Cut Everything, Even Expenses"

Made in Canada

These saws are made of the finest alloy tool steel, teeth accurately milled and set by machinery of our own design, tempered by special electric barometer tests, perfected point by point until they are in a class by themselves.



Memorize the Name



Insist on "Quality"

Our line is a complete one. We make blades from 8 in. to 24 in., also "EXPERT" hack saw blades, loop eye and filed tooth coping saw blades, hack saw machines and frames. Prompt service. Immediate shipments.

Send for Catalogue.

**CANADIAN QUALITY SAW & TOOL WORKS, - Factory: 4 St. Antoine Street, Montreal, P.Q.**

# THOMAS BLACK

**HEAVY HARDWARE  
AND  
BUILDERS' SUPPLIES**

76, 78, 80, 82 Lombard Street, Winnipeg

The following are a few of our specialties:—

"ATLAS-WHITE" Cement  
"ACME" Keene's Cement  
"HAMMER BRAND" Plaster of Paris  
"R.I.W." Waterproofing Products  
"UTILITY" Wall Board

"PERFECT" Corner Bead  
"PERFECT" Metal Lath  
SAMSON Car Movers  
IDEAL Tube Expanders  
CONEWAGO Waterproofing Paper

**REASONABLE PRICES**

**EXCELLENT SERVICE**



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

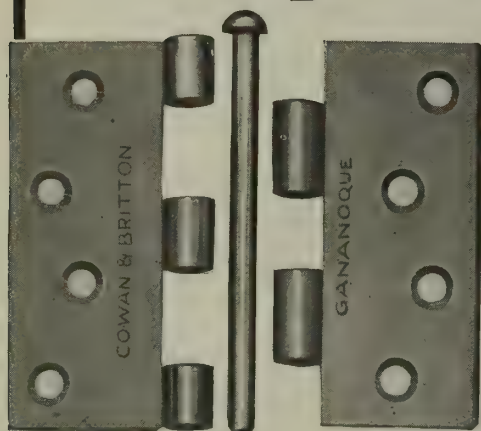
Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

## High Grade Builders' Hardware



including

### Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



COWAN & BRITTON, LIMITED,

GANANOQUE,  
ONT.

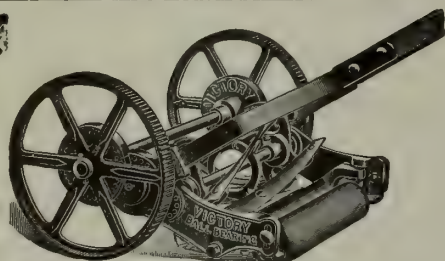


## MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

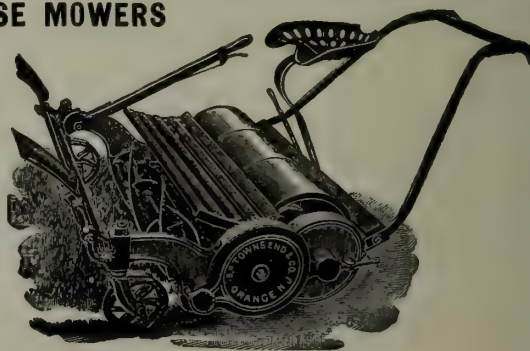
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



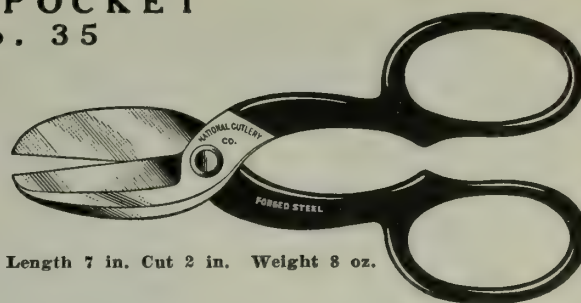
# A NEW SNIP NATIONAL POCKET SNIP No. 35

**SALEABLE TO EVERY MAN.**

Drop Forged, Light Weight, Convenient Size. List, \$1.00 each.

**SUPPLIED IN JAPAN OR SPECIAL  
RUST PROOF FINISH.**

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

**NATIONAL CUTLERY CO.,** - - **PHILADELPHIA**  
MAKERS OF NATIONAL SHEARS AND SNIPS  
Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

## IDEAL DETACHABLE HINGES

**Hold-back and Non-Hold-back Patterns.**



The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.

**Stover Mfg. Co., 709 East Street, Freeport, Ill.**

## WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

**The Laidlaw Bale-Tie Co., Hamilton, Ont.**

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

**THE MORRIS & BAILEY STEEL CO.**  
**PITTSBURG, PA.**

Manufacturers of

**COLD ROLLED STRIP STEEL**

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



## The "HERCULES" Step Ladder

Guarantees Satisfaction



The best materials and workmanship go into this ladder with a result that there is not a better ladder on the market.

Each step is specially fastened and trussed. The "Hercules" is equipped with the "Faultless Lock," which makes it impossible for the ladder to open or close while in use. Absolutely rigid. Guaranteed to give perfect satisfaction.

Write for full particulars.

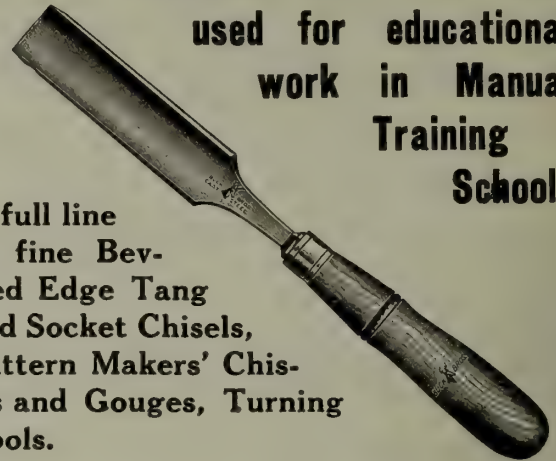
We also manufacture Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, Etc.

**The Stratford Mfg. Co., Limited**

**Stratford Ontario Canada**

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

**Tools Stamped with the Buck's Head**  
**Admitted duty free when**  
**used for educational**  
**work in Manual**  
**Training**  
**Schools**



A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

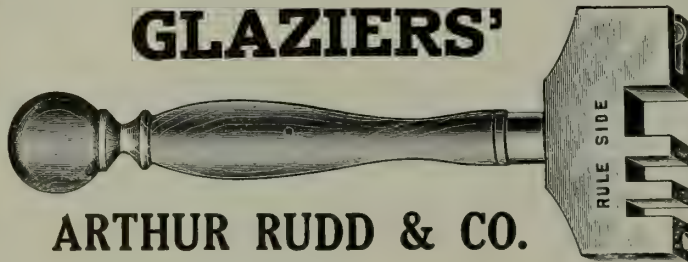
The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

**BUCK BROTHERS**

Millbury, - - Mass., U.S.A.

**GLAZIERS'**



**ARTHUR RUDD & CO.**

**DIAMONDS**



**ST. HELENS, LANCS., ENG.**

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

St. Helens, Lancs., June 27th, 1899.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.

**STANDARD CHAIN COMPANY**



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and**  
**BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

New Line

# UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

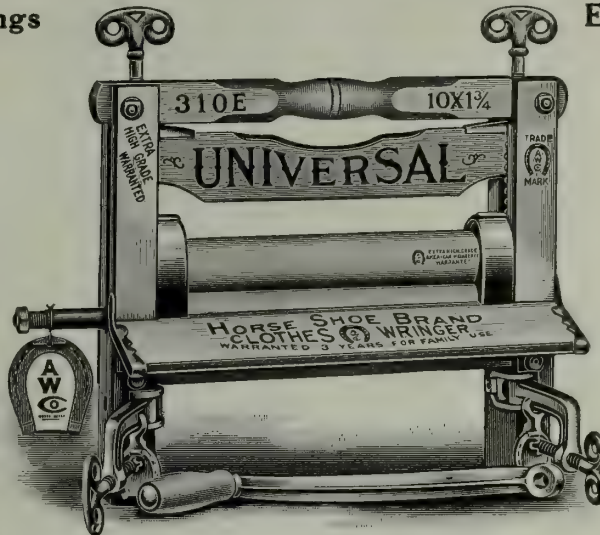
Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.



Packed 3 and 6 in  
a case.



Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.



Same style made in  
Folding Bench.



Send for Catalog (F)

**THE AMERICAN WRINGER COMPANY**  
NEW YORK, - U.S.A.

## A WHEELBARROW That Satisfies Particular People

When you have a call for a high grade barrow be prepared to sell this one.

It is the easiest running and most durable on the market.

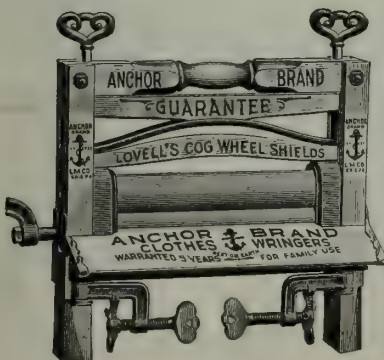
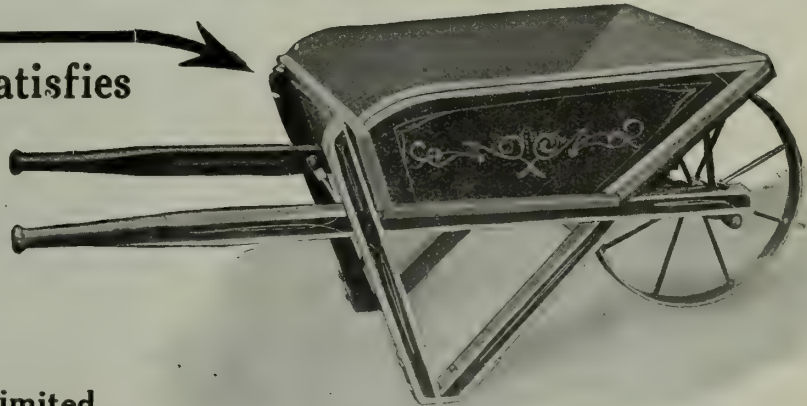
When running the load is carried well over the wheel.

Iron wheel, iron shoes and braces assure great strength.

Stock it now.

**The SCHULTZ BROS. CO., Limited**  
BRANTFORD, ONTARIO

Dept. K.



## No More Rusty Screws

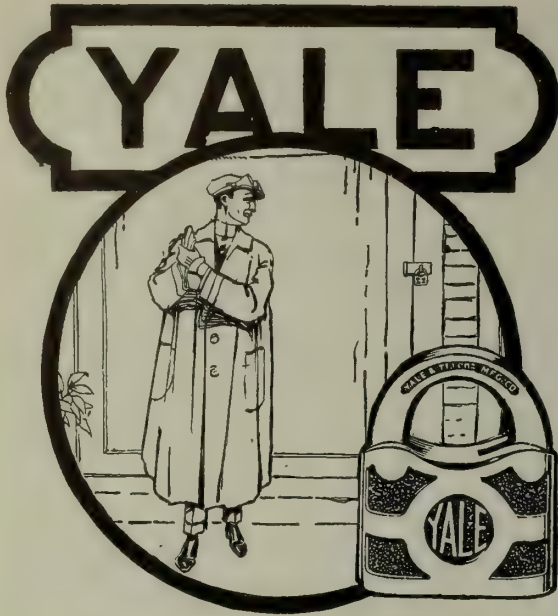
We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

### "ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

**Lovell Mfg. Co.**  
Erie, Pennsylvania





When a poor padlock gives away the possessions of your customers they don't blame the thief.

They blame you for selling them padlocks that are not thief-proof.

The name "Yale" on a padlock protects you because it protects the valuables of your customers.

Every time you talk Yale Products in your newspaper, or show Yale Products in your window, or throw Yale arguments on the screen at the picture shows, you tie up your store with our national advertising.

We furnish you free the newspaper ads, the window displays and the lantern slides. An inquiry about this exceptional Dealers' Advertising Service will bring you full particulars.

**Canadian Yale & Towne Ltd.**

Makers of YALE Products in Canada: Locks, Padlocks,  
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.



## NATIONAL STEEL RIM LOCK

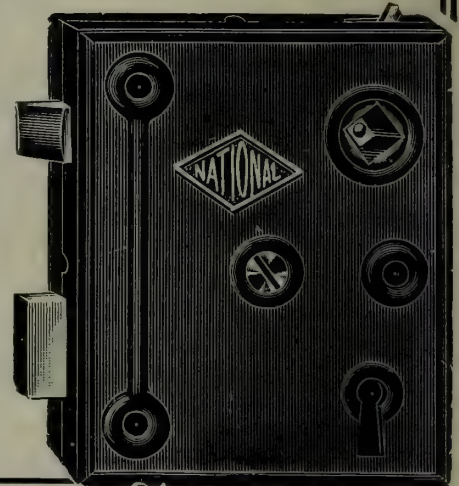
The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

**NATIONAL  
HARDWARE  
CO., Limited**

ORILLIA, ONT.  
CANADA



## Sell the Cleveland

The Grindstone With This Trademark

Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle—the line is complete, and your profits are generous.

Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness.

**The Cleveland Stone Company**

Cleveland, Ohio



# LUNDY SHOVELS

## Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

## The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Perse, Ltd., Winnipeg; Tees & Perse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.



Over 5,000,000 Mendets in use.

Order from your jobber or write direct.

COLLETTE MANUFACTURING CO.  
Collingwood, Ont.

## RED LEAD

GROUND LITHARGE

FLAKE LITHARGE

WHITE LEAD IN OIL

Agents in Canada for:

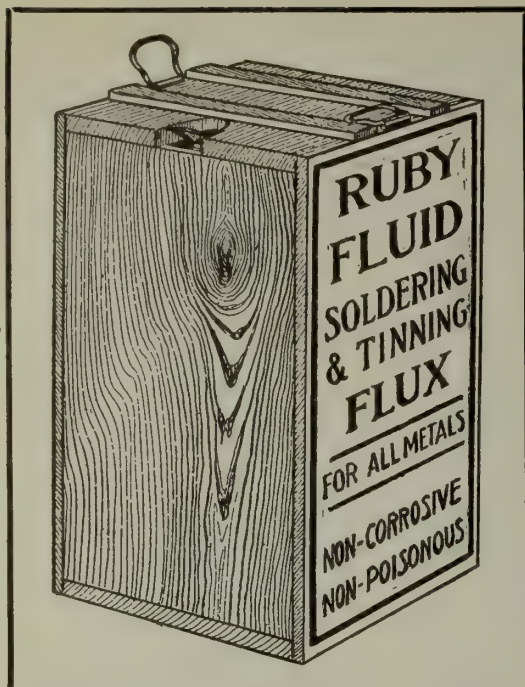
Lindgens & Sohne—Mulheim-am-Rhein

Foster, Blackett & Wilson, Limited,  
Newcastle-on-Tyne.

B. & S. H. THOMPSON & CO.  
LIMITED

TORONTO MONTREAL WINNIPEG





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

## Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. **A Soldering and Tinning Fluid** that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

## Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

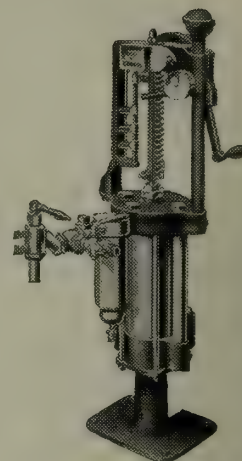
It will discharge 1 gallon with  $4\frac{1}{4}$  turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have  $13\frac{1}{2}$  inches, consequently it is the **fastest and easiest working pump** on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



Write for Self Measuring Pump and Tank Catalog.

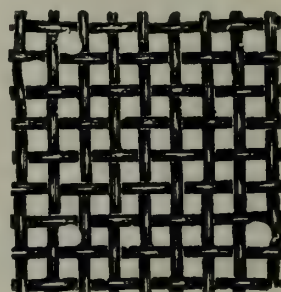
**The Steel Trough & Machine Co.**

Limited

TWEED, ONTARIO

## Canada Wire & Iron Goods Co.

HAMILTON, CANADA



Manufacturers of  
**Double Crimped  
Wire Cloth and  
Wire Screening**  
for all purposes  
of Iron, Brass,  
Copper, Bronze,  
Galvanized and  
Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

**ENQUIRIES SOLICITED.**

**LOOK ON THE BOTTOM**

**FOR THIS**

**"OAKVILLE"**

**PURE ALUMINIUM**

**COOKING UTENSILS**

Quality in the goods means satisfaction for the customer and profit for the dealer. "OAKVILLE" PURE ALUMINIUM WARE has quality. Write us to-day.

The Ware Manufacturing Co., Limited  
OAKVILLE, ONT.

Western Distributors:  
Moncrieff & Endress, Ltd., Scott Bldg.  
Winnipeg, Man.

**"WILL OUTWEAR ANY WARE"**

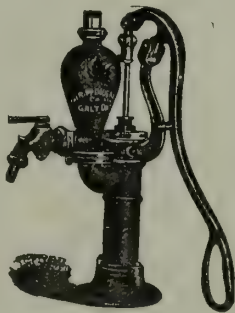
**THE WARE MFG. CO. LTD. OAKVILLE, ONT.**

## MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

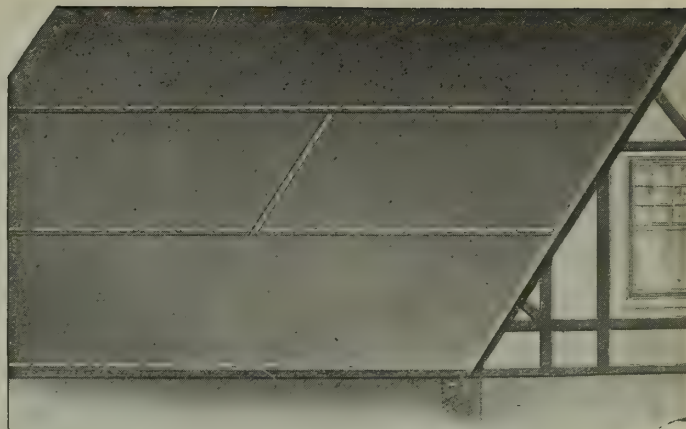
"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—  
for dealer prices—for dealer terms.*

The  
**R. McDougall Co., Limited**  
GALT, CANADA



**Trinidad Lake Asphalt Water-  
proofs the Roofing; the Kant-  
leak Kleet Waterproofs the Seams**

That's the combination, Mr. Merchant, that you can't find in ordinary roofing. It gives the superb strength and weather-resisting qualities to the modern, enduring, economical roofing—

## Genasco

THE TRINIDAD-LAKE-ASPHALT

### Ready Roofing

It gives the lasting service that customers have wanted and have never so completely found in roofing before.

It gives you a lead in making sales, and in securing unbounded satisfaction and larger patronage. Don't miss your opportunity! Order now from your jobber. Write us for samples and full information.

## The Barber Asphalt Paving Company

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

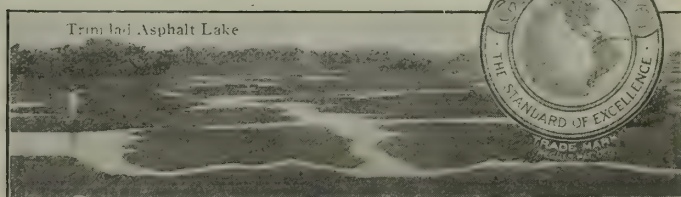
### PHILADELPHIA

New York

San Francisco

Chicago

Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto.  
Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden  
& Co., Ltd., 200 York St., London, Ont.  
The Canadian Asphalt Co., Ltd., Winnipeg,  
Man.







Made from the finest grade of Sheffield Crucible Cast Steel.  
Highest quality as regards setting and keenness of edge.

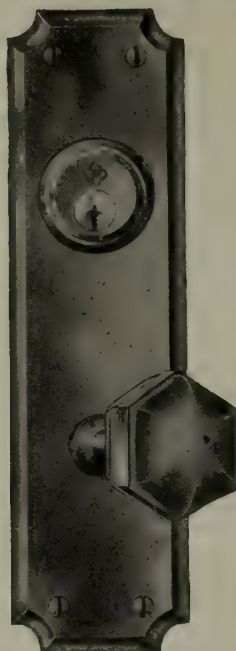
**SCHRAMBERGER UHRFEDERNFABRIK,**  
G.m.b.H  
Manufacturers of Safety Blades  
**SCHRAMBERG (WURTEMBERG) GERMANY**

Representatives for Canada:  
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

**Ensure Absolute Satisfaction  
By Selling**

**Peterboro  
Hardware**

**An  
Artistic  
Design  
for  
1913**



No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

**Peterborough Lock Mfg. Co.**  
LIMITED  
**PETERBOROUGH, ONT.**

## THE AYLMER STOCK AND TOWN PUMP

**Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke**

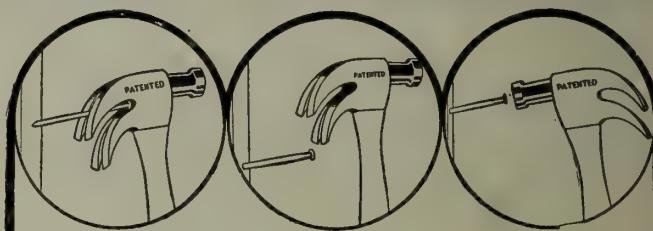


This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

**WRITE FOR OUR  
BIG FREE CATALOGUE**

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO



Strike

Lift

Drive

## Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

**ALL JOBBERS**

Manufactured by

**THE DOUBLE CLAW HAMMER CO.**

453 Broadway

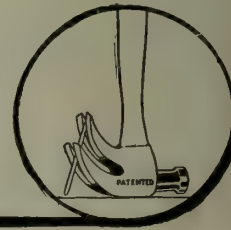
BROOKLYN, N.Y.

**Start**

**Out**



Pulls the nail out straight without a block



## Quality Talks

and talks so forcibly dealing with axe handles that you can afford to sell none other but

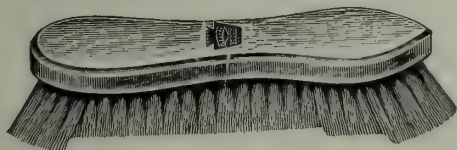
# STILL'S Axe Handles

*The Handles of "Quality"*

You will find them uniformly finished, well balanced and well shaped, and we guarantee that only the most carefully selected and seasoned timber is used in their manufacture.

*Write for prices.*

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.



## You Cannot Always Tell

by the look of a Brush how it is going to wear, and therefore it is important that you buy goods that are backed up by the reputation of a reliable manufacturer. Every Brush bearing the Keystone Brand is guaranteed to give satisfaction, and you can place them in the hands of your customers with confidence.

Manufactured by  
**Stevens-Hepner Company**  
Limited  
PORT ELGIN, ONT.

# DOMSTEEL WIRE Products

"From Ore to Finished Product."

**Nail Wire, Rivet Wire, Annealed Wire**  
**Straightened and Cut to Length**

**WIRE NAILS**  
**All Standard**  
**and Special Gauges**

**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

**Specify "Domsteel**  
**Sterilized Nails."**

**DOMINION**  
**IRON & STEEL CO.**  
**Limited**

**Head Office and Works**  
**SYDNEY, N.S.**

Sales Offices:  
Sydney, N.S., and 112  
St. James St., Montreal.





# JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

## CUTLERY

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL



## Step Ladders

4 to 12 Feet

Clear, Red Pine Sides Hard-wood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

**Otterville Mfg. Co.**  
Limited

OTTERVILLE - ONT.

# ARE

# YOU

# ALIVE

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.  
2c. per word first insertion.  
1c. per word subsequent insertions.  
5c. extra if box number is desired.

**Hardware and Metal**  
TORONTO - MONTREAL - WINNIPEG



BABBITT YOUR JOURNALS WITH

## ARCTIC METAL

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

**Tallman Brass & Metal Co.**  
HAMILTON, ONT.

## BLACK JACK

QUICK  
CLEAN  
HANDY



TRY IT

SOLD BY  
ALL  
JOBBERs

1/4-lb. tins—  
3 doz. in case

## CEMENT SIDEWALK TOOLS OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

### T. Slack & Co.

5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599



Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

### THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

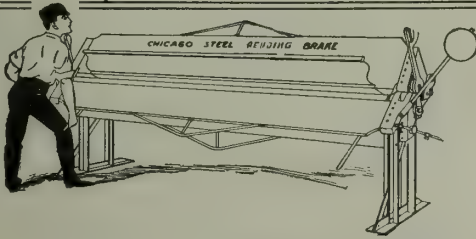




## SPRAY POTATOES WITH The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils. Made of the best materials throughout. Ask your jobber, or write us. We are Spray Pump Specialists, making different kinds.

THE COLLINS MANUFACTURING CO.  
TORONTO, ONT.



CHICAGO STEEL BENDING BRAKES  
(Made in 200 sizes)

If you are in the market for a Bending Brake apply to us for catalogue and price list. There is no use trying to get along with antiquated tools. To be successful you must be up-to-date. The Steel Brakes do the largest variety of work with accurate results.

THE STEEL BENDING BRAKE WORKS, LTD.  
CHATHAM, ONT.

THERE IS ONLY ONE  
GERMANTOWN LAMP  
BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

THE LARGEST PRODUCER  
& SHIPPER IN U.S.A.



## SILO RODS COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments



LONDON, CANADA

## BROOKS & COOPER, Corporate Mark, Mousehole Forge Sheffield.

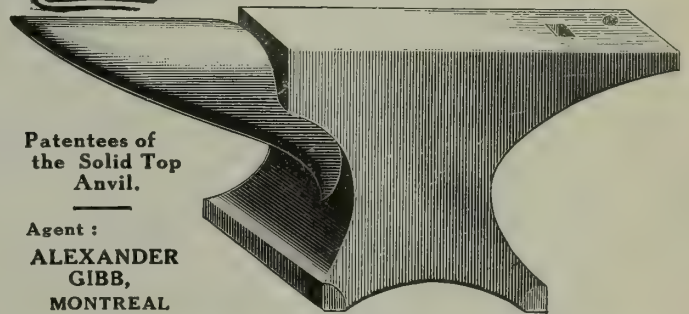
Trade Mark.

M. & H.  
ARMITAGE  
MOUSE  
HOLE  
FORGE.



Patentees of  
the Solid Top  
Anvil.

Agent:  
ALEXANDER  
GIBB,  
MONTREAL

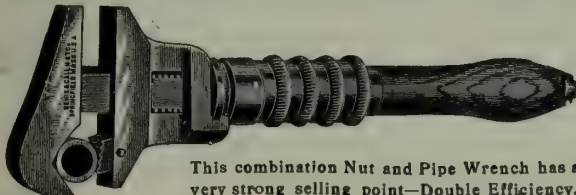


## Natural Gas Goods of every description

at

T. F. BERMINGHAM'S  
20 John Street South  
HAMILTON, ONT.

## A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.  
Springfield, Mass., U.S.A.

## CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 110 HOLBORN, LONDON E.C. ENG.



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## HOUSE NUMBERS.

### STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

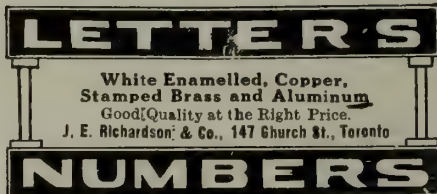
London, .. .. Ontario

## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including a full line of

Folding Beds, Children's Cribs. etc.

The Ham & Nott Company, Limited  
Brantford, Ont.

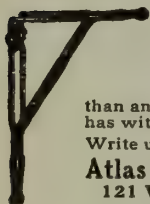


### Corrugated Fasteners

GET OUR PRICES

J. E. Beauchamp & Co.  
133 Coristine Building MONTREAL

## BRACKETS.



### The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

**Atlas Manufacturing Company**  
121 Water St., New Haven, Conn.

J. H. BUTLER, Limited.

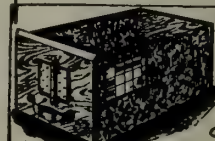


Wolverhampton, Eng.

Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Ears, Rivets, and all  
kinds of fittings for  
Iron and Tin-plate  
workers' use.  
Wedges, Clips and  
Wire Strainers for  
Illustrated list on  
Fencing.  
application.  
all kinds of Wire

## HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL  
HARDWARE SHELF BOX**

Saves 20% Shelf Room  
OVER ordinary boxes

Write for Catalogue and Price List.  
**CAMERON and CAMPBELL**  
Toronto

## CLIPPERS.



Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

## MANUFACTURERS' AGENT.

### H. E. JOHNSON

Factory Representative

12 Melinda St.

TORONTO

Representing

Hupfield, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.



### CHRISTOPHER JOHNSON & CO.

SHEFFIELD, ENGLAND

Manufacturers of

Table Cutlery,  
Pocket Knives,  
Scissors, Razors,  
Spoons and Forks

A want ad. in this paper will  
bring replies from all  
parts of Canada.

### Moose Jaw Distributing Co.

Moose Jaw, Saskatchewan

Now visiting the Hardware and Implement trade. Open to handle a few new lines of hardware, implements, contractors' supplies, or road machines.

Storage facilities.



## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

**The International  
Nickel Company**

WRITE US FOR  
PARTICULARS AND PRICES

General Offices

**43 EXCHANGE PLACE**

NEW YORK CITY

## HERCULES SASH CORD



**THE BEST MADE**

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



## OAKEY'S

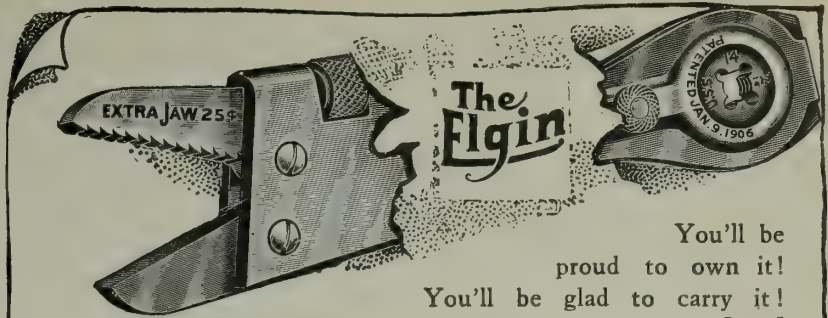
The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.  
**'WELLINGTON'**

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

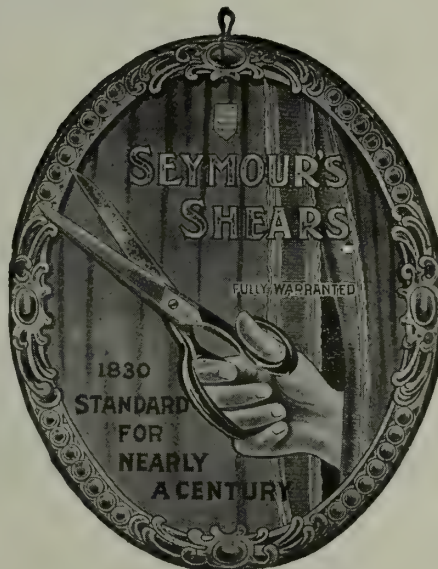


You'll be  
proud to own it!  
You'll be glad to carry it!  
You'll be happy in using it! This is **Good**  
advice: "Let **THE ELGIN** do it for you."

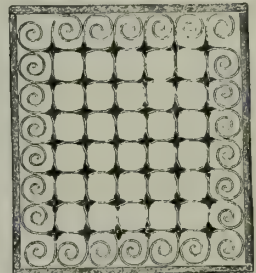
Emergency troubles fade away, and many a machine shop trip  
unnecessary. Your hardware-man can get them for you.

**There is nothing just as good**

Any of the Prominent Jobbers can supply you.



Reproduction of  
**NEW SEYMOUR SHOW CARD**  
12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut  
out. A show card will be sent to every dealer  
sending his business card with request to  
Henry T. Seymour Shear Co.  
Selling Agents, WIEBUSCH & HILGER, Ltd., New York  
A. MacFARLANE & CO. Montreal  
Canadian Agents



## METAL GRILLS WICKETS and RAILINGS

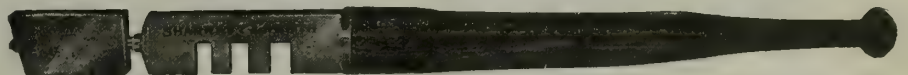
in Iron, Brass and Bronze  
Suitable for all requirements.

Send for Catalogue.

**Dennis Wire and Iron Works Co.,**  
Limited  
London, Ontario

## Sharratt & Newth's Glaziers' Diamonds

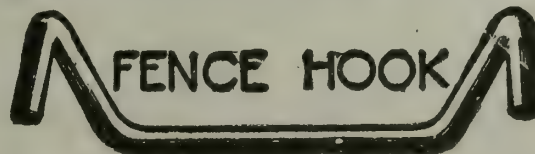
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
Painters' Supplies.

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

**The Western Wire and Nail Co., Limited,** - **London, Ont.**



# The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

## Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points

Prompt shipments our specialty.

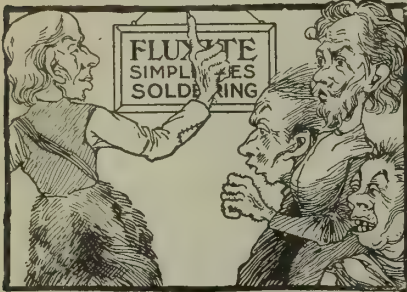
Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
Sewer Pipe and Tilings  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

Correspondence Solicited.

Cor. Manitoba and Sixth Avenue  
MOOSE JAW, SASKATCHEWAN

P.O. BOX 670

TELEPHONE 348



Anyone can use it. Engineers and other mechanics will have

## FLUXITE

the paste flux that

### SIMPLIFIES SOLDERING

and lead jointing

#### Chorus of Plumbers

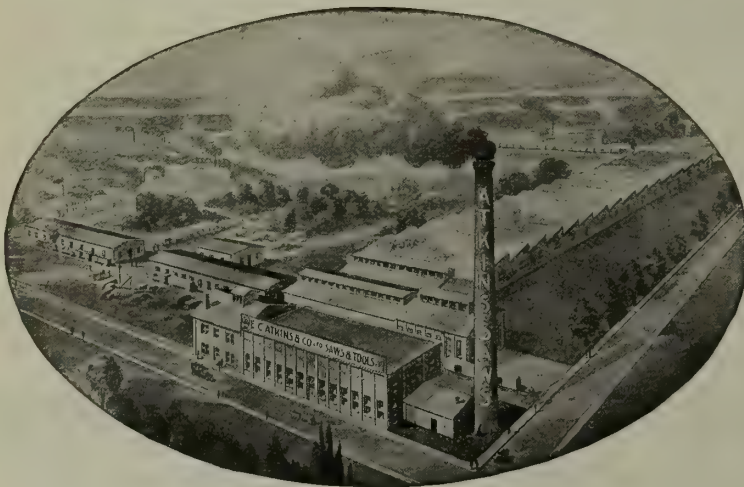
Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
FLUXITE.

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.  
Of the Jobbers and Factors in small and large tins. Remember it in your indents.  
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

# ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring! Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## E. C. ATKINS & CO.

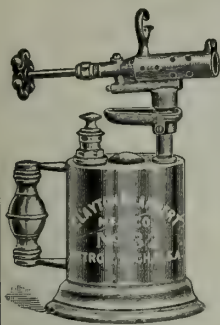
Makers of Sterling Saws

Factory: Hamilton, Ont.

Branch: Vancouver, B.C.



## A Sure Profit or a Sure Loss is the Difference to Users



No. 32 Torch  
Price each \$5.20 Net.

Between high grade, and inferior or unreliable tools. Clayton & Lambert Fire Pots and Torches represent the highest development in this line of manufacture. They incorporate in construction the most modern practical improvements that aid in producing an intensely hot fire from gasoline gas. Improved burners with pre-generating chambers are made of special generator metal, which holds the heat longer, and produce blue flames of great intensity. Heavy gauge seamless drawn brass tanks, strongly reinforced inside, are equipped with patented automatic brass pumps which insure constant air pressure.

Sold under the maker's guarantee by all leading jobbers at factory prices.

**CLAYTON & LAMBERT MFG. CO.**  
DETROIT, MICH., U.S.A.

## HEADQUARTERS FOR LAMPBLACKS

Old Standard, Eagle, Pyramid & Globe



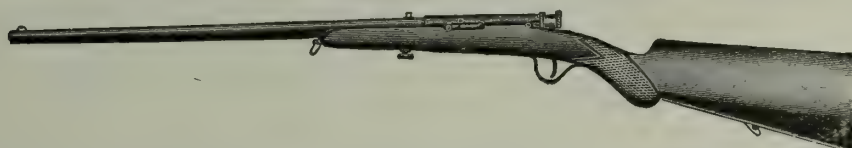
**GERMANTOWN  
LAMPBLACKS**



are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.  
Why buy the Near Brand when the Best is Procurable?

**The L. Martin Co.** Established 1849  
NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.

## The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

**McGill Cutlery Co. (Reg'd.)**

**P.O. Box 580, Montreal, Canada**



No. L.

Hand Leather. 2 Straps in Buckles, Always ready to pull up, Easy to put on.



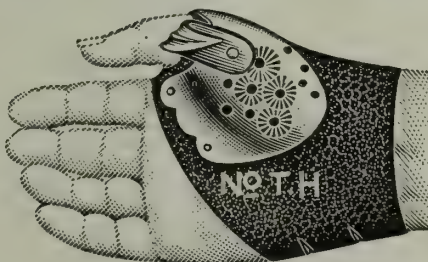
Roman Bend,  
Easy Shedding

## Positively

Best of all Thumb Hooks. Equally good as Palm-Hook.



Spear Point,  
Self-Shedding



No. H



No. A

Clark's Corn King.  
Cinch Lace Strap in Steel Rings. No. B.  
has. 2 in. Extension Wrist.



Flexible Comfort Wrist, Leather  
Like T. H.

## If Not Shown by Your Jobber, Factory Will Ship. Write R. F. CLARK, 54 W. Lake St., Chicago, Ill.

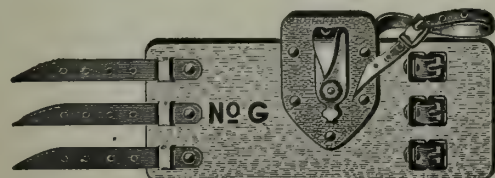
Clark's 1913 improved shapes and new patterns ass'd Doz. to show and introduce in 30 day offer to keep or return.

35c. 40-50c retail values	\$3.00	Very best yellow grain	1
Same in splits	2.75	Very best yellow grain	3
25c. 30-40c retail values	2.75	Very best yellow grain	4
Same in splits	2.50	Very best yellow grain	5
20c. 25-30c retail values	2.25	Very best yellow grain	6
Same in splits	2.00	Very best yellow grain	7
Special extra values Bands	1.50	Very best yellow grain	8
Special extra values Pins	1.00	Total \$17.75 or selections wanted.	
2 per cent. October, or 10 per cent. cash free delivery to introduce.			
Your customers will discover just what pleases them			

Numbers to  
order by.

No. 2CJ and 2RB made to use with gloves  
SUBSTITUTING "HUSKING GLOVES"

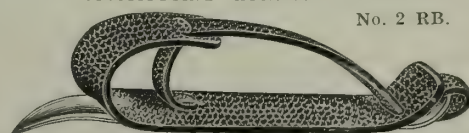
No. 2 RB.



No. G



No. 000 SPLIT  
"Old Hickory" Loop Strap  
and Buckle.





# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

## BUSINESS CHANCES

**HARDWARE BUSINESS — ESTABLISHED** over 30 years. Located in a thriving city. Excellent opportunity. Owner wishes to retire. Apply to Box 806, Hardware & Metal, Toronto. (31)

**FOR SALE—A FIRSTS-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

## SITUATIONS VACANT

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL** experience in plumbing and steamfitting trades. Must have good education and address. Spend opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—THOROUGHLY EXPERIENCED** traveller calling on the hardware trade in Manitoba, Alberta and Saskatchewan. Only those capable of producing results answer, stating age, experience and salary expected. Apply The Stratford Mfg. Co., Ltd., Stratford, Ont. (26)

**WANTED—TWO TINSMITHS AT ONCE.** Steady employment. Good wages. Cochrane Hardware Limited, Sudbury. (25)

## REPRESENTATIVES WANTED

**MANUFACTURER OF FULL LINE HOUSE-**hold specialties wants local representatives in all important cities to handle line on commission. Department stores, hardware dealers, instalment houses, premium concerns are all big users. State experience, lines handled and territory covered. We want none but those who can "make good." For such our proposition is an excellent one. Box 804, Hardware & Metal, Toronto. (25)

**WANTED—BY A LARGE MANUFACTURING** company, travelling representative acquainted with the hardware trade, to travel in Eastern Ontario. Box 814, Hardware and Metal, Toronto. (25)

## WANTED

**HARDWARE TRAVELLER WITH ABOUT** \$6,000.00 and a splendid variety of British and American first-class hardware lines, wishes to meet with another traveller with similar capital, and plenty of energy. Partnership, Box 811, Hardware and Metal, Toronto. 26

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## SITUATIONS WANTED

**WANTED—POSITION FOR JULY 1ST —**seven years' experience as stove foundry superintendent. Seven years in retail hardware; some travelling experience. Box 813, Hardware & Metal, Toronto. (25)

**HARDWARE CLERK DESIRES POSITION—**have had four years' experience. Can furnish best of references. Apply Box 483, Collingwood, Ont. (28)

## FOR SALE

**FOR SALE—2 SECOND-HAND 8' BRAKES** taken in trade on larger brakes. The Steel Bending Brake Works, Ltd., Chatham. (25)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —**Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

**THE NATIONAL CASH REGISTER COM-**pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada.

**WAREHOUSE AND FACTORY HEATING** systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**HINTS FOR PAINTERS, DECORATORS,** and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

## SALESMAN WANTED

**SALESMAN ON COMMISSION FOR A VERY** high-class line of shears and scissors, to call on both retail and wholesale hardware trade from Winnipeg east to the Coast. One who speaks both English and French. Give full particulars, age, territory covered and how often, commission expected, lines handled at present, and references. Only first-class man need apply. Address Shears, care of Hardware & Metal, Toronto. (24)

## TECHNICAL BOOKS

**SALESMANSHIP, DEPORTMENT AND SYS-**tem, by William A. Corbion. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth. \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

## Interested?

In Buying a Business  
In Selling a Business  
In Engaging a Clerk  
In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

### Then Use

**A Hardware and Metal Want Ad.**

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

**No Other Paper Reaches All These Men**

### RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,  
1c. per word subsequent insertion,  
5c. extra per insertion for box number if desired.

## Hardware and Metal

MONTREAL TORONTO WINNIPEG

## A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

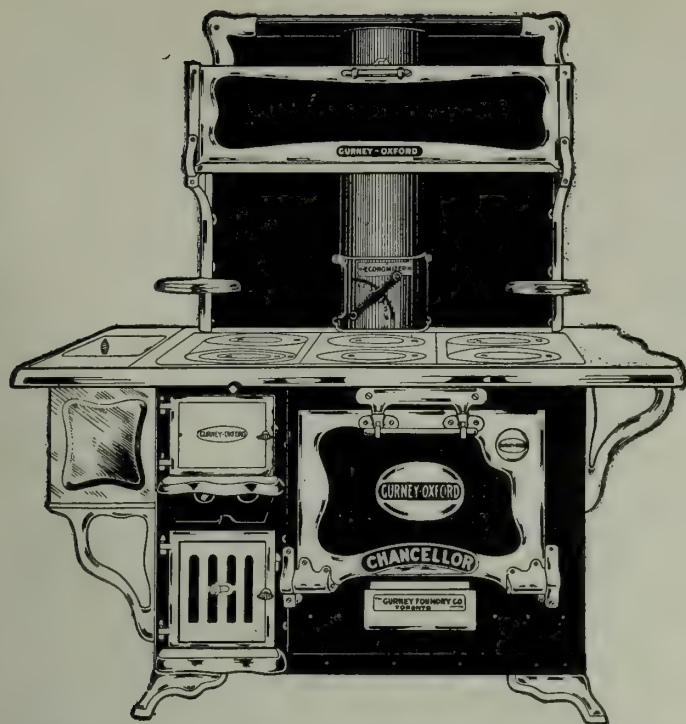
Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

**THE MACLEAN PUB. CO.**  
143-9 University Ave., Toronto



Stove Quality



Trade Mark

## Are You Selling Gurney-Oxfords?

Your own profits are an indication of the line of ranges you handle. Gurney-Oxford profits have won the enthusiastic appreciation of dealers throughout Canada.

Selling has been made easy and quick through extensive advertising that carries convincing arguments. Housewives know already about the unique advantages of the Economizer, the perfect oven, the lift-up broiler-top, the divided flue strip, and the reversible grate.

A simple demonstration will often close the largest sale, and bring a big profit.

## Gurney-Oxford Co-operation

We give unlimited co-operation to Gurney-Oxford dealers.

Economizer talks, the strongest selling feature of the range, are provided to instruct assistants to close big sales. Booklets bearing

the dealer's signature are supplied for distribution among customers. Attractive display cards make an irresistible appeal to women. In fact, every advantage known from our long established experience is given to the dealer gratis.

WRITE TO-DAY FOR FULL PARTICULARS

**The Gurney Foundry Co., Limited**  
**Toronto, Canada**

Montreal,

Hamilton,

Winnipeg,

Calgary,

Vancouver.



# "THERMO" The Washer

Easy to Sell



That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

# A-BEST-O

**AUTOMATIC ELECTRIC IRON  
The Iron With Self-Control**

Uniformly maintains any degree of heat between 200 and 600 degrees Fahrenheit.

Made in Canada by

**TAYLOR-FORBES COMPANY, Limited  
GUELPH, ONT.**

**THE DOVER MFG. CO.  
CANAL DOVER, OHIO, U.S.A.**

# BIG

**RESULTS**  
from small investments. Read  
Hardware & Metal's Want  
Ad. Page.

## ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

## STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cultivates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

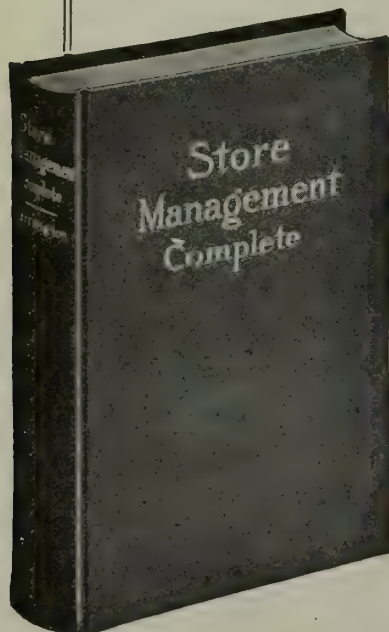
**Absolutely New**

**Just Published**

**TECHNICAL BOOK DEPARTMENT  
MacLean Publishing Co.**

**143-149 University Avenue**

**TORONTO**





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Dougall Varnish Co., Montreal.  
Glidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.  
G. F. Stephens & Co., Winnipeg.

**Ventilators.**  
Brantford Oven & Rack Co., Brantford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

**Vises.**  
Henderson & Richardson, Montreal.

**Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

**Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowsell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.

**Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.

**Wagon Jacks.**  
Richard Wilcox Can. Co., London, Ont.

**Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.

**White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

**Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdw. Co., St. Louis, Mo.

**Windmills.**  
Dominion Well Supply Co., Cargill.

**Windshields.**  
Kinzing Bruce & Co., Niagara Falls.

**Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.

**B. Greening Wire Co., Ltd., Hamilton**

**Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton

**Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton

**Wire, Iron, Steel, Brass and Copper.**  
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Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.

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P. L. Robertson Co., Milton.

**Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.

**B. Greening Wire Co., Ltd., Hamilton**  
Kuhne-Anderson Co., Port Hope.

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Steel Co. of Canada, Ltd., Hamilton.

**Wire Goods.**  
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Canada Wire & Iron Goods Mfg. Co., Hamilton.

**Wire Machinery.**  
Ed Brand, 472 Moss Lane, Manchester Eng.

**Wire Products.**  
Andrew Wire Works, Watford, Ont.

**Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.

**Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton  
Henderson & Richardson, Montreal.

**Wire Stretchers.**  
Richard Wilcox Can. Co., London, Ont.

**Wood Finishes.**  
Berry Bros., Walkerville.  
G. F. Stephens & Co., Winnipeg.

**Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.

**Bemis & Call Hdw. & Tool Co.**  
Springfield, Mass.



# HARDWARE AND METAL

## CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**  
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**  
Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**  
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.
- Rabbit Metal.**  
Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
Alonso W. Spooner, Ltd., Port Hope  
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**  
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills, Co., London.
- Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls
- Belting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**  
E. T. Wright & Co., Hamilton.
- Binder Twine.**  
Consumers Cordage Co., Montreal.  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**  
London Bolt & Hinge Works, London, Ontario.  
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**  
Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.  
Hamilton Stove & Heater Co., Hamilton.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
- Books.**  
Technical Book Dept., MacLean Pub. Co., Toronto.
- Box Strapping.**  
J. E. Beauchamp & Co., Montreal.
- Braces.**  
Goodell-Pratt Co., Greenfield, Mass.  
Peck, Stow & Wilcox Co., Cleveland.  
Stanley Rule & Level Co., New Britain.
- Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.
- Bridge Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananoque.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.
- Bulldozers' Hardware.**  
Bellefleur Hardware & Lock Mfg. Co., Belleville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananoque, Ont.  
P. & F. Corbin, New Britain, C.  
Hamilton Stove & Heater Co., Hamilton.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orlina.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.
- Burlap.**  
Dominion Oilcloth Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
- Burrs.**  
P. L. Robertson Co., Milton.
- Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain C.  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg  
Jas. Smart Mfg. Co., Brockville.
- Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.
- Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.
- Cash Registers.**  
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.
- Peck, Stow & Wilcox Co., Cleveland.**
- Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
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Chicago Flexible Shaft Co., Chicago.
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- Clothes Reels and Lines.**  
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- Clothes Wringers.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
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American Wringer Co., New York City  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
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E. T. Wright Co., Ltd., Hamilton.
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Caverhill, Learmont & Co., Montreal  
Crooks, Jonathan & Son.  
Dorbin Bros. & Co., Montreal.  
Greiff, Breut Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinrich's, R., Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.
- Disinfectant.**  
Soclean, Limited, Toronto.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co. London, Ont.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, C.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Dry Colors.**  
G. F. Stephens & Co., Winnipeg.
- Dustless Sweeping Compound.**  
Soclean, Limited, Toronto.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enamels.**  
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananoque.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Dela File Works, Philadelphia, Pa.  
Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.  
Furnaces, see Stoves.
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lyasht Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananoque.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.



# HARDWARE AND METAL

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Cowan & Britton, Limited, Gananogue.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.

**Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.

**Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.

**Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.

**Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.

**Household Cleaners.**  
Soclean, Limited, Toronto.

**Ice Cream Freezers.**  
McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

**Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.

**Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.

**Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.

**Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.

**Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.

**Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.

**Ladders, Step.**  
Otterville Mfg. Co., Ottawa, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.

**Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.

**Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilcox Martin Wilcox Co., New York.

**Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.

**Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.

**Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

**Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. F. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.

**Lawn Seetees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.

**Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.

**Locks.**  
Hamilton Stove & Heater Co., Hamilton.

**Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.

**Lumbering Tools.**  
Pink, Thos., & Co., Pembroke, Ont.

**Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.

**Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
McIntosh, H. F., & Co., Toronto.

**Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.

**Mats & Matting—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.

**Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.

**Leslie, A. C., & Co., Montreal.**  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

**Tailman Brass & Metal Co., Hamilton**  
Thompson, B. S. H. & Co., Montreal

**Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.

**Metal Shingles, Siding, Etc.**  
DeForest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

**Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

**Metal Polish, Emery Cloth, Etc.**  
Oakley, John, & Sons, London, Eng.

**Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.

**Moth Killers.**  
Soclean, Limited, Toronto.

**Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananogue.  
Smith Hardware Co., Montreal.

**Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.

**Nails, Wire.**  
Cowan & Britton, Limited, Gananogue.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Farmer & Bulloch Co., Gananogue.  
Steel Co. of Canada, Ltd., Hamilton.

**Oilers.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.

**Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.

**Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bowser, S. F., & Co., Toronto.

**Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.

**Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.

**Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B. Wire Co., Hamilton.

**Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.

**Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.

**Plane Irons.**  
Buck Bros., Milbury, Mass.

**Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.

**Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.

**Poultry Netting.**  
Greening, B. Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.

**Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.

**Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.

**Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.

**Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

**Radiators.**  
Hamilton Stove & Heater Co., Hamilton.

**Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Onedia Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.

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Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorken Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.

**Razor Blades.**  
Gillette Safety Razor Co., Montreal.

**Razor Honers.**  
Carborundum Co., Niagara Falls, N.Y.

**Refrigerators.**  
McClary's, London.

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Dominion Register Co., Toronto.

**Registers.**  
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Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.

**Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.

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Steel Co. of Canada, Hamilton.  
Farmer & Bulloch Co., Gananogue.  
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Dunham Co., Berea, O.

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Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.

**Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.

**Rope.**  
Independent Cordage Co., Toronto.

**Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.

**Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.

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Atkins, E. C., & Co., Hamilton.  
Disston, Henry, & Sons, Philadelphia.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.

**Scales.**  
Aylmer Pump & Scale Co., Aylmer.

**School Desks.**  
Jas. Smart Mfg. Co., Brockville.

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P. & F. Corbin, New Britain, Conn.

**Screw Driver Bits.**  
Buck Bros., Milbury, Mass.

**Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.

**Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.

**Scythe Stones.**  
The Carborundum Co., Niagara Falls New York.

**Shears, Scissors.**  
E. Heinisch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.

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**Shellacs.**  
Berry Bros., Walkerville, Ont.

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Spear & Jackson, Sheffield, Eng.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

**Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

**Sleds.**  
Can. Buffalo Sled Co., Preston.

**Snips.**  
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Standard Silver Co., Toronto.

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Lewis Bros., Ltd., Montreal.

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Thos. Davidson Mfg. Co., Montreal.  
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E. T. Wright Co., Ltd., Hamilton.

**Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.

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Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Staples.**  
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B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.

**Steel, High Speed.**  
Henderson & Richardson, Montreal.

**Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.

**Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.

**Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.

**Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.

**Stoves, Furnaces.**  
Findlay Bros., Carleton Place.  
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Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.

**Stoves, Gas.**  
McClary Mfg. Co., London, Ont.

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Soclean Limited, Toronto.

**Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.

**Tapes.**  
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Lufkin Rule Co., Windsor, Ont.

**Technical Books.**  
MacLean Publishing Co., Toronto.

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The Barton-Netting Co., Ltd., Windsor, Ont.

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A. C. Leslie & Co., Montreal.  
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**Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.

**Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.

**Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.

**Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.



# SPORTING RIFLES ARE SELLING



A display of Ross Models, and especially the .280 Sporting Ross, the High Velocity, will help you to share this trade.

Your customers should not be allowed to buy a rifle without first seeing in *your* store this most tempting weapon. Other models retail at from \$25.00 and upwards.

If you have not received our price list, write for it now.

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## Ross Rifle Company

Quebec, P.Q.

## Sanitary and Steam Engineers' Supplies

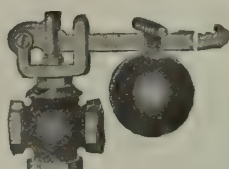
Of Business Building Quality



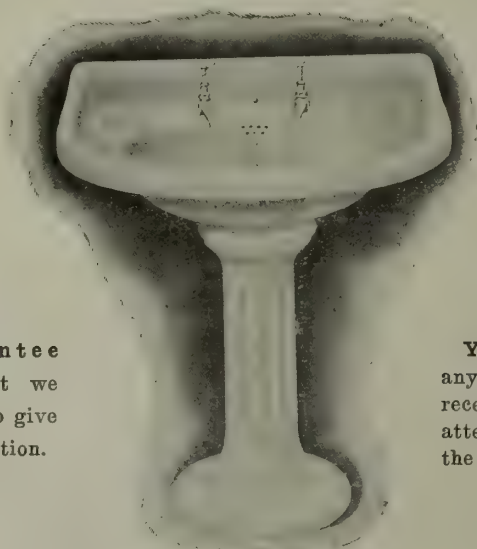
J. M. T. Valve,  
Renewable  
Disc.



Cylinder Relief  
Valve.



Safety Valve—Lever  
and Weight Type.



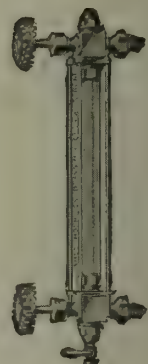
"Victorian" Porcelain Pedestal  
Lavatory No. 853.

### The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, - TORONTO



Hancock Inspirator



Water Gauge  
Mounting

We guarantee  
everything that we  
sell the trade to give  
perfect satisfaction.

Your inquiries on  
any line or lines will  
receive our prompt  
attention. Catalog to  
the trade.



## Bathroom Fixtures



A Handsome Soap Dish made with Rubber Feet

Our special Nickel finish. Guaranteed for five years.

**THE GOODS ARE RIGHT and WE SHIP PROMPTLY**

New 40-page Catalogue on request to the Manufacturers.

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada



## THAT SMILE

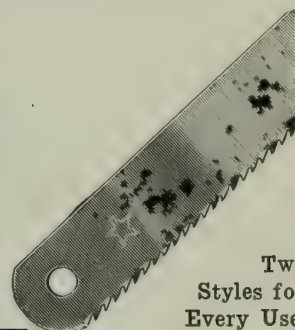
of satisfaction is common to all users of

## Star Hack Saw Blades

and all the other good tools we make. Send for our complete Catalog telling you how to acquire this pleased expression.

**Millers Falls Company**

28 Warren Street,  
New York



Two Styles for Every Use.



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

**THERE'S A GOOD SALE FOR THEM.**

MANUFACTURED SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

SUCCESSORS TO

**The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.**

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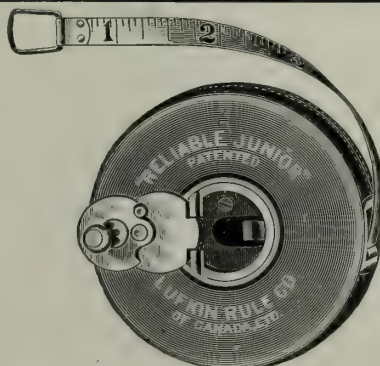
# LUFKIN

## Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

# LUFKIN

## Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.





## *Your Customers For .22 Calibre Rifles*

**H**ERE comes a boy or young man to buy a .22 calibre rifle—in most cases a single shot. Now, right here is the place to stop and decide to recommend him the *Remington .22* at \$3.00 and upward, produced by the same people who make the Remington .22 Repeater, some models of which sell as high as \$75.

As you know, there is a tendency in some quarters to look on the .22 single as “only a boy’s rifle”—and to cheapen these models to sell at a price. And this, mind you, when every man who figures in the Who’s Who of rifle shooting got his sound training in the sport with a .22 calibre!

The whole secret of keeping your arms and ammunition business up and coming is—*Get the boy started right.* Tell him the *facts* about .22 calibre rifles — about the Remington ammunition he ought to have.

And if you haven’t enough Remingtons  
to make a striking feature—order more.  
Get the boy started right !

Remington Arms—Union Metallic Cartridge Co.  
299 Broadway, New York City

# HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
June 28, 1913

No. 26

## NICHOLSON MADE FILES

**M**R. DEALER, when you stock a line of "Nicholson-made" Files, you are standing shoulder to shoulder with the big retail hardware houses of the world. They carry "Nicholson-made" Files.

And how do you benefit? You benefit in securing uniform high quality in each individual file. Immense Nicholson output to world-wide trade permits every refinement of manufacture and production to be utilized to better "Nicholson-made" Files to the highest point.

And this is a benefit, because it does not cost you an extra cent on your whole stock of files to make that stock a "Nicholson-made" stock throughout."

For the sake of their high quality and their uniform quality, stock "Nicholson-made" Files.

### Nicholson-made Brands

**American, Arcade, Globe,  
Great Western, Kearney & Foot.**

**N**ICHOLSON-MADE Files and Rasps have a consumers' patronage that approaches 1,500,000 files a week, and this big consumption permits the unique condition of getting special private-formula steel—absolutely adapted to file needs—instead of using steel bought in the open market, and subject to variation in quality from lot to lot.

This output has made it possible to devise private and special file cutting machines, unique in themselves, and different in their ability to cut an even and sharp tooth. "Nicholson-made" Files are cut on private machines.

This bulk of output has made it possible to develop, perfect and use on each "Nicholson-made" File a special heat-treatment and hardening process.

The Nicholson manufacturing routine has been so perfected, and the volume of trade is so large, that, at no extra cost, a barrier of 10 individual inspections on each file, and a final hand-test on each cutting side of each file, has been erected to prevent a single imperfect file from reaching the consumer.

These qualities of sharp and evenly toothed surface, high standard of quality, and absolute uniformity, combine in giving "Nicholson-made" Files the most desirable position of confidence with the retailer and customer.

All jobbers handle "Nicholson-made" Files. All good dealers retail them.

## NICHOLSON

File Company

Port Hope, Canada





# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

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On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox at La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*



## TWO NEW CARBORUNDUM SALES STIMULATORS

THEY are combination lithograph cut-out display racks—done in seven colors—entirely new, novel, practical—attractive.—One displays the three sizes of the *Carborundum Niagara Scythe Stones*—the other four (4) *Carborundum Knife Sharpeners*.

Put them on your show case, counter, or in your window.—The pictures show real people and carry a direct appeal.—The goods are right before the customer at the same time.

*Write our hardware department regarding these and other trade helps.—More new ones coming.*

THE CARBORUNDUM COMPANY  
NIAGARA FALLS, N. Y.



HAVE YOU PLACED YOUR ORDER FOR

## GEM AND BLIZZARD FREEZERS



They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

YOUR JOBBER HAS THEM.

**North Bros. Mfg. Co.**  
PHILADELPHIA, PA.



## More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

### The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

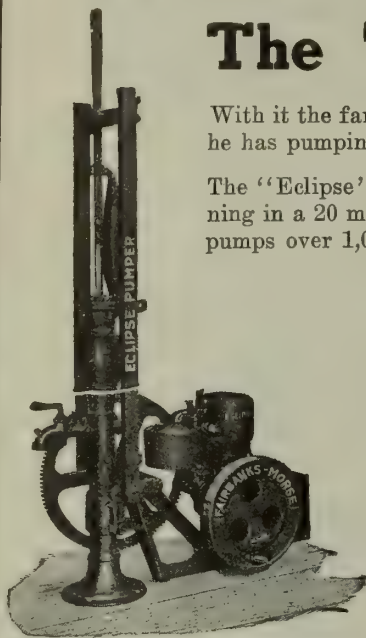
Write for full particulars.

## The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

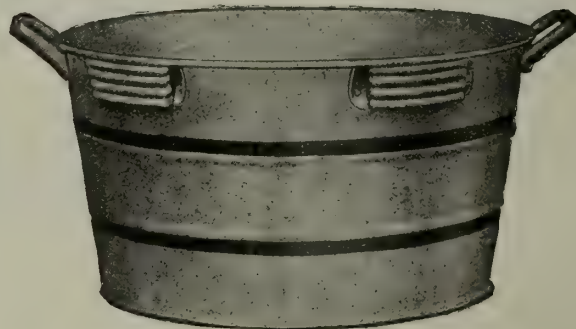
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## The S.M.P. Galvanized Wash Tubs With Wringer Attachments

No hoops to  
fall off



Light, yet strong  
and durable

No.  
Inches

0  
17½x8½

1  
20½x11

2  
23½x11

3  
25½x11

EXTRA HEAVY WITH STATIONARY HANDLES AND PAINTED BANDS

No.  
Inches

10  
20½x11

20  
23½x11

30  
25½x11

N.B.—The No. 0 have no Wringer Attachments

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## THE SHEET METAL PRODUCTS CO. of Canada

SUCCESSORS TO

Kemp Manufacturing Co.

Montreal

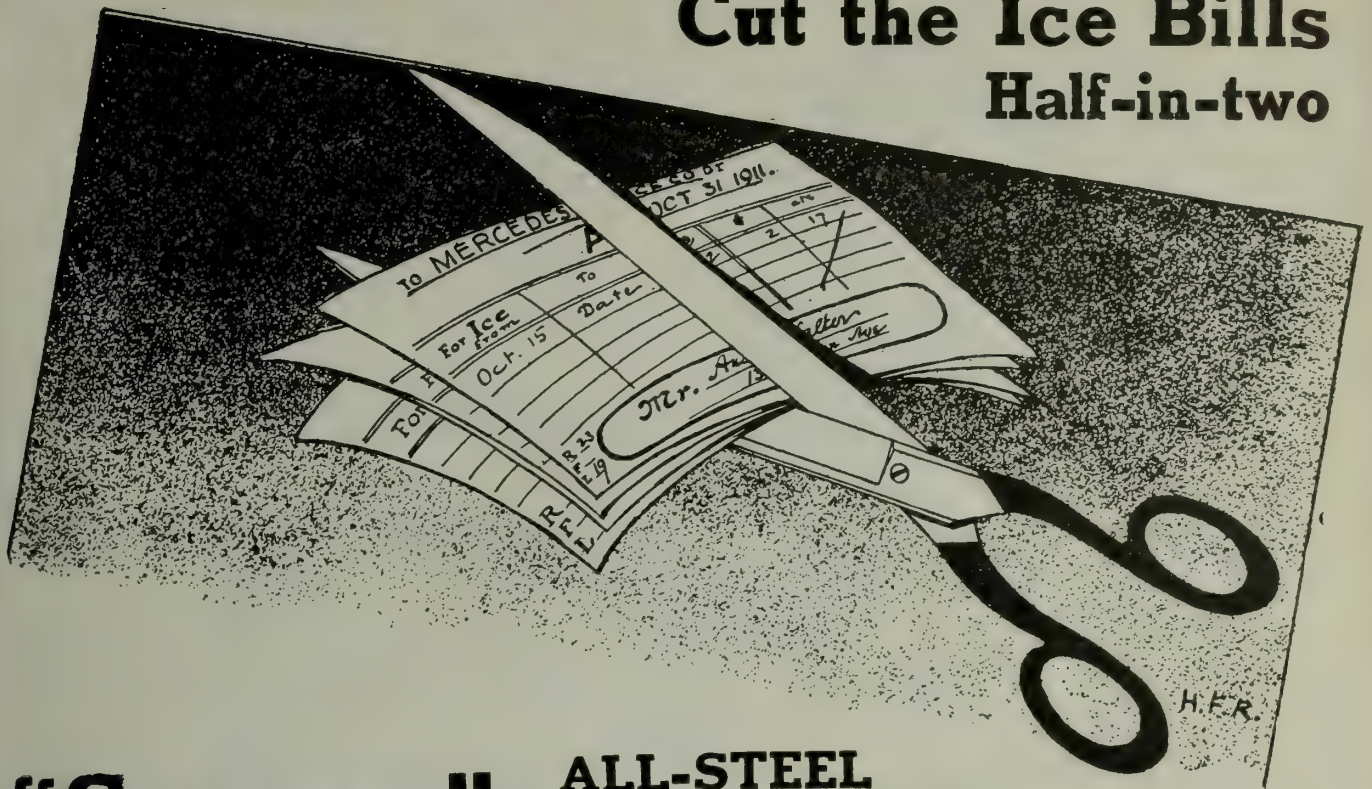
TORONTO

Winnipeg

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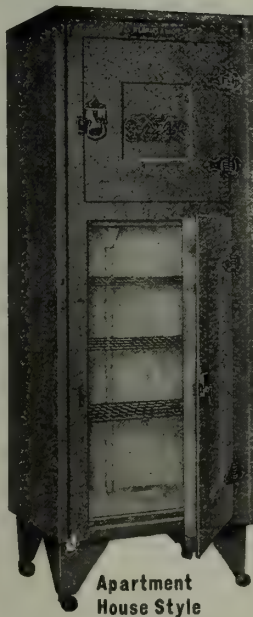
# Cut the Ice Bills Half-in-two



## "Success" ALL-STEEL REFRIGERATORS

are great Ice Savers

*Built Like a Vacuum Bottle*



Apartment  
House Style

Eight  
Styles  
in 14  
Sizes.

Apartment  
House,

Cottage,

Family,

Large  
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Hotel,

Automobile.



Cottage Style

No Wood

to decay, absorb moisture, retain odors, harbor germs, or to swell, warp or crack.

8 Wall  
Insulation  
With  
Dead Air  
Space



Large Family Style

Galvanized Ice Chamber

**Aluminum Outside  
White Enamel Inside**

# LEWIS BROS., LIMITED, MONTREAL

CANADIAN AGENTS:

OTTAWA

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Now is  
the time  
to check up  
your stock  
of  
Paris Green

This is the season when Paris Green sales commence. Every dealer should carry ample stock, for when customers want it, they want it at once, and cannot wait. Look over your stock and ask us for prices, as manufacturers of pure Paris Green, we can make prompt delivery.

**CP PURE PARIS GREEN (Dry)**

This is an extra Deep Green, very fine in its texture so that it keeps readily in suspension and will not clog the fine nozzles used in spraying. This Green has been on the market for a number of years and is probably the most generally used Green in Canada. On account of its good quality it has won a prominent place for itself in the Paris Green Market, and is purchased regularly by farmers and others who use such a material. It conforms to the standard established by the Canadian Government; in fact it is superior to the Government Standard. It is put up in small packages as follows:

$\frac{1}{2}$ lb.	1 lb.	1 lb.				
pkts.	pkts.	tins				
100 lbs.	100 lbs.	100 lbs.	Drums	Drums	Kegs	Bbls.
in case	in case	in case	25 lbs.	50 lbs.	250 lbs	600 lbs.

PRICES ON APPLICATION



**PAINTS & VARNISHES  
STAINS, ENAMELS, COLORS**  
**a finish for every surface**  
THE CANADA PAINT CO. LTD, MONTREAL, TORONTO, WINNIPEG.

# A NEW RED DEVIL— HAVE YOU SEEN IT?

The smoothest, coolest running and fastest cutting TOOL GRINDER on the market. Made in 4 sizes, Nos. 4, 5, 6 and 7, with new vitriolized wheel, cuts fast and cool. Price right. Ask for particulars.

RED DEVIL PLIERS ARE MADE FOR ALL PURPOSES



No. 777.



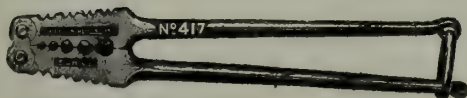
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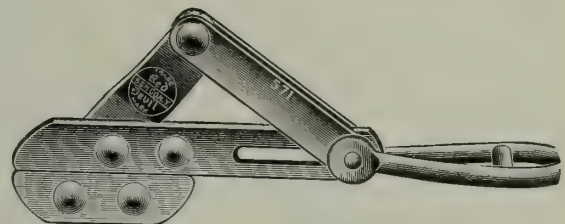


No. 796. Electrician's Snip.



No. 417. Splicing Clamp.

Red  
Devil  
Electri-  
cians'  
Tools.



No. 571. Buffalo Grip.



No. 253. Pole Climber, Eastern Pattern.

## SMITH HARDWARE CO., LIMITED MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

## BOLTS & NUTS.

Stove  
Tire  
Bridge  
Elevator  
Carriage  
Machine  
Plow  
Track  
Eye, Etc.

## SCREWS.

Bright  
Brass  
Bronze  
Plated  
Headless  
Drive  
Felloe  
Dowel  
Machine  
Side Knob  
Cap.

## RIVETS & BURRS.

Belt  
Boiler  
Bridge  
Chisel Point  
Tinned  
Hame  
Coppered  
Cone Head  
Flat   "  
Round   "  
Steeple Head  
Wagon Box  
Wheel.

BRIGHT WIRE  
GOODS.

## WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

## WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

## PIG IRON

## TACKS

## SHOT

## PUTTY

## WHITE LEAD

## HORSE SHOES

and

## HORSE SHOE NAILS

## FENCING and GATES

## STAPLES.

Bed  
Blind  
Cooper  
Electricians'  
Fence  
Nuttet  
Poultry Netting

## STEEL & IRON.

Angle  
Band  
Channel  
Concrete Bars.  
Plow Beams.  
Rivet  
Tire.

## LEAD PIPE.

In Coils,  
Aqueduct  
Composition  
Soil & Waste.

## WROUGHT PIPE.

Black  
Galvanized  
Standard  
Extra Heavy  
Conduit  
Signal.

## SPIKES

POLE LINE MATERIAL.

WIRE HOOPS.

## —SALES OFFICES—

Hamilton  
Vancouver, B.C.

Montreal  
Victoria, B.C.

Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.

# To-Morrow Never Comes

Now is the time for renewing your stock of these—  
**Seasonable Haying Tools**



"Ideal"

"Ideal" Sling Pulley; Complete and Self-Locking.

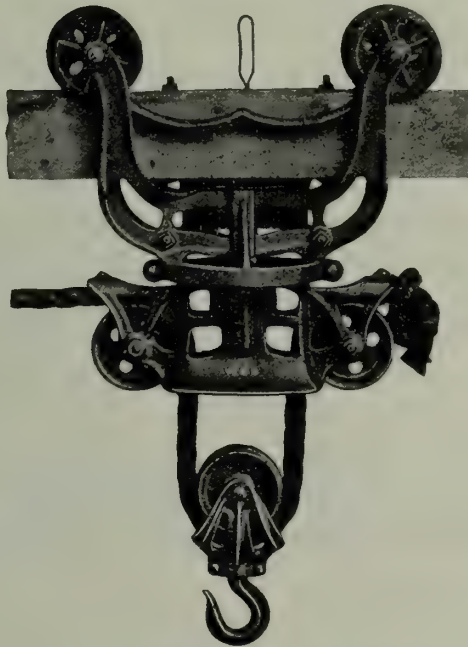
Character shows on these lines as a diamond shows on a ring.



No. 268. Double Harpoon Hay Fork; 34-inch Tines; 15 inches apart.

These Goods Inspire Confidence

**Confidence**  
means  
**Sure Sales**  
and  
**Satisfaction.**



"W. & B." Wood Track Hay Carrier, for 4 x 4 track. Also "W. & B." Steel Track Hay Carrier.

## REMEMBER THIS

The prospective customer will make comparisons before he decides to buy and when he does buy he will go to the store that carries the best goods. This page shows the best goods of their kind.

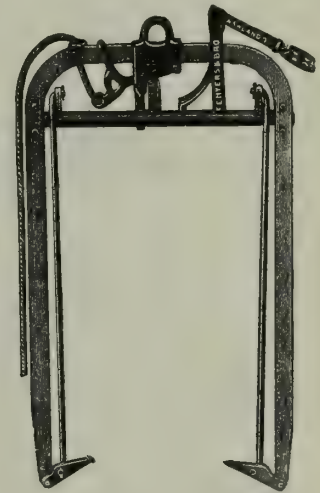


No. 114. Hay Fork Pulley; 6 in.; Hard Maple Sheaf; self-oiling.



No. 118. Hay Fork Pulley; 6 inch; Malleable Iron Frame; Swivel Eye; Hard Maple Sheaf.

Satisfy your customers and you get the trade. Show them these lines.



No. 671. Double Harpoon Hay Fork; 26-inch Lock Lever Tines; 15 inches apart.

**H. S. HOWLAND, SONS & CO.**

LIMITED

WHOLESALE HARDWARE

We Ship Promptly

**Toronto**

Our Prices are Right

Graham Nails are the Best



## The Hatch Trolley Hanger—a Real Leader

Remember that the farmer is now beginning to realize that there is such a thing as a Trolley Hanger and he's going to buy the best for the least money.

The Hatch Trolley Hanger exactly fills the bill—it's a strong durable hanger—Roller-bearing—noiseless—and the enclosed track, makes jumping an impossibility, as well as affording protection from the elements.



Hatch Trolley Hanger

**Canada Steel Goods Co., Limited**  
HAMILTON, ONTARIO

*Makers of the Reliable Crescent Brand Butts and Hinges*

**If Your Ambition is to Sell Nothing But High Quality Cutlery,  
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of  
Cutlery is bet-  
ter known to-  
day than  
"TREE"

Brand, which  
has been on

the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

**FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS**

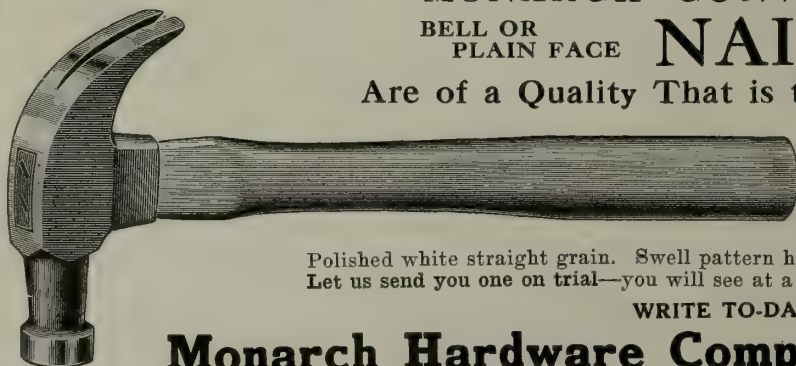


**MONARCH CONVERTED CAST STEEL**

BELL OR  
PLAIN FACE

**NAIL HAMMERS**

**Are of a Quality That is the Best Insurance of Re-Orders**



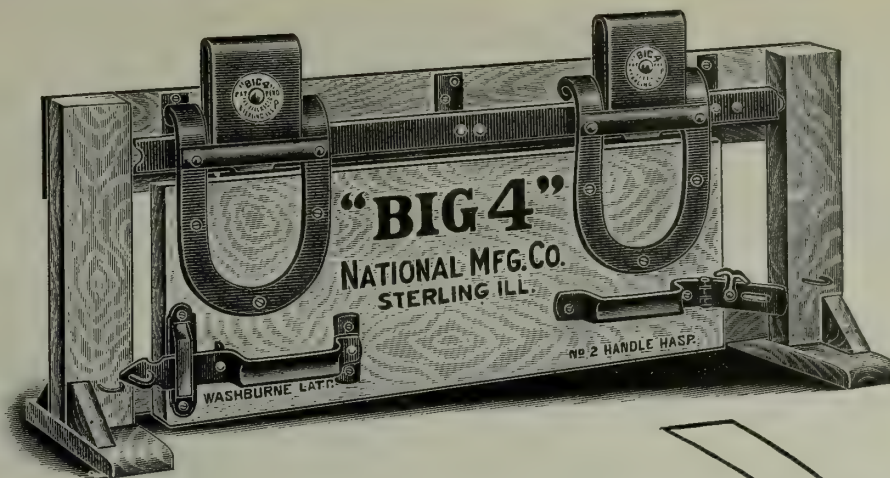
The material used in manufacturing these hammers is the very best and excellently finished.

They will meet the requirements of a strictly high-grade hammer.

Polished white straight grain. Swell pattern handle. Packed half dozen in box. Let us send you one on trial—you will see at a glance why they are so easily sold.

**WRITE TO-DAY**

**Monarch Hardware Company, Buffalo New York, U.S.A.**



# *The "Big 4"*

## *Barn Door Hanger*

### *It runs like a Railway Train*

**T**HE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

¶ Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

¶ You'll never go wrong the "Big 4" way.

¶ Write for catalogue and dealer proposition.

**NATIONAL MANUFACTURING COMPANY**  
**STERLING, ILLINOIS**



# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



**Eley "Grand Prix"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.



**Eley  $\frac{5}{8}$ -in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38 Automatic**



**.32 Automatic**



**Eley .22 Long Rifle "E" Brand**

**Blue Label .25 Automatic**

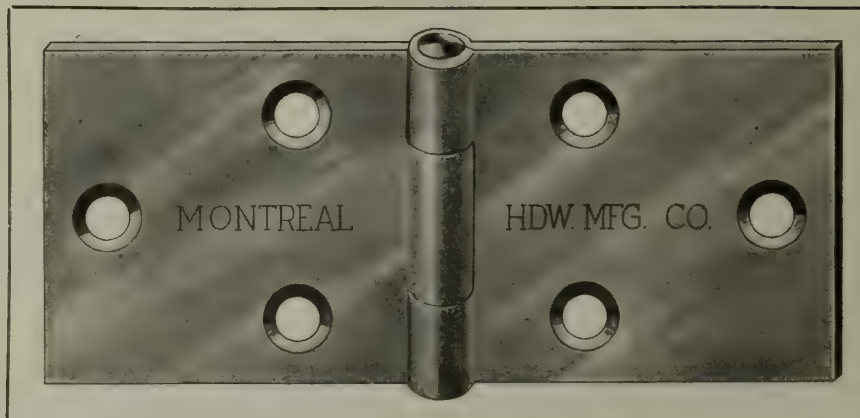


*Sold by all Jobbers throughout the Dominion.*

**Wholesale only:  
ELEY BROS.  
(Canada) Limited  
North Transcona  
Man.**

**You Might As Well Order M.H. Brand**  
Our goods cost no more and always give satisfaction.

**Prices  
Right**



**Shipments  
Prompt**

The greatest care is shown in the manufacture of M. H. brand goods—Best materials, most skilled labor and particular attention is shown to the finish.

Your customers will appreciate "Honest goods at Moderate Price."

**Montreal Hardware Mfg. Co., Limited**  
**MONTREAL**

# Plymouth Rope Fetches Them

A Plymouth dealer wrote us recently:

"We receive orders for Plymouth Rope from a city 20 miles distant and price is never mentioned."

This "long distance" hold of Plymouth Rope on those who have used it simply goes to show how good the Rope is and what it means to **you** to sell it.

It matters not whether the man you want to sell is miles away or at your very door. What he wants and what he's going to get is **best value**. Give him **that** and he's yours.

You can get a bit more for Plymouth Rope than for most ropes because it **does** more. It's a rope with an eighty-eight year record of **achievements**—for the man who uses it and the man who sells it.

## Independent Cordage Co., Limited

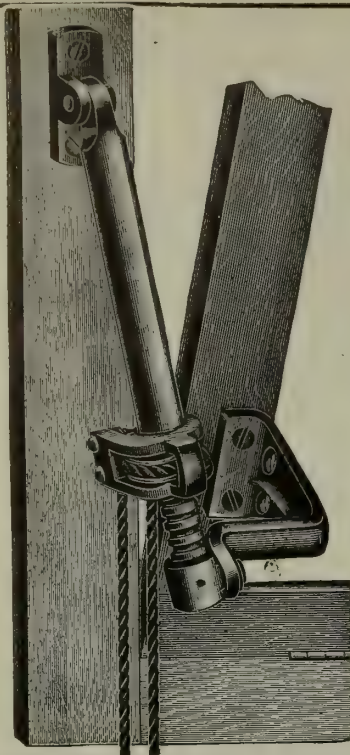
Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver







10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

EVERED

& CO  
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England  
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS  
OF EVERY DESCRIPTION OF  
Builders, Cabinet Makers and Furnishing  
**BRASS FOUNDRY**  
LIGHTING FIXTURES  
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the  
Factory, Surrey Works, Smethwick, England.

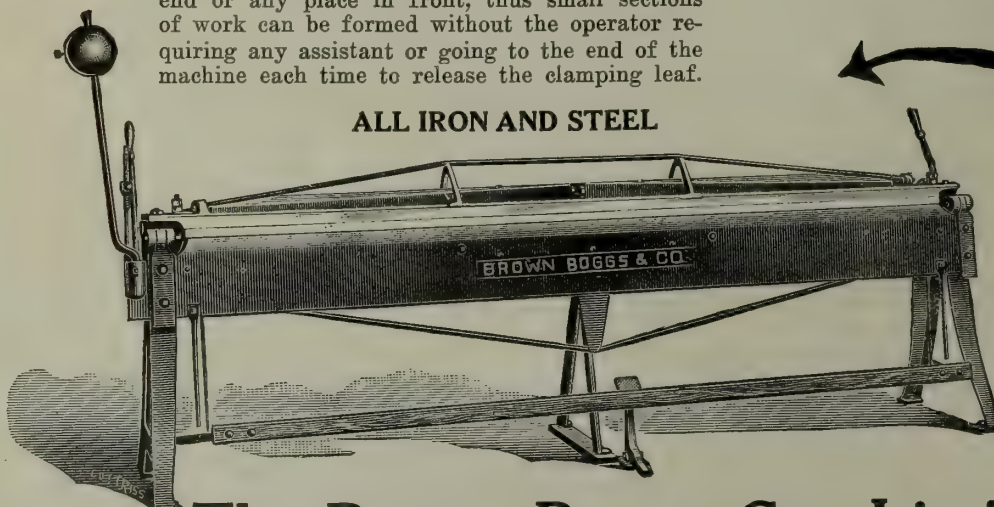
**This Is An Inexpensive But A Very Durable  
And Efficient Brake**

that does sheet splitting, makes any design of cornice, ridge roll, valleys, gutters, square pipes, octagon conductor pipes, any size of eave-trough, either with square or round head, etc.

By the combination of the treadle and the handles the machine can be operated from either end or any place in front, thus small sections of work can be formed without the operator requiring any assistant or going to the end of the machine each time to release the clamping leaf.

ALL IRON AND STEEL

No. 7  
8 FOOT  
LIGHT  
CORNICIE  
BRAKE



Patented in  
Canada  
and  
United States

**The Brown-Boggs Co., Limited,** HAMILTON, ONT., CAN.

Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies

Here's a Lamp  
downright ab  
has topped the  
record in thous



that—through  
solute merit—  
highest sales  
ands of stores

---

## “Success” Lamps Sell

---

¶ They appeal to people who want the best and will accept nothing less. The base and bowl are of metal; the shade of white glass. The patented “Success” burner with which these, and all Pilabrago lamps are equipped is the secret of an *efficiency that has never been equaled.*

¶ It's the one logical lamp for you to feature simply because it is the one best lamp. It's the lamp of proven salability and of strong profit. It will become your leader just as sure as you stock it. Write for photographs.

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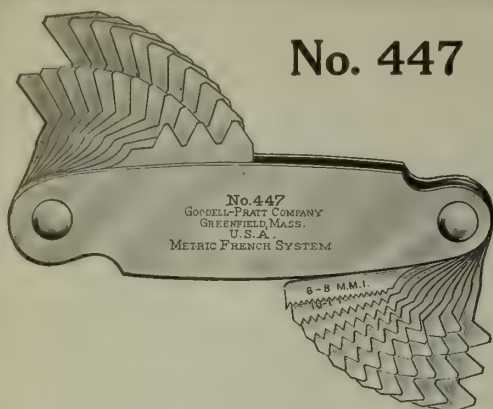
The Pittsburgh Lamp, Brass  
and Glass Co. of Canada, Ltd.

119 Wortley Road  
London, Ont.



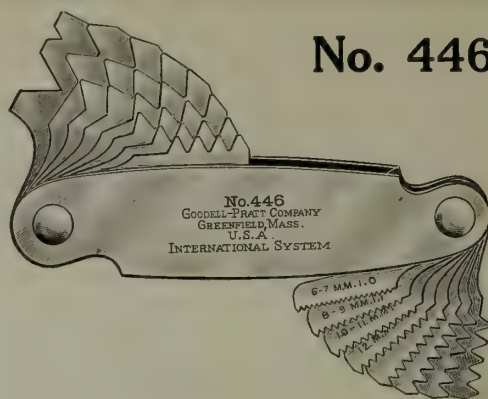
R. E. Davis,  
Representative





*Goodell-  
Pratt's*

"Mass. Tool"  
Brand

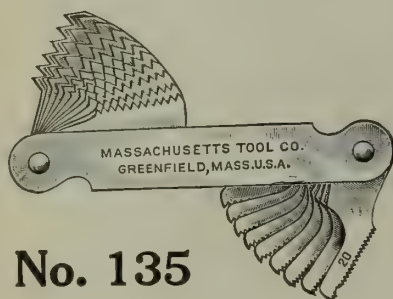


## Screw Pitch Gauges

Like all Goodell-Pratt Tools these Screw Pitch Gauges will be found to embody the latest idea in devices of this character.

9 different styles complete the line.

We solicit an opportunity to quote you interesting prices.



**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, Mass., U.S.A.



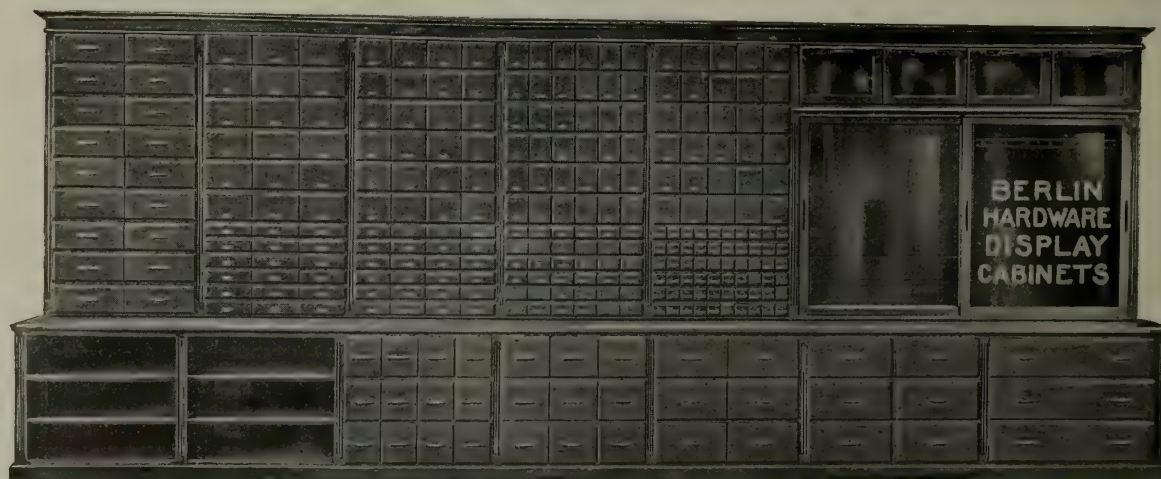
## The More Attractive and Convenient You Make Your Store—The More Trade You Will Procure

Berlin Hardware Display Cabinets make it easy for customers to select what they want quickly, because goods are displayed behind glass doors or display front compartments. Articles thus displayed are kept free from dust, and as a result they always retain their original good finish and appeal to all prospective buyers.

Our Display Cabinets are made from the best oak and splendidly finished.

The illustrated section of Shelf Boxes and Tool Cabinets supplied to C. H. Tarbell, Comox, B.C.

Write for circulars.



**The Walker Bin and Store Fixture Co., Limited**

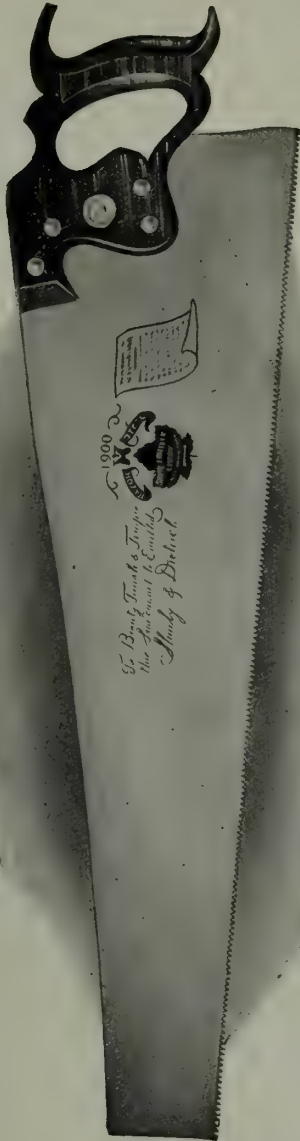
BERLIN MANUFACTURERS AND DESIGNERS OF MODERN STORE FIXTURES ONTARIO

# Maple Leaf SAWS

Are Ground to True Taper—They will not  
Bind in Cut

Our process of grinding is an entirely new  
feature in the manufacturing of saws.

When you are on the market for high quality  
saws, be sure to select the kind with the  
"Maple Leaf" trade mark—then you take out  
the best insurance against dissatisfied customers.



We also manufacture Improved Racer  
Lance Tooth Cross-cut Saws, Bands, Circulars,  
Shingle, Concave, Grooving, Mitre, Dado-  
Head, Gang, Drag, Back, Butcher, Pruning,  
Buck, Saw Tools and Supplies.

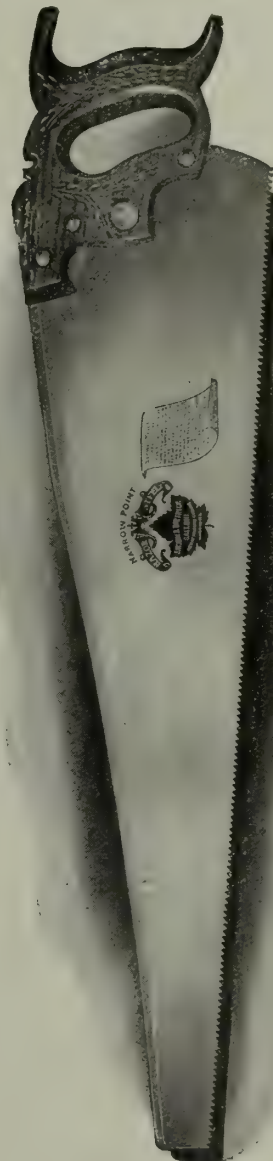
There is a splendid profit and much satisfaction  
awaiting you.

Once you are familiar with "Maple Leaf"  
Saws you will sell no others. Write for  
particulars.

---

**Shurly, Dietrich & Co., Ltd.**  
GALT, ONTARIO

and 1642 Pandora St., Vancouver, B.C.

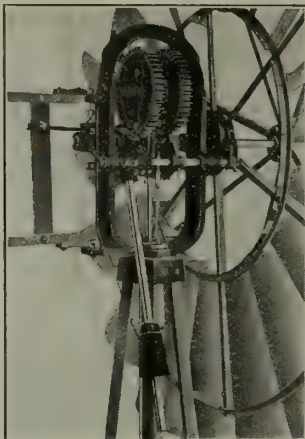




## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO

# CHAMPION'S WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,  
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

[ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

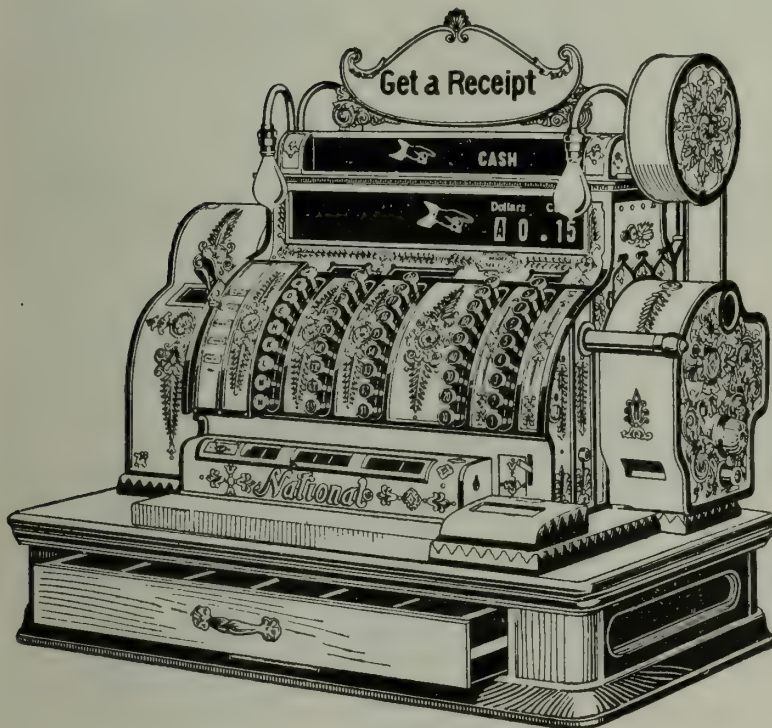
CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

# There is just one best way to do anything

In the handling of money or the keeping of records

**This is IT**



**I**T'S perfection is acknowledged by every nation on earth—212 different kinds of businesses have granted its superiority over all other systems for

**Recording sales**

**Checking losses**

**Safeguarding profits**

**Protecting the integrity of employer and employees**

**Warranting a square deal to customers**

Made in over 500 styles and sizes—each with a distinct difference and each difference based on the peculiar conditions of a specific business.

No store is too small—no institution is too large to operate to the best advantage without a National.

No matter *who* you are, *what* you do, or *where* you do it—if you handle money or keep records, write and find just what *sort* and *size* of National Cash Register is built to meet *your* especial requirements.

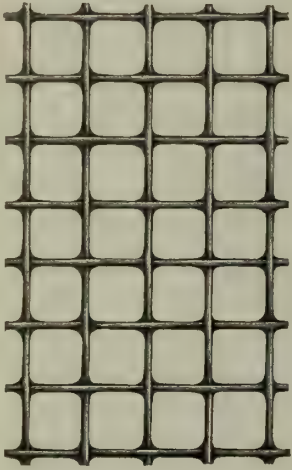
**THE NATIONAL CASH REGISTER COMPANY**

285 Yonge Street, TORONTO

Canadian Factory, Toronto



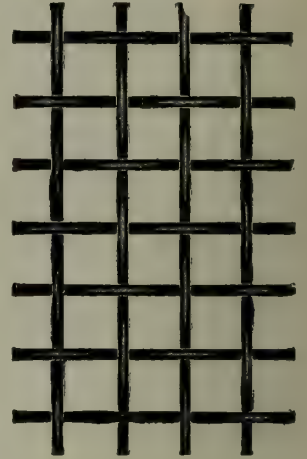
# Wire Cloth



Sand Screen Cloth  
Fanning Mill Cloth  
Regalvanized Wire Cloth

EVERY DESCRIPTION OF WIRE  
CLOTH AND WIRE WORK

Wire Rope  
Wire Rope Fittings



Manufactured by

**The B. Greening Wire Company, Limited**

HAMILTON, ONT.

MONTREAL, QUE.



**Espagnolette or Cremorne Bolts**  
to suit all kinds of Casements and Windows

Made by

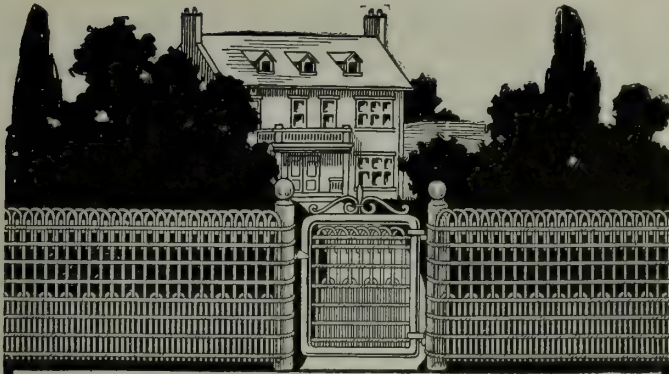
**WM. NEWMAN & SONS, Limited**

HOSPITAL STREET, BIRMINGHAM, ENGLAND

SOLE MAKERS of the "ALL BRITISH" Door Spring  
and Check "THE BRITON" and THE RELIANCE  
Patent Automatic PANIC BOLT.

*See Future Advertisements*





### Establish a Profitable Ornamental Fence Department

Handle a line of fencing that is bound to give long continued satisfaction—fencing that not only protects but beautifies property, as well—fencing that can't help bringing more trade to your store. Such is

### Peerless Ornamental Fencing

Every stay is made of strong, stiff wire that will not sag. This fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

#### Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

**The Banwell-Hoxie Wire Fence Co., Ltd.**  
WINNIPEG, MAN. HAMILTON, ONT.

## Dehn's "Peerless" Garage Floor Drains

The only scientifically constructed Garage Floor Drains on the market. When installing our "Peerless Garage Floor Drains" you will avoid explosions, choked sewers, other complaints and nuisances common in Garages.

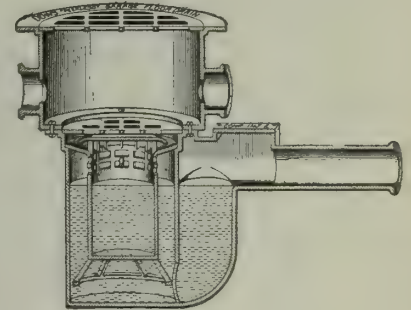


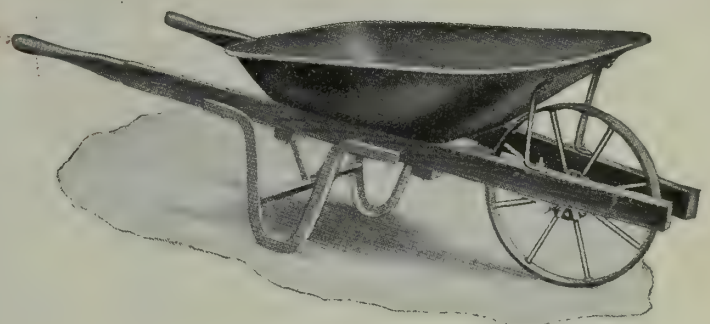
Fig 61

We manufacture more than 100 styles and sizes of Floor Drains. Our illustrated catalog, DEHN'S SANITARY SAFEGUARDS NO. 16, will be forwarded to you upon request.

### Compound Injector and Specialty Co.

419-421-H N. 52nd Ave., CHICAGO, U.S.A.

Long Distance Telephone, Austin 543



## The ERIE Line

### Seamless Steel Tray Barrows—Barrows for all Purposes

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub. ft., 10 cub. ft.  
Side or end dump. Barrows made the correct way.  
Let us have your enquiries.

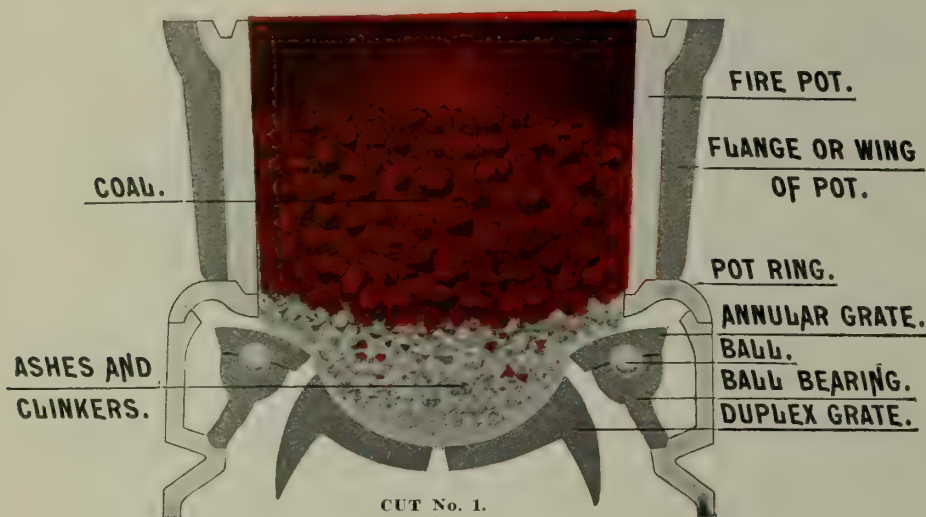
MANUFACTURED BY

**Erie Iron Works, Limited**

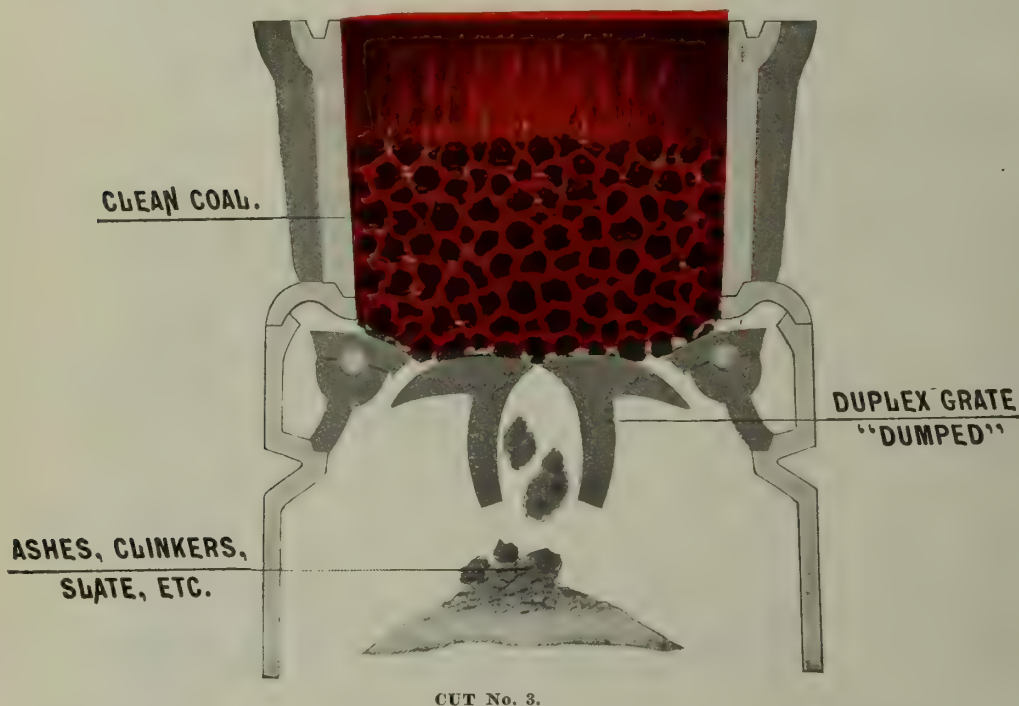
**St. Thomas, Ont.**



# New Idea Furnaces Pay for them



This cut gives a sectional view of the New Idea Series Firepot and Duplex Grate, and shows a fire that needs attention—just such a fire as is found in the morning. No trouble to fix it. Cuts Nos. 2 and 3 show how easily it is done.



The Duplex Grate has now been turned over or dumped (this is easily done), and all ashes and clinkers have been cut out. No coal can possibly be wasted through the grate, because whenever it is necessary to attend to the fire all the coal in the duplex portion of the grate has been thoroughly burned.

Get our New Illustrated Catalog No. 70. It shows you the way to increase Your Furnace Profits.

Successors to Gurney,  
Tilden & Co., Limited

## HAMILTON STOVE & HAMILTON

Made of the best grade materials. Simple and strong in construction, and easy to erect.

Get full benefit from fuel burned. Require little attention and with ordinary care will last as long as the building in which it is installed.

### Makers of

**Souvenir Stoves and Ranges**

**Gurney Hamilton  
Locks and  
Builders' Hardware**

**New Idea  
Furnaces  
and Registers**

**New Idea Boilers  
and  
Radiators**

# selves by the Fuel They Save

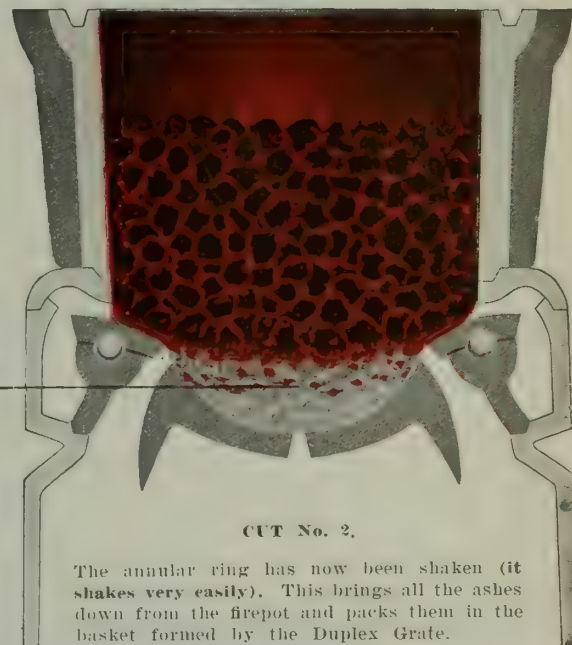
Every New Idea Furnace we sell is backed with a Five Year Indemnity Guarantee. ¶ This fact in conjunction with many exclusive features embodied in design and construction makes it a very popular seller.

The Hardware Dealer who recognizes the "New Idea" as supreme on the market to-day reaps good profits.

*"A New Idea Examined is a New Idea Sold."*

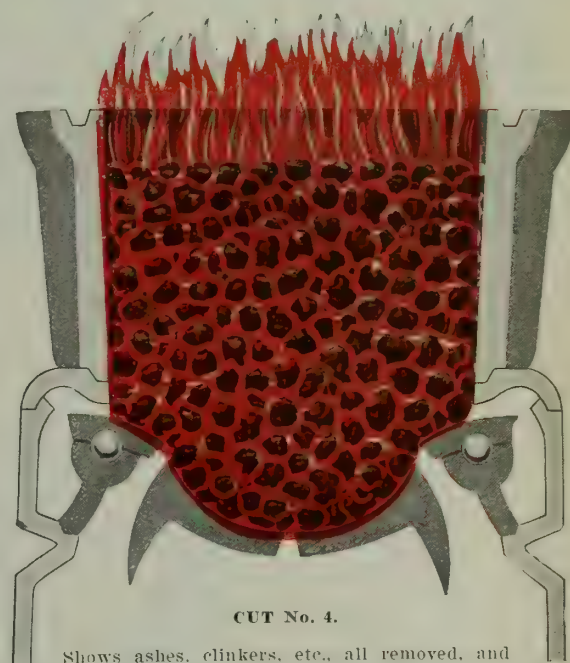


ASHES PACKED  
IN GRATE.



CUT No. 2.

The annular ring has now been shaken (it shakes very easily). This brings all the ashes down from the firepot and packs them in the basket formed by the Duplex Grate.



CUT No. 4.

Shows ashes, clinkers, etc., all removed, and a live, snapping fire is the immediate result. All this can be done in less than half a minute by actual count. No clinker trouble with this furnace.

## HEATER CO., LIMITED

ONTARIO

*Tilden, Gurney & Co., Limited  
Winnipeg, Calgary, Vancouver*





**I Did It  
With My  
HAMILTON**

The boy who owns a Hamilton Rifle is mighty proud of it.

Sell one of these wonderful small rifles, and it makes many more customers for you—quick.

Once a boy sees this Hamilton 27, and learns its wonderfully low price, he won't rest until he gets one.

Put it alongside of higher-priced rifles, put it to the test of actual service, and it will outsell any boy's gun made.

# HAMILTON

22 CALIBER

# RIFLES

are not cheaply made. The low price is the result of years of manufacturing experience, exclusive patents, and careful shop economy.

Its hard-hitting, straight-shooting qualities make it the favorite light-arm for many thousands of men and boys.

Order to-day from your jobber a trial case of these popular guns. You will be back for more in a hurry. Full description of our efficient models mailed on request.

**C. J. Hamilton & Son**

Sole Manufacturers of Hamilton Rifles

Plymouth, Mich.



**Preserving Time  
is  
Enamel Ware  
Time**



It should be your time for doing big business, too—you will if you stock the right kind of enamel ware.

McClary's "Canada" Ware (blue and white) is perfect in form, color and finish. Acid proof salt and pepper lining. A high grade ware for which there is a great demand.



McClary's "Imperial" Ware (grey mottled), inexpensive, but durable. Renowned for its smooth, tough coating. Both looks well and wears well. A stock of "Canada" and "Imperial" ware meets every demand and means satisfied customers.



There's money in it for you.

Write to nearest branch for catalogue giving full particulars.

# McClary's

London  
St. John  
Montreal

Winnipeg  
Calgary  
Vancouver  
Saskatoon

Toronto  
Hamilton  
Edmonton

# Mr. Dealer,—

This is not a talk on the merits of our products, you know them. We just want to remind you of the strong advertising campaigns of past years and to draw your attention to the fact that this year we are advertising Sunshine Furnaces even more thoroughly than ever.

Householders in your neighborhood who are contemplating the installation of a furnace will have the superiority of the "Sunshine" brought home to them.

If you handle this furnace, the whole weight of the McClary name and McClary advertising and the advice of our experts is at your back to help bring right home to you those good profits that come with the sale of a good article.

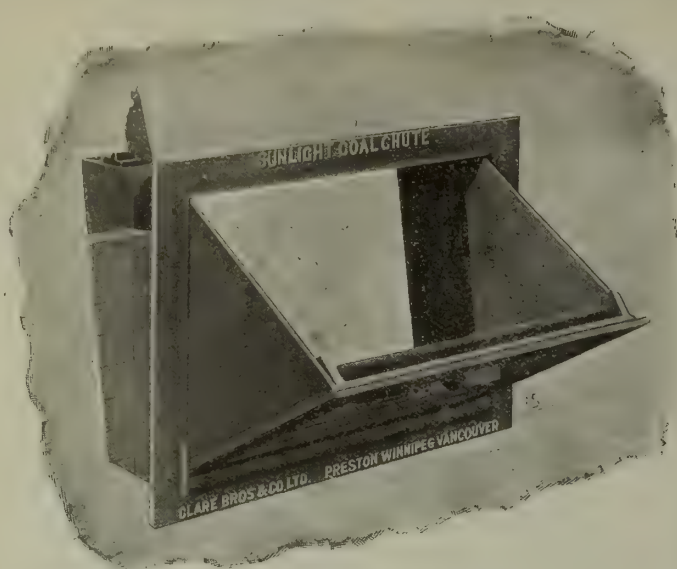
Don't forget that we are the largest stove factors in the Empire *because* we give our dealers a first class article to sell and help them to sell it.



## McClary's

London    Toronto    Montreal    Winnipeg    Vancouver  
 St. John, N.B.    Hamilton    Calgary  
 Saskatoon    Edmonton





## THE WINDOW CHUTE

is no longer a luxury but a recognized necessity in every up-to-date building.

**OPEN**—it's a chute through which fuel can be put into the basement with ease and convenience.

**CLOSED**—it's a window that locks automatically and can be opened only from the inside.

**A BASEMENT WINDOW** used for taking in fuel must be continually repainted, repaired and reglazed.

**A WINDOW CHUTE** needs no repairs, and is always neat and clean.

Prices sent on request.

# CLARE BROS. & CO., LIMITED, PRESTON, ONT.

MAKERS OF

## HECLA FURNACES

## PENINSULAR RANGES

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg, Man.  
RACE, HUNT & GIDDY, Edmonton, Alta.

REYNOLDS & JACKSON, Calgary, Alta.  
J. M. KAINS & CO., Vancouver, B. C.



## "Quick Meal"

Blue Flame Wick Oil Stove

...THE...

## ORIGINAL OIL STOVE

WITH A

## GLASS FOUNT

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are  $17\frac{1}{2} \times 25$  and  $17\frac{1}{2} \times 33$  of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

# THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA

You'll Make Quick Sales  
If You Handle  
**THE PRIZE PERFECTION**



**RANGE**

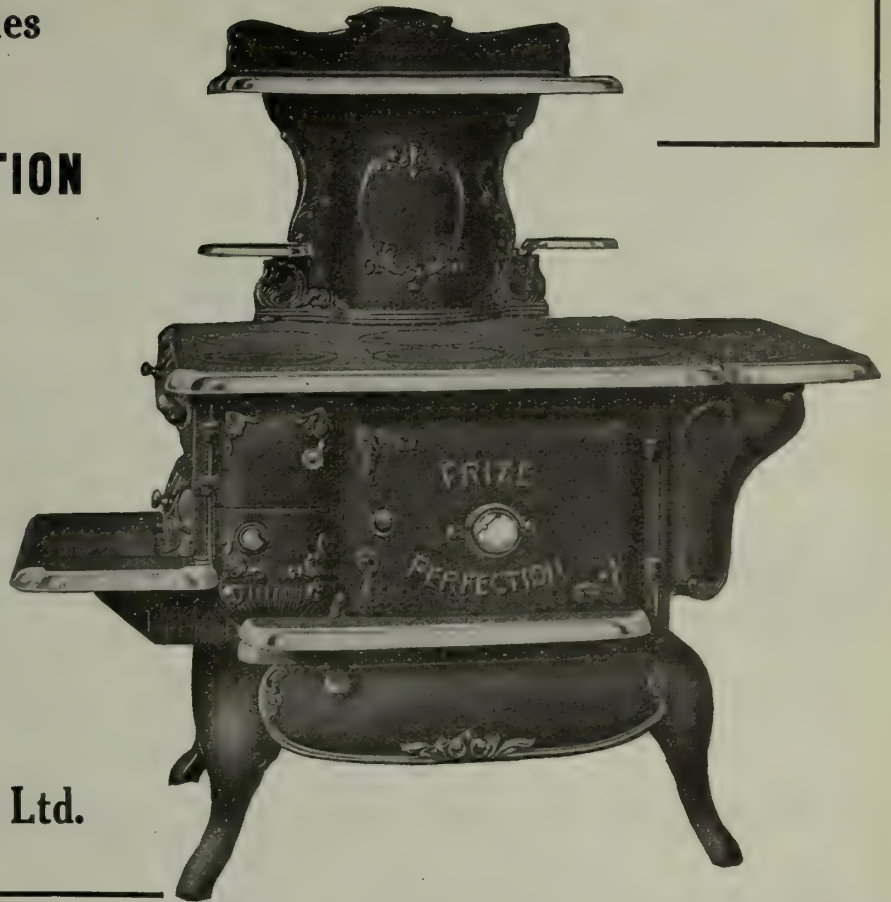
**It Sells at a Low Price  
And Is Guaranteed**

The Prize Perfection is the best range value on the market. It always satisfies the user.

Has square top and high shelf, duplex grates, sheet flue and four or six holes.

Burns hard or soft coal or wood.

**The  
JAMES SMART Mfg. Co., Ltd.**  
BROCKVILLE, ONT.



## Frost River Refrigerators

***Made entirely of Sheet Steel Galvanized***

**Enameled Pure White inside and out.**

They are very attractive, being delightfully dainty and clean in appearance, they secure the attention of the average housekeeper immediately on sight.

The all-steel body cannot warp, shrink, crack fall apart or decay—and without abuse a "Frost River" Refrigerator will last through a generation—and when installed will positively give any kitchen the appearance of refined elegance. There are absolutely no seams or crevices to harbor dirt or bacilli and cause foul orders.

They are very economical on ice and have a swift dry air circulation that reaches and purifies every square inch of the interior compartment.

**Made in 3 sizes:—**

No. 22—Height 49 inches; width 25 inches; depth 18 inches.

24—Height 52 inches; width 27½ inch; depth 20½ inch.

26—Height 56 inches; width 33 inches; depth 22 inches.

Numbers 22 and 24 have single doors.

Number 26 has double doors.

Write for prices.—Yes, we can ship promptly.

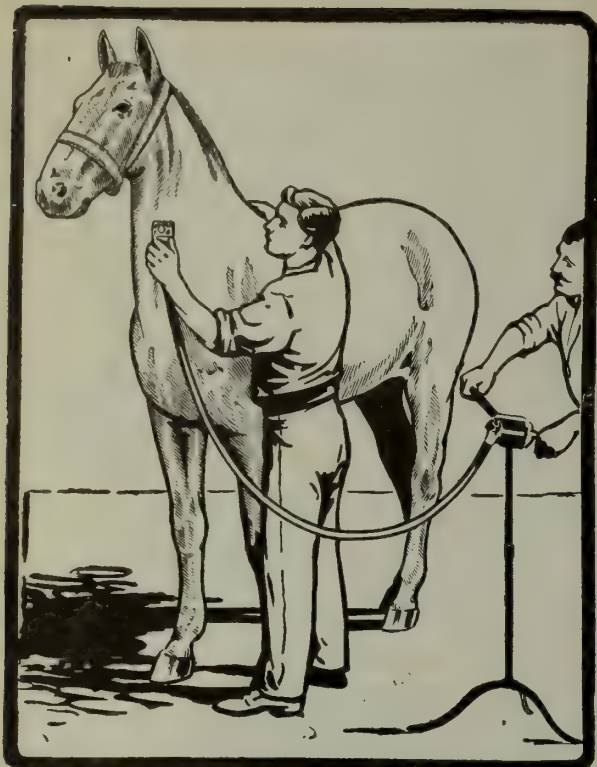
**The Thomas Davidson Mfg.  
Co., Limited**

**Montreal**

**Winnipeg**

**Toronto**





THIS SHOWS  
**BURMAN'S No. 17  
CLIPPER**

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? **SOLD BY ALL JOBBERS.**

SOLE AGENTS FOR CANADA

**B. and S. H. Thompson & Co., Limited, Montreal**

**Spear and Jackson, Limited**  
Sheffield



**SAWS, FILES  
AND  
EDGED TOOLS**



**The Name's the Guarantee**

**Spear and Jackson, Limited**  
Sheffield

Agent for Canada  
**F. H. Scott**  
404 Coristine Building  
Montreal

# Weico

## THE NAME OF QUALITY

Of all the articles in general domestic kitchen use, a Wash Boiler probably is the one expected to give the longest and most efficient service. For this reason quality is usually the first consideration in selecting

a Wash Boiler, and, judging from the continuous sale we have had on our



Wash Boiler since we first started to make it, this style is suiting the majority of householders in looks, quality and price.

**Quality counts to-day—People ask for it.**



ANTI-RUST WASH BOILERS are made from X.X.X.X. heavy block tin. Large varnished wood handles, rigidly riveted to boiler. Copper Bottoms, Pit or Flat, or Tinned Iron Flat Bottoms.

Unequalled for strength, weight, finish and durability.

Nos.	97	98	99	100
For Stove Nos.	7	8	9	10

Packed 3 or 6 in crate.

**E. T. WRIGHT CO., Limited,**  
VANCOUVER

WINNIPEG

**HAMILTON, CANADA**  
TORONTO



## CANADIAN TUBE & IRON CO., LIMITED, Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,  
TIRE BOLTS, MACHINE BOLTS,  
SLEIGH SHOE BOLTS, PLOW BOLTS,  
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,  
BOILER RIVETS, TINNERS' RIVETS,  
ETC.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

## OUR WROUGHT PIPE

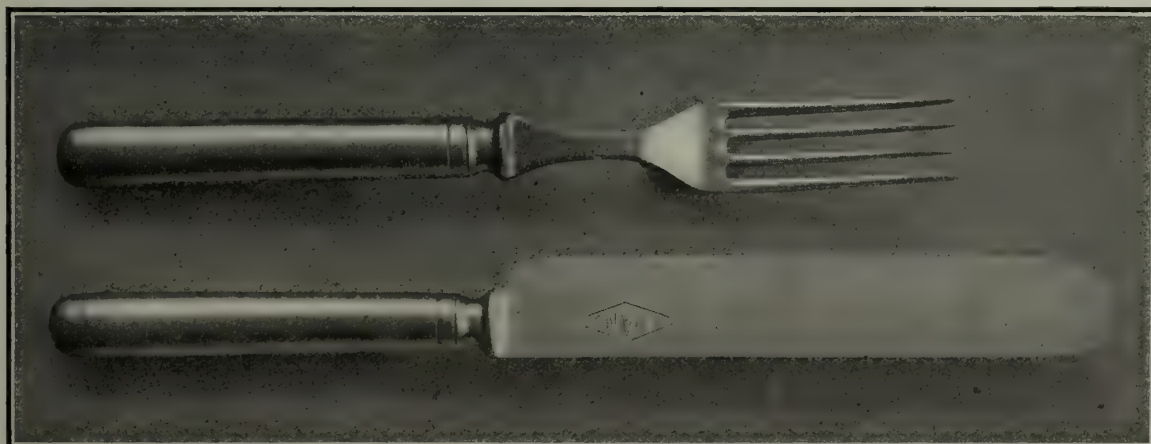
Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES  
Black and Galvanized  
All Sizes.



**CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,** Works: Lachine Canal

PLACE A TRIAL ORDER AT \$1.50 Per Dozen



This shows a particular line out of our large range of cutlery. Excellent quality steel and fully nickel plated. Price per dozen knives and forks:

Table size, \$1.50.  
Dessert size, \$1.40

We ship promptly from stock.

AUSTRIAN IMPORT CO., LIMITED

MONTREAL



# MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

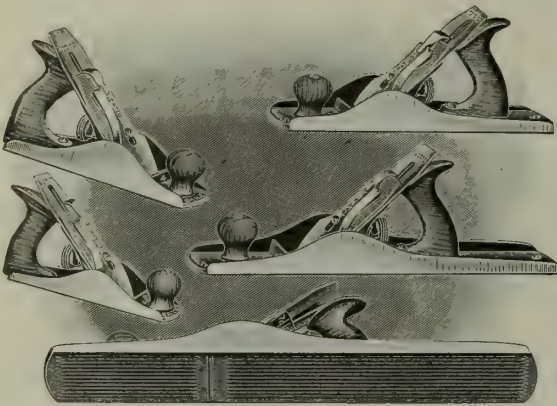
SOLD BY LEADING DEALERS EVERYWHERE OR BY



**MAGNOLIA METAL CO.**

Office and Factory

225 Ambroise Street Montreal



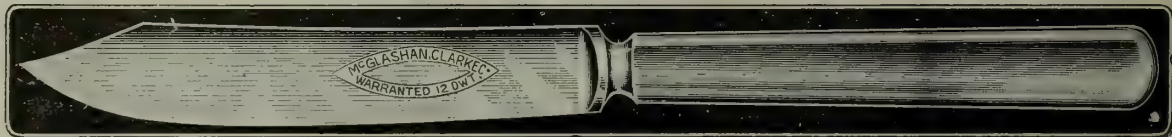
## Stanley Tools

Always insist that your order be filled with Planes made by the Stanley Rule & Level Company, which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' Tools for over half a century.

These tools are now made at our Canadian Works.

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.

## High Grade Cutlery— Electro-Plate and Solid Nickel-Silver Flatware



**FRUIT KNIFE**

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

**McGLASHAN, CLARKE CO., LIMITED**

**Niagara Falls, Canada**

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

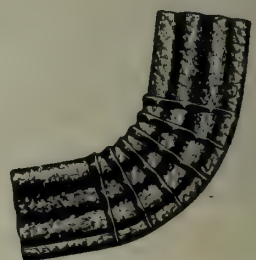
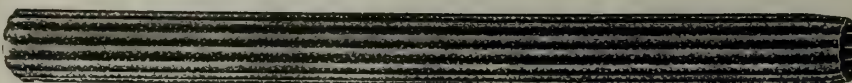
No time lost fitting our eavetrough together, always the same

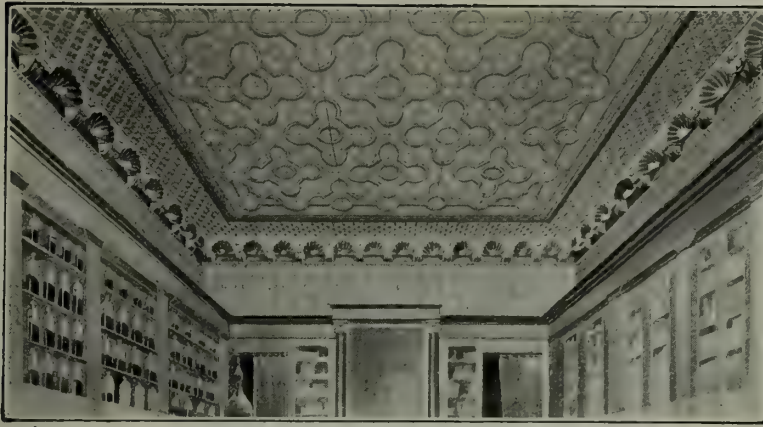
Try our conductor pipe, elbows, valleys,  
ridge roll, skylight, ventilators, and

**CORRUGATED IRON**

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**





# “Metallic” Steel Ceilings

The field of prospects for “Metallic” Steel Ceilings and Walls is very wide and full of opportunities to develop profitable business. Homes, stores, schools, theatres, hotels, cafes and public buildings of all kinds use this fire-proof, sanitary, artistic and economical interior decoration to advantage. “Metallic” ceilings and walls are made in innumerable beautiful designs, appropriate for various interiors, with borders, friezes and dados to match. From every standpoint—fire-protection—beauty—utility—durability—cleanliness—economy—“Metallic” Steel Ceilings and Walls are the most desirable interior decoration.

They offer you a good live proposition and are money-makers all along the line for you. You make money erecting them, you make money selling the paint to paint them; and every one you sell will be a permanent and effective advertisement for your business. You get all this without carrying large and expensive stocks. All you need is our illustrated catalogue H. and price list. Send for them now and get into this money-making line.

## The Metallic Roofing Co., Limited

Manufacturers

Toronto

and

Winnipeg

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

## The Thos. Pink Co., Limited

Manufacturers of  
LUMBER TOOLS

PEMBROKE

ONTARIO

MADE IN  
CANADA

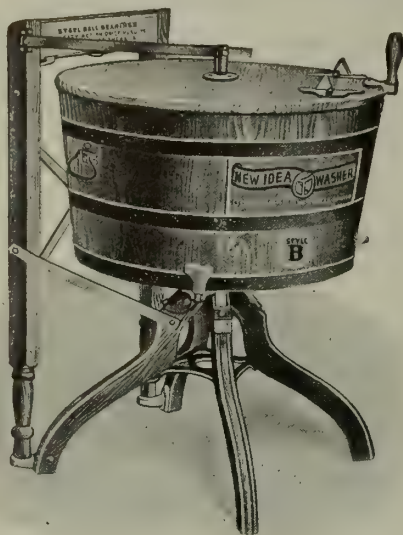


It's a Pink anyway you take it,  
and it's the best Peavey made.



# The NEW IDEA

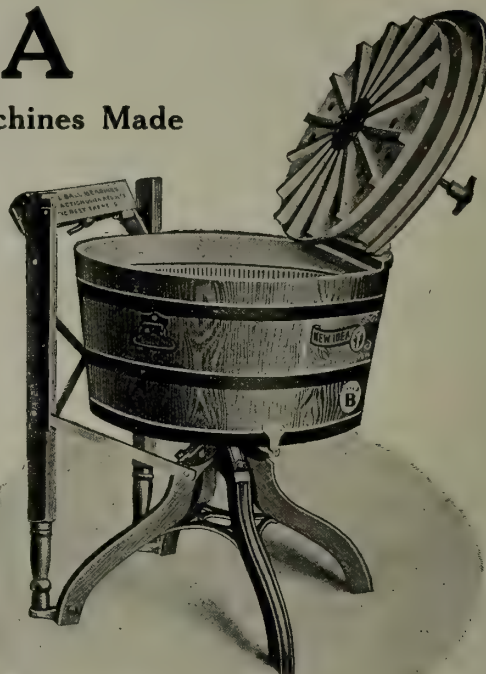
One of the Best Hand Operated Washing Machines Made



They have many of the famous New Century features and some exclusive ones; notably—DETACHABLE TUB, the absence of obstruction inside.

Cover and Rubbing Board that lift together and allow water to drip back into tub.

They're Great Sellers—and advertise you day in and day out.



Agents :

W. L. HALDIMAND & SON  
MONTREAL

H. F. MOULDEN & SON  
WINNIPEG

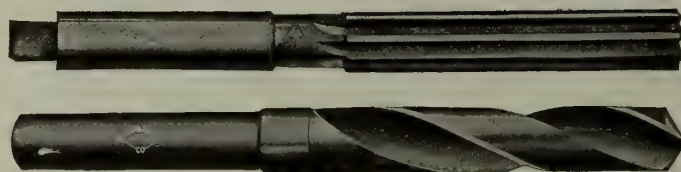
Made only by

**Cummer-Dowswell, Limited**

Hamilton, Ontario

We Protect the Dealer

**1854**



**1913**

## "W & B" Tools

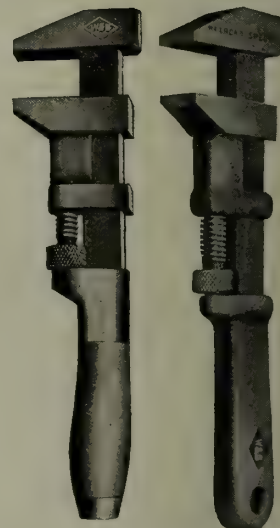
In our 59 years of manufacturing experience in making machinists' supplies, we have always aimed to put the best material and the most skilful workmanship into every tool bearing the "W. & B. Diamond" Trade Marks of Whitman & Barnes quality.

By a careful study of requirements under actual working conditions we have improved and kept "W. & B." tools abreast with every new service requirement.

Our factory facilities, stocks on hand and means for distribution, afford a service that upholds the progressiveness of "W. & B." tools.

YOUR JOBBER WILL SUPPLY YOU. In case he is out of stock, and you are delayed in getting your orders filled, write us direct. We will see that you are supplied.

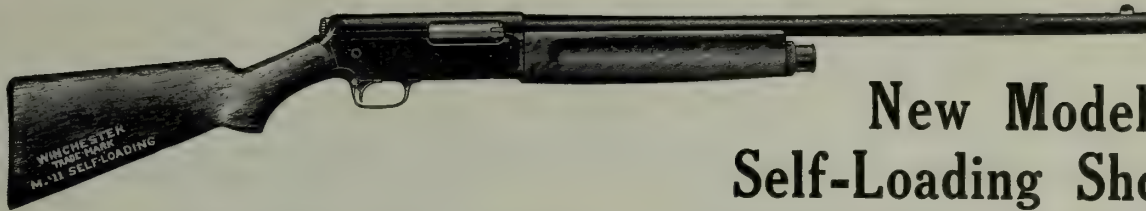
Send for Catalog No. 82-G and "Efficiency or Wasted Energy" circular.



**The Whitman & Barnes Mfg. Co.**

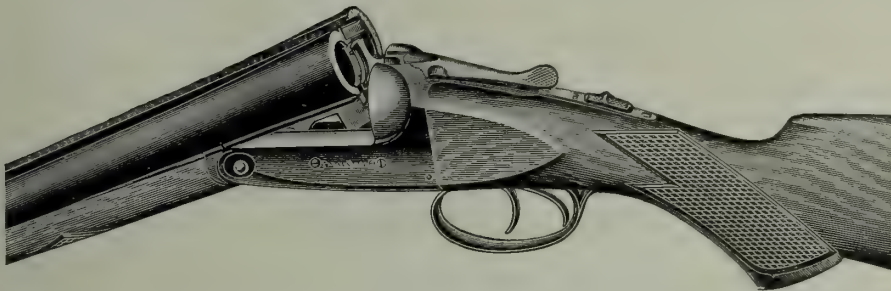
*Established 1854*

Office and Factory, St. Catharines, Ont.  
Stock carried at Winnipeg and Montreal



## New Model 1911 Self-Loading Shotgun

12-gauge, 26-inch nickel steel barrel, takes down in two pieces, recoil operated, has all the good points of other recoil operated shot guns, but none of their faults.



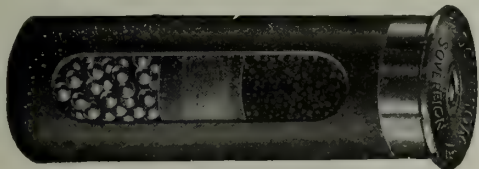
## Parker's New Trojan Gun

made to be sold at a reasonable price, with the care Parker Bros. are famed for, will make beautiful patterns. Made with imported Trojan steel barrels, choke bored, adapted for black or smokeless powder shells, American black walnut stock and fore-end, 12-gauge, weight  $7\frac{1}{2}$  to 8 lbs. Agents for Neumann Bros. fine Belgian guns.

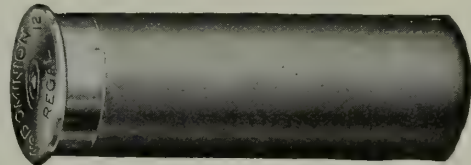


## Model 1910 Self-Loading Winchester Rifle, .401 Cal.

Recoil operated, take down pattern, made for large game. Will act so quickly in repeating that a sportsman need never be caught even with the most vicious game in the tightest corner, if he has the magazine full of ammunition.



Sovereign shells, loaded with Dupont smokeless powder and chilled shot in all sizes and gauges.



Regal shells, loaded with Ballistite powder and chilled shot in 12-gauge all sizes of shot.



No. 1195 New English canvas waterproof gun and rifle covers—leather bound and reinforced.

NEW ARMS AND AMMUNITION CATALOGUE NOW  
READY, SHOWING FULL LINE.

# Caverhill, Learmont & Co.

MONTREAL



# a thought for manufacturers and jobbers of hardware

If nine-tenths of the hardwaremen in Canada were assembled in Massey Hall, what would you give for the privilege of standing on the platform and telling them about the merits of your proposition?

## here is our offer to you:

We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

## write us for advertising rates

# HARDWARE & METAL

Canada's Only Weekly Hardware Paper  
MONTREAL      TORONTO      WINNIPEG



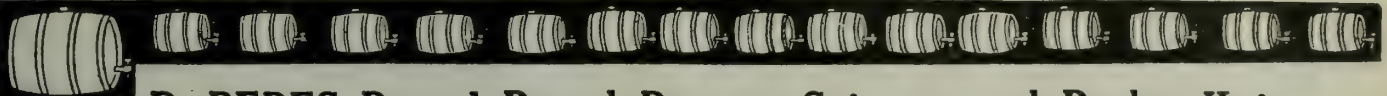
## "Uneeda" WONDER Dustless Mop

For Hardwood Floors, Linoleums, Walls and Ceilings. Treated by a special chemical process, making the brush **Absolutely Dustless** and Hygienic. The brush will **absorb** dust without scattering it. Has patent connector, which can easily be removed from the handle, and by reversing brush you can turn clean side out and have practically a fresh brush. This gives double wearing quality. When both sides have absorbed all the dust they can hold, the brush can be removed from the handle, washed and in a few minutes made like new. **Washing does not injure the Duster.** Retail price only \$1.65. Write for prices to the trade. Our Dustless Duster is built on the same principle.

The Wonder Dustless-Duster 75c.

Write for Prices. The Wonder Dustless-Cloth 25c.

**"Uneeda" Specialty Manufacturing Company**  
236 Gladstone Ave., TORONTO



## D. PERES Barrel Brand Razors, Scissors and Pocket Knives

Assure The Most Complete Satisfaction Everywhere

This cutlery is very attractive in design and finish, and is of a quality that cannot be excelled.

It will prove a valuable asset to your store. Send a trial order to-day.

We guarantee satisfaction.

Canadian Agents:

**GREEFF-BREDT & CO., TORONTO**

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.



## Quality Talks

and talks so forcibly dealing with axe handles that you can afford to sell none other but

## STILL'S Axe Handles

*The Handles of "Quality"*

You will find them uniformly finished, well balanced and well shaped, and we guarantee that only the most carefully selected and seasoned timber is used in their manufacture.

*Write for prices.*

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.



## STAR Hack Saw Frame No. 15

This is the Frame that holds the blades that made Miller's Falls famous—one of the best all-around frames in our line; light, yet strong enough to stand anything in reason; blade strained by turning handle, and may be faced in four directions. Depth under back, 5½", and carries a 12" blade.

A good blade is worthy of a good frame. Put Star Hack Saw Blades in Star Frames, and get the combination that means service and satisfaction.

Ask for details and complete catalog.

**MILLERS FALLS  
COMPANY**



28 Warren Street,  
NEW YORK



# **The Canadian Rogers Company, Limited**

Invites attention to the large range of  
patterns in artistic flat-ware now  
offered in its

**"Wm. A. Rogers"**

Brand and its

**"1881 Rogers A 1"**

Brand of silver plate—  
unsurpassed in quality  
design and finish.



## **Sales Rooms**

Toronto

Winnipeg

Vancouver

## **Canadian Factory**

Toronto

## **Associated Factories**

New York

Chicago

Niagara Falls, N. Y.

Northampton

Norfolk

**Head Office: 53 King St. W., Toronto**

# HARDWARE AND METAL

## *Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JUNE 28, 1913.

No. 26

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### REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

--

H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

### HARDWARE AND METAL

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GREAT BRITAIN—London, Eng., E. J. Dodd, *European Manager*, 88 Fleet St., E.C., Telephone Central 12360.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.





# Good Advertising



Attractive Window Displays are the most inexpensive and the best advertisement for the retailer. Have your name on the

## Dominion Dealers' List

by sending us the date you expect to place your Fall Hunting Scene. Be 'sure you have a complete line of

## Dominion Ammunition

Before placing this business-getting advertisement.

**DOMINION CARTRIDGE CO., Limited**  
Montreal, Canada

DEPT. No. 831



## ELECTRIC BELL SET

(COMPLETE)

Can be installed by anybody in a short time without any extra expense.

Price Complete

**\$1.35**

without Battery **\$1.10**

Comprising

- 1 Adjustable 2 in. Iron Box Bell
- 1 Dry Cell Battery (longer)
- 1 Moulded Edge Push Button
- 40 feet Reinforced No. 18 Bell Wire
- Wire Staples with Double Rubber Protection
- Screws for Bell and Push Button.



## 85c. For Complete Electric Bell Set

Over 50% clear profit to the retailer on every set. A specialty that will sell to every householder. Costs you only 85c, and sells complete with battery for \$1.35. Absolutely no trouble to instal. Everything necessary in the set, including diagram of connections. The illustration shows a sample of the card to hang up for show. The set is put up in cartons and therefore cannot deteriorate. There will be a big demand for these once you start them.—Get in on it at once.

**Chapman & Walker, Limited**  
TORONTO, ONTARIO

# The Store Window: Its Great Value

Hardwaremen Are Showing an Increasing Sense of Its Importance and Worth—  
Up-to-date Store Fronts Add Tone to Store as Well as Increasing Facilities  
For Display—Two Splendid Displays.

The show window is the index to the contents of the store. A good window display attracts the attention of passers-by, and often results in their entering the store to make enquiries or a purchase. By judicious use of the show windows, the public are kept informed regarding the goods carried in the store, and also the new lines or specialties that are constantly being added to the stock.

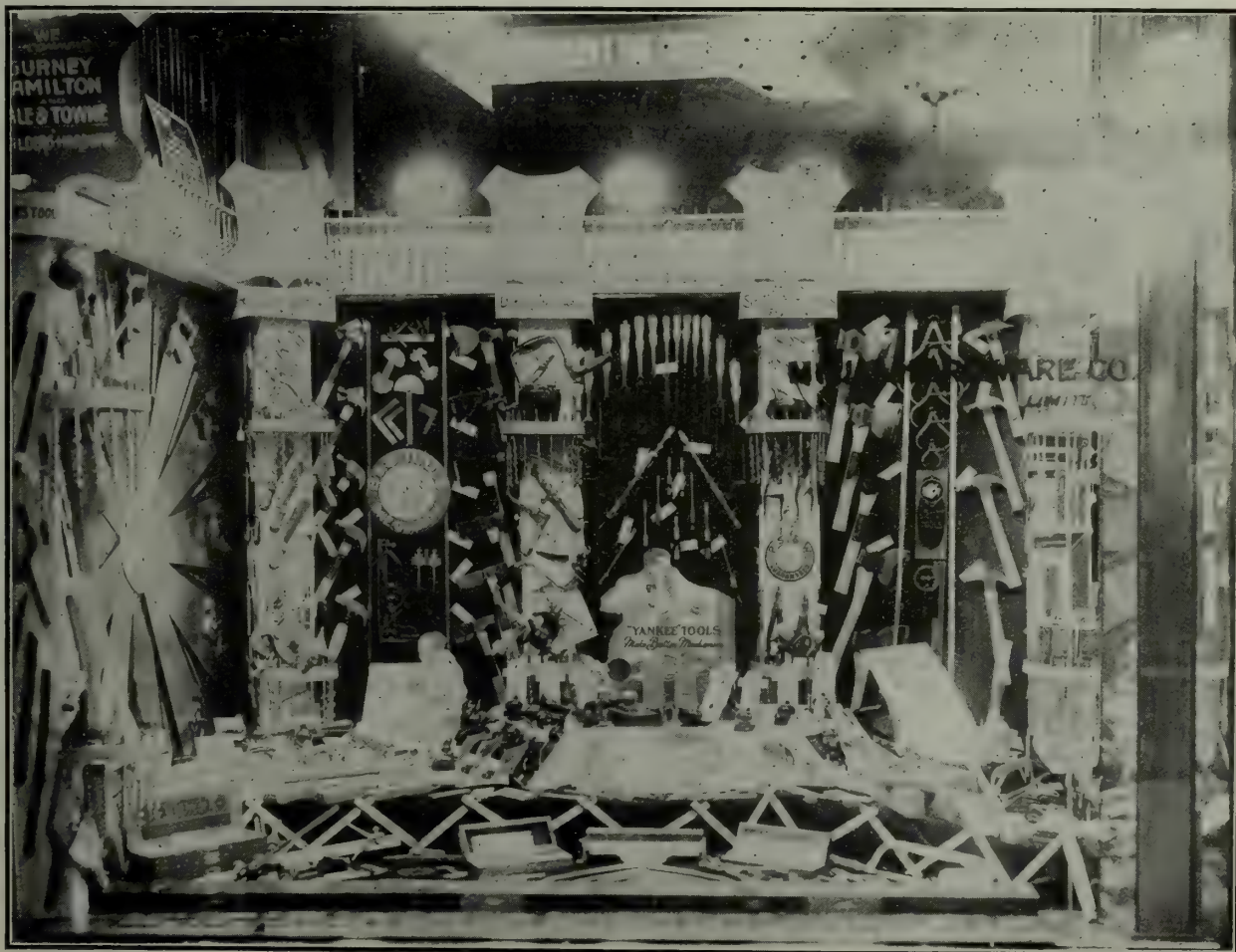
An attractive window display will often interest a prospect to such an extent that it makes him think he needs the goods on display. As the seasons change, the show windows are used to attract the attention of the public to the many lines of seasonable merchandise that have been selected for their use, comfort and convenience. Demonstrations of new appliances or novelties are often shown to the public

through the medium of the show window.

In the large departmental stores the show windows are given a high rating, as business bringers and competent staffs of window-dressers are employed for the purpose of arranging attractive and sale-producing window displays. The displays are changed at regular intervals and considerable time and money are expended in obtaining display fixtures and other appliances that will assist in showing their merchandise in a manner that will attract the attention of the passer-by. There are many people who make a visit at least once a week to the windows of many of the large stores, knowing that they will see each time a new and well arranged display. The public soon lose interest in the show windows of a store if they find that the displays are not changed regu-

larly and are allowed to become dusty or disorderly.

Wonderful changes have taken place along this line during the past few years, and in many places we find up-to-date store fronts where a few years ago very little attention was paid to window displays. This latter assertion applies particularly to the hardware business. It was not an uncommon sight a few years ago, especially in the small cities and towns, to see a window display go unchanged for several weeks, with the result that the goods became disarranged and dirty. The labels on the cans or packages were often faded out, and did not at all resemble their former appearance as far as color was concerned. Unseasonable goods were often displayed. Windows were often covered with circus posters or show bills, and in many cases paint was lack-



*Window display of tools in Mills' Hardware Co. King St. Store, Hamilton Ont.*



ing. We find now that stores of this kind are the exception rather than the rule, and that hardware merchants in many places are beginning to realize the true value of their show windows, and are making splendid use of them.

Some of the best and most attractive displays in the business sections of many of our towns and cities are to be found in the store windows of the hardware merchants. Many of the most attractive store fronts are to be found in hardware stores, and in some places the hardware merchants are the representatives of firms who make a specialty of manufacturing store fronts. Metal store fronts have become very popular, and have proven to be practical and attractive. An up-to-date metal front presents a very neat appearance. At the entrance to many of the hardware stores you will now find attractive tile flooring, which, in addition to its many advantages over wood, helps to a great extent in adding tone to the appearance of the store front.

The goods carried in the average hardware store are of such a class that many excellent displays may be made. That hardwaremen are taking advantage of their opportunities is clearly demonstrated by the splendid arrays of goods that are so often displayed. Much greater interest is being taken in hard-

ware window display methods at the present time than ever in the past.

Manufacturing and jobbing firms are offering liberal prizes to retailers in an endeavor to further interest them in the subject of window-dressing and showing them the results that may be obtained by giving show windows the attention they deserve. For some years Hardware and Metal has been conducting annual window display contests, for which cash prizes have been offered, and each year there is a noticeable improvement in the class of displays entered in the contest.

The accompanying illustrations show two very creditable displays which recently appeared in the show windows of the Mills Hardware Co., King Street branch, Hamilton, Ont. In one window a well-arranged display of mechanics' tools is shown. In the other window is displayed a splendid array of cutlery, silverware, etc., suitable for June wedding gifts. Both windows are particularly well arranged, and should prove to be good business bringers.



## ADDITIONS TO PEDLAR PEOPLE, LIMITED, STAFF.

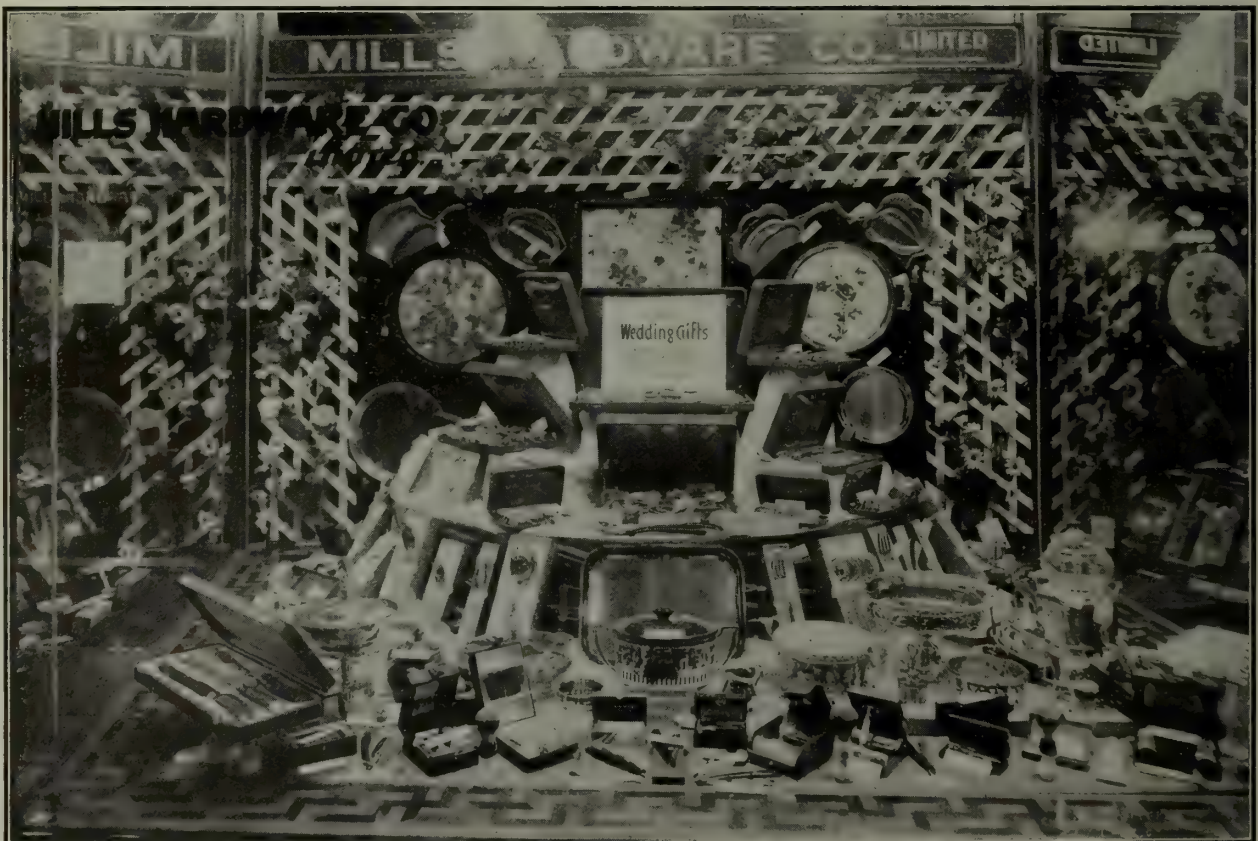
In keeping with the policy of the house as originated and developed by the late Geo. H. Pedlar, additions to the force at Oshawa headquarters have recently

been made which will further increase the efficiency of the organization.

W. R. Geikie, formerly branch manager of The Pedlar People, Limited, at Toronto, and with a thorough knowledge of the financial end, gained through a long experience while with the Dominion Bank, as manager of various branches, will in his capacity of managing director, bring this knowledge into good use.

The operating department has been strengthened by the addition of W. Loach, formerly connected with the management of Canada Foundries, Ltd., Toronto, and with a wide and varied mechanical and manufacturing experience in United States and Canada.

A further addition has just been made in the person of A. T. Enlow, in general charge of sales and advertising. Mr. Enlow is a steel man of large experience, having been connected with the manufacture and sale of steel in the United States for last twenty years. He was plant manager for the United States Steel Corporation, and later, sales manager of Berger Manufacturing Co., and general sales manager of The Stark Rolling Mill Co., both at Canton, Ohio, W. H. Hall and F. L. Mason, who have been prominently associated in the development of the business, as active co-workers with the late Mr. Pedlar, will continue in the new organization.



*Window display of cutlery and silverware in Mills' Hardware Co. King St. store, Hamilton.*

# You Are IF You Are

¶ If your name is not in the directory, at the entrance of the building, not printed on the stationery of the firm, and at the same time your brain and courage are directing the affairs of a company, you are in reality its manager and director.

¶ No decision of a committee, no painted sign, no gold lettering on the door can ever give or deny you anything that is really yours. What difference does it really make whose name appears on the stationery? The only thing that matters is the future—the opportunity to develop personal power, dignity and character, that neither man, nor type, nor ink, nor time can destroy.

¶ If you are perturbed and vexed over your standing and position, over the size of type in which your name appears—remember some fine day when the wind is east, when you are quibbling and wrangling over things that do not really matter, and never can—someone, somewhere, who is at work—improving his mind, taking inventory of his moral and mental stock—will soon pass you along the trail.

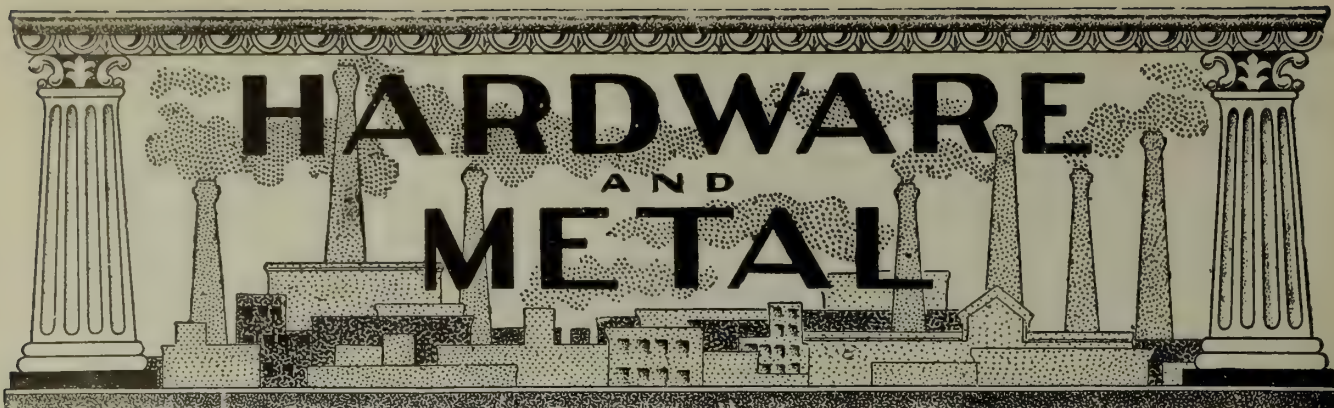
¶ You can never be manager of anything or anybody by simply saying so—or by being appointed so. You can never be manager of a department or a business by being elected manager—you must be it. You are if you are, and if you are not, if you do not measure up to your job, no directors' meeting, no change in the company's letter-head can change or alter the fact that you have failed.

¶ Oh, I know *Fame* and *Wealth* are magic words, but you look back through the history you have read—down the list of names of noted men and women you have known—and, unless there was something substantial back of their dreams and ideals, what they really found after they had closed their hands over the rainbow of their fancy was an empty nothing—filled with unfounded hopes.

¶ You cannot acquire position, fame, character and happiness by pursuing these things in themselves, but if you apply yourself to accomplish a certain thing because it is your life's work to accomplish it, your work will be followed by the success it deserves.

¶ A boy with neither education nor experience—working for a salary of \$8.00 a week can *set up* your name in 36 point type, but only a few men in a generation *set up* the physical, moral and mental monument that makes the MAN.





Vol. XXV. No. 26

Toronto, Canada, June 28, 1913

Two Dollars per Year

### THE METAL SITUATION.

Conditions on the metal markets at the present time are not satisfactory from some standpoints. Business has been quiet and prices have shown extreme weakness at certain periods. For instance, on Monday of this week, copper and tin broke sharply and, although the old levels have since been regained, the break was indicative of the uncertainty of the market.

Prices on the Canadian markets are decided by two deciding influences; the cause of events on the primary markets and the conditions of home trade. Thus, fluctuations at London and New York are not always reflected here, although any decided price trend abroad has an undoubted effect on the prices asked in Canada.

It is believed that the uncertainty which is felt in metals is due to the uneasiness which prevails with reference to general business conditions. Manufacturers are inclined to buy from hand to mouth while waiting to see just how things are turning out. It is confidently believed, however, that a distinct turn for the better will come very shortly and to bear out this supposition the fact can be cited that there is plenty of structural and railway work being undertaken. This will mean a heavy consumption of metals and a brisk buying movement should develop before long.

### PAYING ACCOUNTS PROMPTLY.

It is good business for the merchant to always keep the decks clear as far as paying accounts due is concerned. If he includes this among his policies he is going to make himself a better merchant. Every good merchant insists on paying his bills when they fall due, and because of his policy in this respect he insists on getting his own money promptly. This keeps the business on a good, sound basis always, improves his credit standing, and gives him a reputation for straight business dealings among all his associates.

But the strongest argument for the payment of accounts promptly is that it keeps the dealer on the move getting in his own money, thus cutting down outstanding accounts to a minimum.

### HALF-HOLIDAY SALES.

The one reason why many hardwaremen hold back from observing the weekly half-holiday is for fear that their business total will suffer. It is a question whether any loss would be felt, the result depending entirely on local conditions. In any case, it is possible to retrieve,

or rather to prevent this loss, by the application of brisk methods. Some merchants hold half-holiday sales and thereby manage to do as much business on the morning of the half-holiday as they ordinarily would have done during the whole day. The sale idea is carried out by selecting a number of particularly seasonable lines and advertising them as specials for the morning of the half-holiday. Window displays, put in the day previous, help materially to arouse public interest in the event. It is generally necessary to offer some special inducements to bring the people down to the store in the morning and this is generally accomplished by a slight shading of prices.

It is a broad question whether such sales are advisable in the long run and one which cannot be entered into here. There can be no doubt, however, that the idea solves the difficulty of the merchant who is anxious to fall in line with the half-holiday movement, but is held back by the fear of losing business.

### GAINING INCREASED EFFICIENCY.

Early closing is gaining ground. This fact is convincingly established by the hours under which the largest departmental stores in Canada are now operating.

It is gratifying to note that the mercantile body is becoming convinced that it pays to remain open within reasonable bounds only. The trend noted, however, goes deeper than a mere desire to fix shorter hours. It shows a desire to establish a closer bond between employer and employee, to make the relationship closer for mutual benefit. Shorter hours are not being established from a purely philanthropic standpoint, but as a straight matter of good business. It pays the employer because he gets better service from his sales force during the hours that they are engaged. Long hours do not tend toward a high standard of efficiency in the staff.

In other respects this same tendency is to be noted—a drawing together of employer and employed actuated by a mutual desire for the improvement of conditions. The employee is evincing desire to become more efficient; the employer is helping him by giving every opportunity for improvement. It is significant that increased staff efficiency is not now sought by rigid supervision and espionage, but by the amelioration of conditions and the improvement of opportunities for advancement.

### NO FLAT RATE SYSTEM WANTED.

The Parcel Post Bill has passed the House of Commons. Retailers beyond a twenty-mile limit from each mail order centre have been protected by an increase in



the postage rate. Just what that protection amounts to will not be known until the Postmaster-General brings down the rates.

But the question is, will the mail order houses be satisfied with the legislation as it stands? In Toronto for instance, practically half of the first zone is in Lake Ontario, so that there is only a district 20 miles in radius, north, east and west to which mail order houses there will be able to send parcels at the low rate. Will there be opposition then from the mail order firms?

In the United States there is already an agitation for a flat rate system, particularly from New York houses. These complain that half their territory by zones is in the Atlantic Ocean and that inland houses have a distinct advantage in this respect. This is no doubt true, but if the flat rate system were substituted, the country would be done a great injury.

Canadian retail associations would be well advised to keep a sharp lookout on similar agitations in this country. While for the present the zone system will prevail, time brings changes in postmaster-generals, and whether they will all be of the same opinion as the present holder of this office is a question. The zone plan will help those retailers who help themselves, to get business. With a flat rate system, the mail order houses with their "low-prices-for-leaders" selling plan will drain too much money from country communities.



## POINTED EDITORIALS.

Costs should be watched very closely in the tinshop.

\* \* \*

Advertising is insurance. It insures future business, as well as building up present sales.

\* \* \*

It is impossible to maintain complete efficiency in the staff and keep the hours long at the same time.

\* \* \*

Some merchants will sell space in their store windows worth a good many dollars, for a few circus tickets.

\* \* \*

Retailers will anxiously await definite word from Ottawa regarding the rates to be fixed for Parcels Post.

\* \* \*

A good deal will depend on this fall's crops. The weather hand will have a load of responsibility on his shoulders.

\* \* \*

Fall housecleaning is becoming a habit with the housewife. It will soon be time to push the sale of housecleaning requisites.

\* \* \*

Despite the earliness of the date, it seems possible to predict that hardware week at Ottawa in February, 1914, will be a record-breaker in every respect.

\* \* \*

The potato bug, the caterpillar, the wooly elm louse and sundry other members of the Crawly Order of Parasites are once again on the job. It's time that the insecticide department of the store was doing a big business.

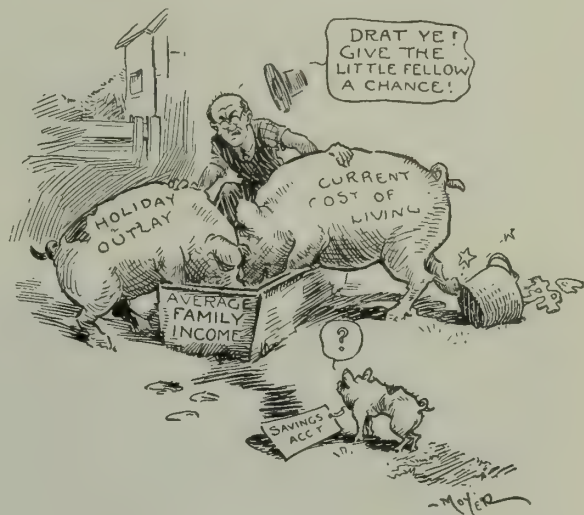
\* \* \*

Every hardwareman should arrange to have at least two weeks of uninterrupted vacation this summer. The renewed ardor, which they will bring back, will more than counteract any loss of business sustained during the vacation.

## The Cause of the Stringency

SINCE the financial tightness began to manifest itself by acting as a temporary drag on the wheel of progress, much speculation has been heard as to the cause of it. It is pretty generally agreed that the heavy speculation in real estate is perhaps the most direct cause, with public extravagance running a close second. In regard to the latter point, a correspondent writes:

"At the bottom of the whole trouble has been the slowness of collections and this can be traced to the utter lack of prudence that has been displayed of recent years. The Canadian people have been intoxicated by prosperity. Having had more money to spend, they have spent it, freely and with spendthrift speed. What were once regarded as luxuries almost unattainable except for the very rich have been reduced to the rank of every day necessities. John Smith, who once had porridge and toast for breakfast, now takes a grape fruit, bacon and eggs,



Is this one reason for the money tightness?  
—Moyer, in Toronto Star.

marmalade and toast. His wife buys ready-to-wear suits at \$25 or \$30 for each season. They go to theatres and for long vacations each summer. Is it any wonder that bank savings have not been increasing as they should while the book debts of the retailer have been mounting up?

"The retailer has also been to blame. In the light of business prosperity, many merchants have neglected to keep as close a supervision of expenses as they should. They have neglected collections, failing to see any danger in letting accounts run when money was so plentiful. As a result, they have reached the stage when it has become hard for them in turn to meet their payments.

"Individual recklessness has been at the bottom of the drift toward money stringency. If the present situation teaches the lesson of thrift and foresight, it will have served a valuable purpose."



# Figuring Business Costs in the Tinshop

**It is Important That the Hardwareman Should Know How Much it is Costing Him to Carry on Business in That Department—Full Percentage for Overhead Expenses Should be Charged.**

The subject of figuring overhead costs in the tin-shop is a question in which every dealer is or should be interested. It is said that the cause of the small profits complained of by many tinsmiths is attributed to the failure to include all legitimate costs of doing business. A merchant who conducts a tin-shop in connection with his hardware establishment stated that for some years the tin-shop did not show a profit and that at the end of a year that department was not any better-off financially than it had been the year before. After looking up the methods employed by large and growing concerns he came to the conclusion that a big leak existed in not adding the proper percentage of cost of doing business. In other words, he was not including all the legitimate costs that should be charged to overhead expense. He was adding what he thought was a sufficient amount to allow a reasonable profit but at the end of the year he found that there was no profit.

Investigation goes to show that a similar condition of affairs exists in many places. This is a grave error that

should be guarded against by merchants conducting tinshops and it should always be borne in mind that overhead expense must be figured on each job the same as material and other costs. One instance may be cited to show how one tinsmith was overlooking items that should have been charged to overhead expense. He wished to secure a contract for work that was to be done in a neighboring town, the result being that he had to make two or three trips to the neighboring town. His railroad fare, hotel bill, etc., amounted to \$12.50. He, of course, figured this in the estimate, but unfortunately for him he was unable to land the contract. Who, then, pays this \$12.50? He was overlooking a very important item of expense in figuring his overhead cost of doing business.

There are many other items of expense which have been referred to many times in Hardware and Metal and to which particular attention should be paid. A few of these items are as follows: salaries, including proprietors, helpers, etc., rent of shop, stable or warehouse, cost of collecting accounts,

light, water, heat, telephone, postage, association dues, advertising, tools, delivery system including repairs, horse-shoeing, gasoline, if auto is used, allowances for mistakes in figuring, waste material, depreciation and damage to stock, office or store furniture, loss on unpaid bills, expense in sending men to repeat work in order to make it satisfactory and numerous other items that should be included under the heading of overhead expense. There is no use in a man trying to deceive himself with the idea that expense is less than it really is. The overhead expense is there and if it is not paid for by the profit obtained on the work done, the merchant has to suffer the loss. It is always wise to keep expense and profit in mind rather than the idea of having a large turnover and allowing profits to suffer.

Another grave error is the one often committed by dealers adding their profit. They figure their percentage cost of doing business on the total sales and add the percentage of their profit to the cost of the goods, forgetting the

(Continued on page 49.)



*Workshop of the John Lewis Co., Belleville, Ont.*



# Minimizing the Fire Risk in Business

Fighting Fire in the Country—How One Merchant Profited by his Experience  
—How His Fire-Fighting Equipment Saved His Property.

Fighting fire in the country is a far more serious business than in the city where the merchant has the assistance of an organized fire department and lots of water. In the country districts the only fire fighting force is the volunteer "bucket brigade" organized on the spur of the moment with the result usually that by the time this force gets into working order the property is in ashes. The writer has experienced a dozen of these country fires and the lessons learned at these will never be forgotten. The confusion—the running hither and thither for water—would be very amusing if the circumstances were not so serious. Fire in the country strikes more terror in the hearts of all living in those districts than it does to the city dwellers.

This is the history of a general store in a little town in Ontario. We won't call it by name, but it is a typical one with its two general stores, a hotel and a blacksmith shop. The hotel and blacksmith shop are now in ashes while both stores have had severe scorplings. This is mute and indisputable evidence that the fire risk is one to be guarded against in other ways than by the taking out of a fire insurance policy which is a wise thing to do and should never be neglected. There are many little things that a merchant can do to minimize the fire risk and it behooves him to equip his property with up-to-date devices. The custom, however, is to delay doing this until after the fire has wiped out the business and then you sadly reflect on what might have been.

In this town the first fire I remember was in our (the largest) general store. A mouse running along the shelves knocked a box of parlour matches, off the shelf, which burst into flames when it struck the floor. This blaze was conquered only by the quick work of the store staff and that it did not result in a serious burnout was a miracle. Just think there wasn't a drop of water within 600 yards of our store and there were absolutely no fire-fighting appliances that could be got at before the store would have been a mass of flames.

That was a lesson, for immediately the insurance on this store was increased and some water buckets were placed at handy spots while several barrels of water were stored in the cellars. Just watch the important part these played in the subsequent history of our store. A few months later a clerk in bringing freight from the station dropped a case of parlor matches on the verandah of this store. Again we were fighting fire.

The case burst into flames right in front of the coal oil pump which, queer to relate, was installed on the verandah of the store and as the handling of the oil had been careless the flooring was quite oily which added another risk. However by quick work the place was saved again. A "pail of water" put out the fire in the case while the fire in the floor was put out by shovelling sand upon it. It is not generally known that sand is a very effective fire fighting weapon yet it is and for putting out fire in oil it is one of the most effective weapons. Again we learnt another lesson. Ever after that we were very careful about handling coal oil.

But we had to learn a good many more lessons before we had an effective fire-fighting force. A year or so later, during some renovations, the painter was sent down to the cellar to draw some turpentine. Like the majority of general stores the cellar was dark and the oil barrels were in a row in the darkest corner. The taps had leaked and the whole place was saturated with oil which had been covered with sawdust. Under the taps were measures some of which were partly filled. The painter in groping his way to the turpentine barrel struck a match. The head flew off and lit in the measure under the turpentine barrel. The measure had about a quart of turpentine in it and again we were fighting fire. This time, one of the staff happened to have a pail of water in his hand and quick as a flash turned it upside down over the measure and we were saved again.

Well, things began to move after that. The cellar was whitewashed. The floors were thoroughly cleaned of oil with sand and instead of saw dust being used to absorb the drippings we used sand. The leaky taps were discarded and brass taps installed. The old gummed measures were thrown out and new put in and strict orders were given that no oil should be left in the measures or exposed in any way. An electric light was placed in each of the four corners of the cellar so that there would be no excuse to use matches. The number of water buckets and barrels were increased and an immense cistern was dug in one of the cellars and a large double action force pump was installed in it with enough hose attached to carry the water to any part of the building. The pump was strong enough to force the water forty feet in the air. The installation of this pump later on saved the entire building.

Shortly after this some one left a

candle burning in the refrigerator where we had been candling eggs. The candle had burned down and set fire to the woodwork but as the refrigerator was shut tight and the wood was hardwood the fire died out and was not discovered till the next morning when the charred wood told of another risk we had run. The store across the way was not so fortunate when one of their staff did the same thing. The clerk had gone to the attic storeroom for some goods and had left a candle burning with the result that it was not discovered until the whole top of the store was ablaze. By quick work with a chemical extinguisher the blaze was conquered but not before it had done considerable damage yet if that store had not been equipped with chemical extinguishers the whole store would have burned.

Like all country stores we were blessed with the usual coterie of smokers and one winter's night the proprietor went into the store after a concert and discovered the place filled with smoke and plunging into the dense smoke discovered the fire in a box behind the stove which had been filled with saw dust and placed there to be burnt in the stove. Some smoker had thrown a stub in the box where it had smoldered until the whole box of saw dust was one big coal and had burnt a hole through the hardwood floor as big as your fist. The proprietor just got there in the nick of time and with the aid of the water buckets put out the fire. The hole in the floor was directly over the turpentine barrel which had figured in the episode related above. There is no telling what might have happened had a brand dropped on the barrel of turpentine.

The next summer the blacksmith shop caught fire in the middle of the night. It was during the dry season and the old shop was like tinder. It was separated from the store by a narrow alley about 22 feet wide. The side of the store next to the burning shop was covered with metal siding and had a tin roof. The main part of the store however had a shingle roof. The wind was blowing directly over this part and were it not for the big cistern and the installation of the force pump we would never have been able to keep the fire from gaining a foothold. As it was the stream was kept constantly playing on this part of the roof but still the fire could not be kept down. The fierceness of the blaze can be judged from the fact that a live oak tree three hundred

(Continued on page 45.)



# It Pays to Advertise

An anecdote which shows how one hardwareman was converted to a belief in the powers of printers' ink

John T. Hazelwood did not believe in advertising. But then he did not believe in many things. He did not, for instance, put much faith in window displays or show cases, or orderly management of goods. After a glance at the interior of the store one was inclined to doubt if he believed to any extent in the quality which the scriptures have taught us to rank next to Godliness. John T. was very doubtful about most up-to-date things. His middle initial, in all probability, stood for Thomas.

Paradoxically enough, John T. Hazelwood was a firm believer in everything advanced pertaining to dress. Nothing was too new or extreme for John T. to wear. He affected green fedora hats with the bow at the back, trousers of superlative cut—and even spats. His chin whiskers, from which, as George Ade hath it, one might expect to scare up a field rat once in awhile, partly covered a cravat of Cubist design and Post-Impressionistic hues. With a face and figure fitted by nature to go with modest discreet black, John T. generally rigged himself up like a venerable Sophomore of more than usual sartorial eccentricity.

But to get back to the disbeliefs of the subject of this sketch. Of all the things that John T. disbelieved, his most firmly-rooted skepticism was in regard to advertising. Paying out money for advertising was the worst of folly, the most heinous of crimes on the commercial calendar. Advertising did not pay. He had every reason for knowing, never having spent a cent on advertising in his life.

The business of John T. Hazelwood was not exactly flourishing. It seemed to drag along in an unvarying monotony of stagnation. His cost of doing business was low so that he made a good profit on everything he sold. Thus he was generally able to dig up the price of a Bulgarian tie or a fancy waistcoat, but it is doubtful if his bank account grew very rapidly. The store was a dark little cubbyhole, where confusion reigned supreme. Goods were jumbled in in any old way. The set of carvers—he seldom carried much of a stock—might be found in a nail bin as likely as not. The stoves were buried down deep, apparently having stood in the way of an avalanche of buckets, cans, saucepans and blankets.

One day the traveller for the firm making the line of stoves that Hazelwood handled, walked into the store.

"Business must be good, John," he remarked. "I see you have sold all the stock of stoves we put in for you last fall."

"Sold them all, nothing," declared John T. irritably. "I sold two. There are four of them back there still."

The traveller looked back and finally did make out the outlines of sundry stoves beneath the aforementioned avalanche of goods. "What was the matter?" he asked, although he felt the question to be quite unnecessary. It was apparent what the matter was.

"The stoves were rotten," said Hazelwood, decidedly. "Couldn't sell 'em no how. There didn't seem to be any demand for them."

"Do any advertising?" asked the traveller, casually.

"Advertising!" snorted Hazelwood. "Do you think I have money to throw away, to feed into the — the ravening maw of a rapacious printer? Whitson, if anyone offered me a whole page for two bits, I wouldn't buy as much as an agate line."

"If you would advertise, you'd sell the two dozen stoves that you're going to buy from me this year," said Whitson, the traveller.

"No, I wouldn't sell them," said Hazelwood, with a dry chuckle. "And I'll tell you why I know. I'm not going to buy two dozen stoves from you. I'm not going to buy one; you're going to take these four back off my hands."

Whitson laughed. "Look here, John," he said, "I'm going to make some money for you. You have no objections to getting something for nothing, I suppose?"

"No more than yourself," said Hazelwood.

"Well, here's something that won't cost you a cent. You'll make a pile of money but I warn you that you'll be shorn of one of your pet theories."

The plan that he outlined was as follows. He would put in two dozen stoves, guaranteeing to take back all that were not sold within a specified time. Furthermore, Whitson agreed to secure a share of the advertising appropriation of the firm for the local paper and to insert a series of strong advertisements, using Hazelwood's name and to bear the full expense. One stipulation was made: "I'm going to be on hand the first few days of the campaign," said Whitson, "and I'm going to take full charge. I'm to have whatever space I want in the store. And look here, John, if, at any

time you put any stuff on these stoves, you'll pay storage rates. They must be kept clear."

A few weeks afterward, the first shipment of stoves arrived and Whitson shortly afterward appeared on the scene. He stripped off his coat and proceeded to make things fly. By the time he had spent several hours, he had made things look fairly presentable in the store and had, among other changes, installed the stoves near the front of the store. Hazelwood hovered on the outskirts of the commotion, looking half vexed and half pleased; the vexation being due to the disrespect apparent in Whitson's methods and the pleasure arising out of the fact that he was having his place "red up" free of charge.

That night the first of the series of advertisements appeared in the paper. Next day there were a few enquiries and one sale. As the advertising continued, the interest grew and sales became a frequent occurrence. To cut a long story short, about twenty stoves were sold during the season, much to the astonishment of John T. Hazelwood.

Next spring Whitson paid another call in quest of orders for refrigerators.

"Nothing doing," said Hazelwood, "You sold me two last year and I didn't sell one of them."

"Guess we'll have to go after the refrigerator trade the way we did after the stoves," said Whitson. "I'll give you the same proposition."

Hazelwood promptly accepted. A series of advertisements were run and six refrigerators were sold.

When the time came to stock up in stoves again, Whitson put the issue squarely up to the merchant.

"Were you satisfied with your sales last year?" he asked.

"Rather," said Hazelwood.

"Then you had better go ahead this year and look after things yourself. You had better start some advertising on your own account."

Hazelwood thought it over. "No," he said, "I don't think I will. Advertising is no good."

"Very well then," said Whitson, "we'll just let things drop. We'll cut out our advertising."

"Oh, no," said Hazelwood, hastily. "I wouldn't do that. You had better keep right on. It won't hurt any."

"Guess you're converted alright," said Whitson. "You see the worth of advertising that's certain. We'll just leave it to you."

Hazelwood is using regular space.



## Catalogues and Booklets

### Power Washers.

Altorfer Bros. Company, Roanoke, Ill., manufacturers of power washers, have issued a very attractive and well gotten up photoportfolio showing the lines of power washing machines manufactured by the company.

### Metal Radiators.

The Pressed Metal Radiator Co, Pittsburgh, Pa, have issued a twenty page booklet illustrating and describing their line of Kinnear Improved Metal Radiators: The Canadian agents of the Company are the Waldon Company, Lumsden Building, Toronto, Ont.

### To Erect Garage.

Blenheim, Ont.—C. Halstead has purchased a lot from Mac Samson here and will erect an up-to-date garage and repair shop.

### Business Changes.

Listowel, Ont.—Fred Howes, for the past 7 years in the hardware business here, has sold out to C. Zilliax & Sons, also of Listowel, and will shortly take a trip West

### Windsor Merchants Organize.

Windsor, Ont.—Windsor merchants at a well attended meeting held last week decided to organize a branch of the Retail Merchants Association. Provincial Treasurer N. C. Cameron, Provincial Organizer Walker and Dominion Organizer Harrington gave addresses. Among the subjects discussed were the compensation act and the best methods of protecting members from charity and fake advertising schemes.

### McFarlane-Douglass Co., Catalogue.

Catalogue No. 5, consisting of eighty pages, has just been issued by McFarlane-Douglass Co., Ottawa, Ont., manufacturers of architectural sheet metal building materials. The catalogue is attractively gotten up, and is devoted chiefly to steel ceilings and side walls; half-tone illustrations of the various designs are shown. The firm also manufacture steel shingles, corrugated iron, cornices, skylights, ventilators, fireproof doors and windows, shutters, all steel doors, kalamein doors, windows and interior trim.

### COMPANIES INCORPORATED.

Miville Mfg. Co., Capital \$40,000; to manufacture and sell machinery and hardware in Sturgeon Falls, Ont.

## MINIMIZING THE FIRE RISK IN BUSINESS.

(Continued from page 43.)

yards away caught fire from the flying brands. However, by covering the roof with horse blankets and then soaking these with water the fire was kept at bay. The water was then turned on the metal siding which was almost red-hot. That pump and cistern saved the building and after the fire died down we swept five bushels of cinders off the roof.

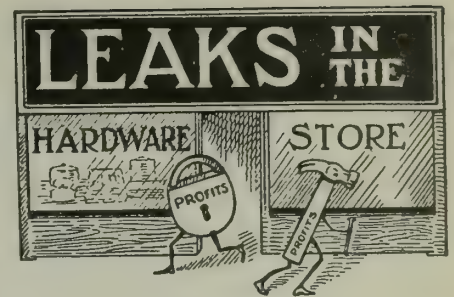
This was the lesson that brought action for after that trying experience we determined to equip our store in a way that would reduce the fire risk to the minimum. It was decided to equip the place with chemical extinguishers and in later years this proved a wise move. An iron ladder was attached permanently to the roof at four different points. This reached to within seven feet of the ground as the ends were folded back and tied but could be let down to the ground level in case of need. All inflammable material was kept in a fire-proof cellar and the property was kept free from all accumulations that would provide material for a fire. The staff was organized into an efficient fire fighting force and fire drills were held at unknown periods. A large fire alarm bell was placed in the building with a distinct set of signals for each floor and building.

All these precautions were not without their reward for the equipment was soon paid for by the reduction of 40c per \$100.00 in the fire insurance rate. Formerly with the old slipshod methods we were having fires at very frequent intervals but after adopting the new plan the fires from internal causes were practically eliminated and for five years now there have been no fires in this store. The fire fighting apparatus saved the store again when the hotel directly across the street burnt up. This time there was no confusion—everybody knew what to do and did it. The stock in the store was hardly disturbed while before the store always looked as if a cyclone had hit it after every fire.

It certainly pays to eliminate the fire risk and when it can be done with such little expense it behooves every dealer to take preventative measures before it is too late. An ounce of prevention is worth a ton of ashes and regrets.

### BLEW OPEN SAFE.

Montreal, Que.—Burglars blew open the safe in the office of the Steel Company of Canada at Lachine, securing about \$150 and overlooked diamonds used for steel cutting and valued at \$5,000.



There are many individual leaks in a hardware store. While each one may appear small in itself, the aggregate runs into a considerable sum. A few of the leaks are enumerated as follows:

Loss through breakage, occasioned through careless packing of merchandise.

Loss through unnecessary burning of lights.

The using of large sheets of wrapping paper when much smaller sheets would prove sufficient.

The habit of using letter-heads and other expensive paper for scribbling paper.

The waste of oil occasioned by leaving partly filled measures, etc.

The waste occasioned by winding numerous strands of twine around parcels. This waste is often unnecessary, and often spoils the appearance of the parcel.

Using new hammers and hatchets for opening cases, etc., thus preventing their sale as perfectly new goods.

The careless manner in which some clerks replace merchandise on the shelves after having shown it to customers.

The loss occasioned by having to tell a customer that your stock of that line has just run out.

Loss through carelessness in the delivery system.

Loss of merchandise through theft by dishonest customers.

Loss through not being courteous to customers.

### IN NEW OFFICES.

The Winnipeg Paint & Glass Co. is now entirely moved into the Notre Dame Investment Co. Building on Notre Dame Street E., Winnipeg. The basement is devoted to the Mantel Department, while on the spacious first floor is the paint and hardware. On the second floor the general officers of the company are located. These offices are much larger than those formerly occupied and give the executive staff the room which has long been felt necessary.



# Progressive Hardware Retailing

## FISHING COMPETITION.

The T. A. Squire, hardware store, Temple Building, Brantford, Ont., are conducting a fishing competition. The conditions of the competition, which appeared in a recent advertisement in the daily newspapers, are as follows:—"It is distinctly understood that any fish to be eligible is to be caught in the Grand River between June 15 and July 15, both days inclusive. The fish to be shown and weighed at our store. Everybody is entitled to try for these prizes. No restrictions. The prizes are as follows: First prize—For the largest small mouth black bass a handsome eight-day mission clock. Second prize—For the largest pickerel an open-face gold-filled gents. size watch. Third prize—For the largest fish of any kind, a jointed steel rod, silk line, and reel complete."

The competition should help to stimulate fishing activity in the neighborhood of Brantford. The prizes are very liberal, and contestants should obtain much enjoyment in angling, even though they are unable to land a fish large enough to be counted among the prize-winners. No doubt there will be a large number of anglers lining the banks of the Grand River from now until the end of the contest, the results of which will be awaited with interest.

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## SHOWS RESULTS OBTAINED.

The Imperial Hardware Co., College Street, Toronto, are displaying a length of stove pipe in their show window, one-half of which has been refinished with stove pipe enamel, and the other half has been left in its former rusty condition. A show card states: "A stitch in time saves your furnace or stove pipes." This is a good method of showing the public the results that may be obtained at small cost by re-finishing their stove and furnace pipes with enamel, and thus protecting them from rust and decay.

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## ISSUED SUMMER BULLETIN

Emmerson & Fisher Ltd, St. John, N.B., have issued a large mailing folder entitled "Summer Needs for the Town House—for the Summer House." The folder when opened out is about the size of a newspaper page and is light green in color. Illustrations of many lines are shown, and prices are quoted.

Among the lines of summer goods featured are oil stoves, camping supplies, bicycles, baseball goods, refrigerators, hammocks, lawn chairs, screen doors and windows, lawn swings, croquet sets, fireless cookers, garden supplies, carts and wagons, tennis goods. The advertising matter is well set up, and the cuts are distinct.

\* \* \*

## TOOK ADVANTAGE OF DOLLAR DAY

J. T. MacDonald Hardware Co., Calgary, Alta., ran an ad. in the newspapers in connection with the recent dollar-day sale conducted by the merchants of Calgary. The ad. contained names and descriptions of 22 lines that were specially priced at one dollar each. Some of the articles were grouped, one group for instance contained one self wringing mop, galvanized iron pail, 50 feet clothes line, and four dozen clothes pins, the lot for \$1. Another lot contained a regular 90c chopping bowl and a regular 35c chopping knife specially priced at \$1 for the dollar day sale. Many other lines of household goods were sold in lots at \$1 for each assortment.

\* \* \*

## PUSHING WASHING MACHINES.

The Taylor Hardware Company, Cobalt, are pushing the sale of washing machines, and are allowing their customers to take machines on thirty days' trial. If the machine is satisfactory, the customer has the option of paying cash or making terms of credit, for which an additional charge is made.



## SUPERINTENDENT AT CALGARY.

W. A. Paton has been appointed superintendent of the new three-storey warehouse that is now being completed in Calgary for The Sherwin-Williams Co. The establishment of this large warehouse has become necessary on account of the very rapidly growing business of the company in the Western Provinces, and in all probability it will not be long before warehouses are established in the West at other important points. Mr. Paton is particularly well qualified to take up his new responsibilities. He has been a member of the Sherwin-Williams' staff for twenty-one years. For some time past he has had

charge of the shipping department at Montreal, and the splendid results he has obtained in handling this important department have won for him this recent promotion.

Mr. Paton has a wide circle of friends in Montreal, and was particularly popular with his fellow-workers. To show their good wishes, before Mr. Paton left for the West his fellow-employees gathered together and tendered him a little surprise in the shape of a very handsome cabinet of cutlery and flat silver, and also a silver tea service. In addition, the members of the shipping department presented him with a very handsome case of pipes.

C. C. Ballantyne made the presentation, and expressed appreciation of the of the splendid work and faithful service that Mr. Paton had rendered the company.



## FIRST SOD TURNED FOR GLASS FACTORY.

The first sod for the large glass works to be erected at Thorold was turned on Friday afternoon by Jas. Battle on the 187 acre site recently acquired by the firm of Pilkington Bros., of St. Helens, Eng., one of the oldest concerns in the Old Country, employing in their works there some ten thousand hands and who have been in business there for some one hundred years.

## A MEANS TO SUCCESS.

Haymarket Square,  
St. John, N. B.,  
June 10, 1913.

Hardware and Metal,  
MacLean Pub. Co.  
Toronto, Can.

Gentlemen,—Enclosed you will find money order for subscription. I have been using your paper for years as a clerk and now read it for myself, and pass it over to my two men whom I employ, afterwards telling them I count this paper one that made me successful and fitted me to go into business for myself.

Yours truly,  
R. H. IRWIN.

# Some Suggestions for the Next Few Weeks

*PUT IN* A window display of all the little things that are needed around the home at the present time. There are any number of articles such as hooks for hammocks and flower-baskets, rope, trowels for gardening, watering cans and sprayers. A good showing of these little household needs will bring a big sale. Price everything in plain figures.

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*PEOPLE HAVE* been using hammocks for quite a spell now—that is, all who own them. For those who do not own hammocks, an advertisement featuring this line would have a strong attraction. When the sun's rays attain mid-summer strength and the evenings lengthen out, it does not require a great deal of argument to persuade people to buy. A hardwareman in Toronto held a hammock sale the other day and cleaned out a large stock. At that, he did not find it necessary to cut the price. Showing the goods prominently in the window and store sufficed to bring the crowds.

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*IT IS* A wise precaution to get the store stock in early. Most dealers prefer to wait until early Fall, when the demand begins to manifest itself, before ordering shipment. The result is a serious congestion and delay all around. The dealer loses by this practice very seriously, as it is necessary, for best results, to have the stock ready before the season opens. Start taking shipments in July and all delays later will be avoided.

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*A CERTAIN* hardwareman had quite a stock of screen doors left over and was beginning to think that he would be stuck with them. He then thought of the expedient of offering to put up all doors sold to customers who bought more than one door. There was an immediate response and one man was kept busy for several days putting up the doors. Despite the fact that this man's time was to be deducted from the profit on the sales, the dealer judged that he had come out well ahead. His stock had been cleared out at regular prices.

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*THERE WILL* be a rush of work for the tinsmith in the Fall. Why not try to get a share of this work in advance? A hardwareman is advertising that he is willing to inspect all eavetroughing and furnace pipes for customers and give an estimate of the cost of making all necessary repairs. He states that he is getting plenty to do.

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*GET ALL THE* summer goods up to the front of the store right away and *PUSH THEM* hard. The demand for these lines will not continue active for many weeks longer. Make sales "while the sun shines."

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*IF MORE THAN* one member of the staff is to get a vacation, arrange a schedule now. It will be possible, in this way, to so arrange the going away of each member of the staff that the least amount of trouble will be caused. A case occurred last summer where a hardwareman had three members of his staff away at the same time; and the store service suffered badly as a result.



# Bathroom Fixtures Should be Feature

**A Profitable Line to be Handled—Mail Order Houses Do a Big Business in This Line, Because of Lack of Aggressive Opposition—Window Displays With Price Tickets Will be Found Highly Effective.**

There are many hardware firms who have not fully realized the advantages of selling a good line of bathroom fixtures. It is a clean business, taking up little room, and netting a good profit. The bathroom of to-day is receiving much more attention in its many details than was formerly thought necessary. The little things that give a well-ordered appearance, with a place for everything, are popular with the good housewife. Manufacturers of bathroom fixtures are now turning out many lines of bathroom necessities that are very attractive in appearance and moderate in price. The addition of bathroom fixtures, such as soap and tooth brush holders, shelves, tumbler holders, towel bars, mirrors, etc., will improve any bathroom, both in comfort, convenience and appearance. In some towns and cities there are hardware merchants who are doing an exceedingly large business in the bathroom fixture line. Many of these merchants do not conduct plumbing departments, but simply carry a stock of bathroom fixtures as a side line along with their regular hardware stock.

There are a few customers who ask for a cheap class of fixtures, but in the majority of cases the customers are willing to pay a fair price in order to obtain high quality fixtures that can be depended upon to give satisfaction.

Some people purchase fixtures from novelty stores and mail order houses at a very low price, and find to their sorrow that they have received goods that soon become rust-spotted and do not give satisfactory service. There are a few hardware firms who carry some of the cheap grades of fixtures. These cheaper grades should not be sold to a customer without having the customer understand distinctly that they are not the highest quality, and that they will not give the satisfaction that would be obtained if a little higher price were paid for some of the better grade goods. Although the mail order houses sell a considerable quantity of the cheap grades, they also sell large quantities of the higher grade goods, and on the latter they make considerable profit. The reason they receive a large number of mail orders from the small towns is because there is nobody in the town who will carry a stock of fixtures, and the townspeople must of necessity send to the mail order house or some other place where the goods are stocked.

Another fact that should be borne in

mind is that the retail hardware merchant could sell the bathroom fixtures at the same price as the mail order houses and still make a larger profit on the fixture line than he does on many other lines carried as regular stock. There are many lines of fixtures being manufactured at the present time that may be profitably sold by the hardware merchant at popular prices within reasonable reach of all pockets. There are many lines of tumbler holders, soap holders, towel bars, tooth brush holders, combinations made up in solid brass, nickel-plated, very attractive in appearance and at surprisingly reasonable price.

One of the most effective methods to employ in selling bathroom fixtures is to display the goods; and they are a line that can be displayed in a very attractive manner. The unique and practical designs, clean and bright appearance of the goods assist in making the display thoroughly effective. An attractive display of fixtures in the store window is sure to attract attention and create enquiries. The display should be backed up by a staff of salesmen who possess a thorough knowledge of the good points found in the fixtures, and who are able to point out the special features to the customers.

Bathroom fixtures will not sell if hidden away in drawers or boxes. They should be on display at all seasons of the year. A wall case or a show case in the store, if dressed with a display of fixtures, will help to create a large number of sales.

Salesmen, however, should not wait for customers to ask for the goods. They should be shown. Many customers do not care to ask the price on goods for fear of the price being higher than they care to pay. Very often goods are lower in price than the customer imagines them to be. Price tickets should be used with bathroom fixture displays, and prices quoted in distinct figures. Show cards offering suggestions will also help greatly in getting prospects interested.

## Pushing Bath Sprays.

Bath sprays are a good line to push at the present time. A window display making a special feature of bath sprays will create many enquiries, and when a customer makes an enquiry, it is then up to the salesman to close the sale.

Other lines that could be featured are bath seats, stools, bath brushes, mats,

mirrors, wash rag holders, sponge holders, etc. In selecting a stock of fixtures the class of goods selected should necessarily be governed by the size and surroundings of the town or city. The investment for a representative stock of fixtures is very moderate, and in many cases suitable display cabinets may be obtained from the manufacturers for display purposes. Whether a merchant makes a success or failure of the bathroom fixture line rests largely with himself and his salesmen.

There are many firms in Canada who are cleaning up a large profit every year on their bathroom fixture line as a result of their progressiveness in carrying a representative assortment and effectively displaying it before the public.

If you have a stock of fixtures that are hid away in some corner or counter, and are not being displayed properly, bring the fixtures out and put a week's enthusiasm behind them. You will be surprised at the results that will be obtained.

## FIGURING BUSINESS COSTS IN THE TIN SHOP.

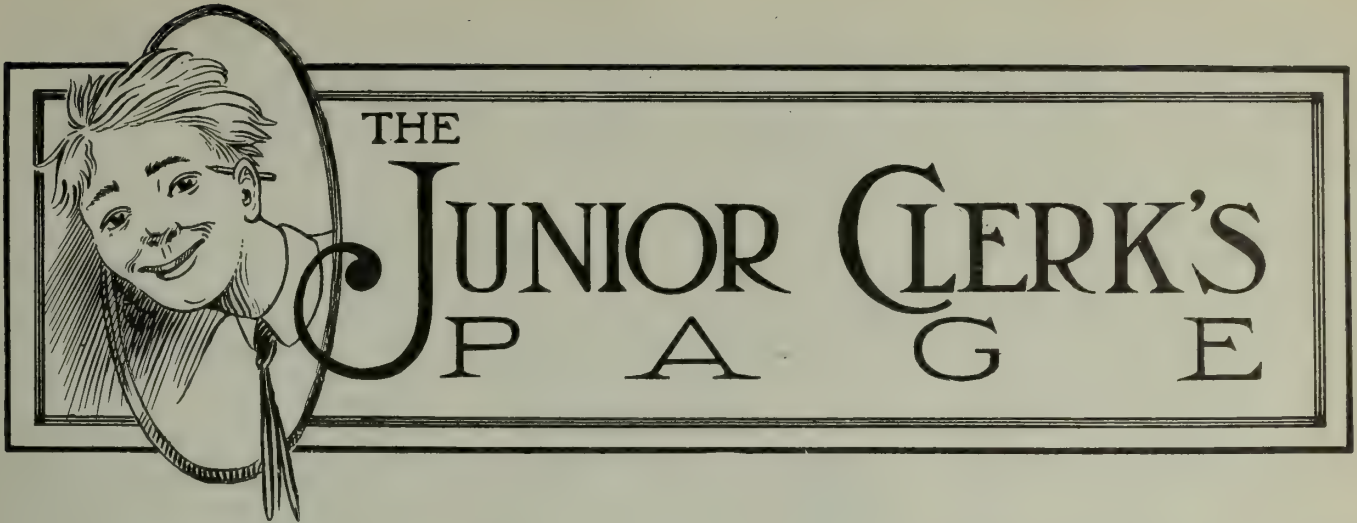
(Continued from page 42.)

very important fact that 50 per cent. on the cost of the goods only amounts to 33 1-3 per cent. on the sale. It should always be remembered the percentage of advance on cost does not mean the same percentage of sale. Expenses should always show as a percentage on sales. In deciding upon your profit do not be afraid to add a reasonable profit over and above your overhead expense. Always remember that low prices mean loss, overwork and very often failure. Do not forget that the invoice price is not the cost upon which to add your percentage.

The accompanying illustration shows an interior view in the workshop of the John Lewis Co., Belleville, Ont. This workshop is situated at the rear of their main store interior.

## EARLY CLOSING.

Stratford, Ont.—During July and August the tinsmithing, plumbing and heating departments of all firms engaged in that line of business here will close at 1 o'clock on Wednesday afternoons.



### CHANGING JOBS.

Look well into that new position before you accept it. Don't let a dollar or two more a week govern your proposed change entirely.

Find out the new concern's policy, particularly their attitude toward the help. Find out if they change often. Hesitate on that point alone.

If things look good to you all around have a quiet talk with your present employer after hours. Lay matters before him in a manly way. Don't brag about your ability.

He knows it more accurately than you do. Don't tell him how much you're worth. He's got that figured out, too, and it's foolish to upset his calculation. After you speak your little confidential piece, just listen. Ten to one you'll hear something pleasant. If he's a good promiser nail him down to a date. That shows you've got some business in you.

#### Advertise Your Store.

It is not desirable that a clerk tell tales out of school, but a clerk who is not sufficiently interested in the store to do it all the good he can by advertising it in his outside conversation is "not onto his job."

### WIN ON YOUR METTLE.

There is no force quite so effective as Opposition. When everything runs along smoothly and with no Opposition we lose the correctness of our vision, become careless and get off edge.

Win on your mettle.

Opposition keeps you constantly on the alert, arouses every ounce of fight in you and makes you think and plan your hardest and act beyond your normal powers.

Win on your mettle.

No one knows his own Possibilities of Efficiency and Achievement until the odds against him become desperate, and he stands up and faces them and—Fights.

Win on your mettle.

You have within yourself certain abilities undreamed of by you that need but the stimulating force of Opposition to bring them out. Opposition, dodged, becomes a terrible monster-faced, it takes to its heels.

Win on your mettle.

### PECULIARITIES OF GLASS.

Glass is one of the most interesting as well as one of the most peculiar things in the world. It has curious and contradictory qualities, and many astonishing phenomena are connected with it. Brittle and breakable as it is, yet it exceeds almost all other bodies in elasticity.

If two glass balls are made to strike each other at a given force, the recoil by virtue of their elasticity, will be nearly equal to their original impetus. Connected with its brittleness are some very singular facts.

Take a hollow sphere, with a hole, and stop the hole with the finger, so as to prevent the external and internal air from communicating, and the sphere will fly to pieces by the mere heat of the hand.

Vessels made of glass that have been suddenly cooled possess the curious property of being able to resist hard blows given to them from without, but will be instantly shattered by a small particle of flint dropped into their cavities.

This property seems to depend upon the comparative thickness of the bottom; the thicker the bottom is, the more certainty of breakage by this experiment.

Some of these vessels, it is stated have resisted the stroke of a mallet given with sufficient force to drive a nail into wood, and heavy bodies, such as musket balls, pieces of iron, bits of wood, jasper, stone, etc., have been cast into them from a height of two or three

feet without any effect, yet a fragment of flint not larger than a pea dropped from a height of three inches has made them fly to pieces.

### A MEAN MAN.

There is a man in our town,  
You'll never find a meaner,  
He borrows once a week, he does,  
His neighbor's vacuum cleaner.  
He uses it for a shampoo.  
The cost, he says, is lower,  
He's trying now some way to cut  
His hair with a lawn mower.

—Contributed.

### REMARKS OF THE JUNIOR CLERK.

It's hard for some people to stand success—in others.

\* \* \*

More push than ambition is needed to operate a wheelbarrow.

\* \* \*

A man and his good resolutions frequently go broke together.

\* \* \*

Perhaps there's nothing in a name, but it helps on a bank cheque.

\* \* \*

A man's sins find him out eventually, but his wife usually beats them to it.

\* \* \*

A hot spell occasionally is useful in affording the man who likes to kick a new subject of complaint.

\* \* \*

The man who withholds any idea or service that benefits mankind is as bad as the miser who boards his gold.

\* \* \*

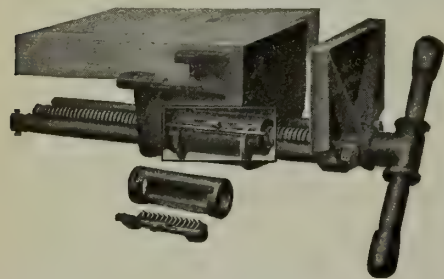
The people who jump out of the frying pan into the fire had no business in the frying pan in the first place.



# New Hardware Goods

## RICHARDS-WILCOX CANADIAN COMPANY'S VISE.

The Richards-Wilcox Canadian Company, London, Ont., manufacturers of door hangers and hardware specialties, are placing a new vise on the market. The accompanying illustration shows new No. 430 and 530 line quick-acting vise equipped with their new two-piece cam operated nut. The nut is a new invention, and, being composed of only two pieces, its mechanism is simple and reliable in operation, and it is claimed that it will not get out of order on account of there being no small parts to wear out. The nut proper is made of phosphor bronze. The nut sleeve is made of grey iron. The vise can be used as a simple screw vise when desired. A quarter turn to the left unlocks the screw and allows the vise to open or close on a direct pull. A quarter turn to the right locks the sliding device and brings the screw into action. The vise can be adjusted instantaneously, is continuous in action and operates the entire length. Nut is released and completely disengaged when pressure on work is removed by slight reverse movement of the handle. When pressure is applied, nut engages and locks screw firmly, and is held rigidly in position. The guides are of cold rolled steel. Jaws are of best grey iron, with working sur-

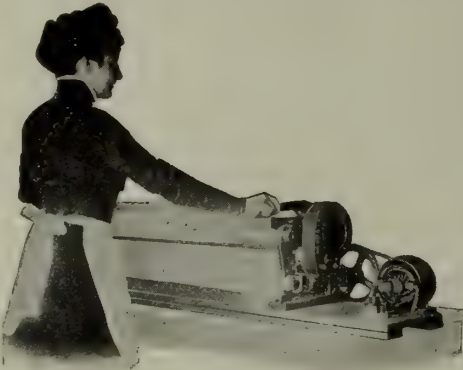


faces ground and finished. Special designs of ribs on jaws secures minimum deflection or spring under pressure as well as minimum weight. The vise is furnished separately or in connection with "R.-W." manual training benches.

## HOME IRONING MACHINE.

The Home Ironing Machine here illustrated is being offered to the Canadian trade by The McBreen Laundry Equipment Co., Cincinnati, Ohio. The machine operates on exactly the same principle as the flat iron. There is the padded surface with heated iron pressed against it. The padded roll is 15 inches

in circumference padded with felt and covered with muslin. This muslin may be easily replaced when worn out. The ironing surface is of highly polished iron heated from the inside and the heat is as easily regulated as that of a gas stove. The pieces are first lightly sprinkled and then placed on the feed



board and the roll and smoothed out. With a slow turning of the crank handle the goods pass between the roll and the hot iron and come out perfectly ironed and dry. The pressure lever removes the padded roll from the hot iron when not in use and prevents scorching but does not disturb the adjustment of the pressure against the iron when the lever is again lowered. Pressure of the roll against the iron is automatically regulated for varying thicknesses of clothes, and may be quickly regulated by a jam nut for heavier or lighter pressure. The machines are made in three sizes 24 inch, 31 inch and 37 inch. They may be heated by natural or artificial gas, and it is claimed that the cost of burning is about one cent per hour. Where neither artificial or natural gas are available, a gasoline attachment is supplied without extra charge. The machines may be worked by hand power or with belt attachment. The accompanying illustration shows the Home Ironing Machine with electric motor attached complete. It may be connected to any electric lamp socket and is equipped with an indicator switch. When the ironing machine is not in use the motor can be used to drive any other small machine such as a washing machine, ice cream freezer, emery wheel etc.

## WAX-PAPER FOR TOOLS.

The British American Wax Paper Co Darling Building, Toronto, are offering the trade a line of wax paper suitable

for wrapping fine tools, etc. It is claimed that the use of this paper protects highly finished surfaces from rust and assists in keeping tools etc. in a bright and saleable condition. The paper may be obtained in various weights and sizes.

## ICY HOT LUNCH KIT.

The Icy Hot Bottle Co., W. 42nd St., Cincinnati, Ohio, are making a new combination lunch kit here illustrated. The kit is equipped with an Icy Hot bottle which the manufacturer claims will keep hot liquids steaming hot for 24 hours and cold liquids icy cold for 72 hours. The bottle fits in a kit which is equipped with a tight fitting lunch box that keeps food fresh and moist. The bottle is enclosed in a case the top of which is a drinking cup, particular pains have been taken to protect the bottle from breakage. For those who carry their lunch to work instead of eating cold food and bread that has dried out it is claimed that the Icy Hot will supply steaming hot coffee with all the home-made flavor retained together with fresh moist food. In the hot weather ice cold lemonade, iced tea or ice water may be carried all day in the hot sun without changing temperature. In the evening the housewife can find



many uses for the bottle. It keeps baby's milk hot or cold, pure and clean all night and saves getting up to heat milk. In case of sickness it saves many weary steps heating broths, etc.

## DEATH OF HARDWARE MAN.

Harold G. Worth, aged 28, wearer of the Royal Humane Society's medal for conspicuous gallantry in saving four lives from the lake two years ago, met instant death on the G. T. R. tracks, between Port Union and Rosebank, when the suction from a fast train drew him under the wheels. The deceased was an employee of the Aikenhead Hardware Co., Toronto.

# Current News of Hardware Trade

## Escaped Fire.

Merlin, Ont.—The hardware store of W. A. Barr & Co. had a narrow escape from destruction by fire when the adjoining buildings were destroyed.

## "Colonial Wire Mfg. Co."

Supplementary letters patent have been issued changing the name of the "Canadian Wire Company, Ltd.," to that of "Colonial Wire Mfg. Co., Ltd."

## Companies Incorporated.

"International Valve Co., Ltd., Montreal, Que.; capital stock, \$50,000.

Union Carbide Co., of Canada, Ltd., Toronto, Ont.; capital stock, \$2,000,000.

Ontario Steel Products Co. Montreal, Que.; capital stock, \$1,500,000.

Farnham Wood Mfg. Co., Montreal, Que.; capital stock, \$200,000.

## Fire Losses.

Ottawa, Ont.—Woodward & Dear, paints, etc., have suffered a fire loss.

New Glasgow, N.S.—The Nova Scotia Steel and Coal Co., Ltd., have suffered loss by fire.

Port Colborne, Ont.—The Cork Works have suffered \$10,000 damage by fire, loss partly covered by insurance.

Collingwood, Ont.—The Imperial Steel and Wire Co.'s plant suffered slight loss by fire.

Three Rivers, Que.—Fire did \$10,000 damage to P. A. Gouin's hardware store.

Port Rouge, Que.—F. W. Bird & Son, paper manufacturers, have suffered a fire loss.

## Personal Notes.

Adam Taylor, of Taylor-Forbes Co., Guelph, Ont., was a business visitor in Toronto this week.

M. Johonnott, Winnipeg manager for the Dominion Cartridge Co., was in Montreal for a few days this week.

The death is announced of Ulric Beaupre, of Beaupre & Fils, iron founders and manufacturers, Montreal, Que.

Mr. Lockhart, of Gurney-Massey Foundry Co., Limited, Montreal, is spending a few days in Toronto on business.

St. Mary's, Ont.—Arthur Mutton has been engaged as traveler for David Maxwell & Sons, with headquarters in Mitchell, Ont.

Henry J. Fuller, vice-president of the Fairbanks-Morse Co., and president of the Canadian Fairbanks-Morse Co., is

at present on a visit of inspection to the firm's Western branches.

The many friends of Edward Dreier, advertising manager The Metal Shingle and Siding Co., Preston, Ont., will regret to learn that he is confined to his bed through illness.

## Industrial Items.

St. Catharines, Ont.—It is reported that the Canadian Flax Mills, Ltd., Toronto, will establish a \$150,000 factory and plant in St. Catharines.

Durham, Ont.—C. J. Fisher Co., formerly of Guelph, have started a factory here for the manufacture of screen doors, weather strips, etc.

Welland, Ont.—The Union Carbide Co. will build a \$750,000. plant here to employ 700 men, building to be started at once. The town is to grant a fixed assessment.

Berlin, Ont.—The Central Heating Co. has offered its plant to the city for \$38,000. An engineer will be sent by the hydro-electric commission to make a valuation.

Owen Sound, Ont.—Arrangements have been completed whereby the Superior Match Co. will resume operations in the course of a couple of months.

St. Thomas, Ont.—A by-law will be submitted to guarantee to the extent of \$125,000. the bonds of a company to be organised by L. E. Ewing of Findley, Ohio, for the manufacture of motor trucks. The company will employ 300 men and give \$250,000. security for the bonds.

## Business Changes.

Barons, Alta.—J. J. Tighe is reported sold out.

Pangman, Sask.—McSherry & Case, hardware merchants, are reported having sold out.

Lundar, Man.—Lake Manitoba Trading and Lumber Co. have been succeeded by Brickman Bros. hardware, flour and feed etc.

Listowell, Ont.—Fred Howes, for the past seven years in the hardware business in Listowell, Ont., has sold out his interest to C. Zilliax & Son and purposes leaving in the near future on a trip to the West. C. Zilliax was a former member of the firm of Zilliax & Sarvis which Mr. Howes bought out.

## New Firms.

Rosetown, Sask.—Power & Fish have opened a branch tin shop in Laberge.

Thorold, Ont.—Constable Bros. have opened a store here, and will deal in electrical supplies, etc.

Kelowna, B.C.—A new warehouse is to be constructed for the Morrison-Thompson Hardware Co. on Bernard Avenue.

Welland, Ont.—The Union Carbide Co. have arranged to build a plant at Welland, to cost \$750,000 and employ 75 hands.

## Ottawa Notes.

Ottawa, Ont.—J. O. Richard, formerly buyer with McDougall's, Ltd., has severed his connection with that company and has started business in partnership with I. House. The new firm have commenced building new premises on Clarence St. and expect to occupy same early in August. The new firm will be located in a section of the city that is growing rapidly and they will specialize on builders' hardware and mechanics' tools, in addition to the regular farming trade.

Retailers in Ottawa report business as being very satisfactory although collections are only fair.

## EARLY CLOSING IN OTTAWA.

The following notice appeared in the Ottawa daily newspapers:

Ottawa, June 9th, 1913.

We, the undersigned Hardware Dealers of the City of Ottawa, do hereby honorably agree to close our places of business at 1.00 o'clock p.m. on the Saturdays of July and August, 1913, and remain closed until the following Monday morning:

McKinley & Northwood, The Gray-Harvey Co., Limited, The Cuzner Hardware Co., Limited, Hugh A. Sharp, E. J. Laverdure, McDougall's, Limited, A. Workman & Co., Limited, W. A. Rankin, The Capital Hardware, Mulhall Hardware, Limited, The Central Hardware Co., Limited, W. Strachan, Star Hardware Co.

Le Pas, Man.—A. T. Engebretson has opened a tinsmithing and plumbing business.

Estevan, Sask.—The Brown Plumbing and Heating Co. have recently started in business here.



# Reports on Business Conditions Promising

Manufacturers Report That There is a Big Demand and That Business Seems Sound—Increases in Business Are Reported by Some Firms—Crop Conditions Are Most Promising at Present Time.

A hardware manufacturer made the following statement to *Hardware and Metal*, the other day:

"We cannot see any reason for continued uneasiness. It is quite true that conditions have been bad since the first of the year, but the trouble has been from shortness of money due to unwise investment and not to lack of business. There are no signs of hard times now and it is reasonable to assume that the maintenance of commercial and industrial activity will soon put plenty of money into circulation again."

## Brisk Business Done.

A hardware wholesaler writes:

"In response to your query, may say that not only has business not fallen off, but we are showing quite as large an increase as had been expected. Collections are certainly not as good as they might be but they are not slow enough to seriously hamper us. We look for improvement in the fall."

## Business Expansion.

New undertakings involving the expenditure of large amounts of new capital are not as numerous at the present time as at the corresponding period of last year. There is, however, a vast amount of capital expenditure being carried on in the Dominion. Our great transportation systems are not cutting down the volume of their expenditure. It will be as large as in 1912. That will ensure full employment of many industries in the Dominion. With the increase in population the demands on existing factories will keep them, generally speaking, busy. The entire industries of the

seek it there will be enough business to maintain the record of last year.

To a representative of *The Post* a prominent dry goods merchant said that keeping his travelers on the road in Western Canada during the dull times of 1907 and 1908 stood him in good stead when conditions changed for the better. By unrelenting efforts to get business, the volume of his turnover was maintained. So far, during the present year, it has shown a normal increase.



## CANADA AND THE MONEY MARKET.

(From *Toronto Star*.)

We are glad to note that in discussing the position of Canada in the London money market Sir Edmund Osler does not take a humble or apologetic tone. He says:

"The securities sold by Canada during the past ten years are the best that have been created in any foreign country or in any overseas Dominion. I say that most thoughtfully and carefully, for I am sure this fact cannot be controverted."

He adds that the borrowing of Canada is finally determined by immigration. Either financial assistance must be obtained, or the volume of immigration must be contracted. "I do not think we are to blame in any way. London likes to blame when money is tight, and to praise when it is easy."

Investments in Canada are sound as a whole. Whoever thinks otherwise must declare that he has no confidence

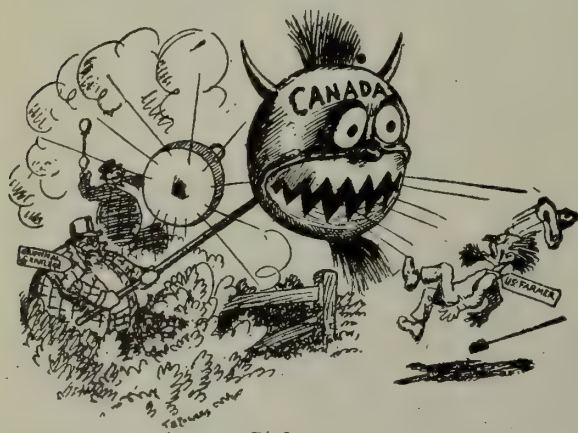
companies. The greatest money market in the world must have experts who are capable of judging these things.

Nor is the capitalist a person who dispenses favors and is entitled to gratitude. He lends money, not for

## CROPS ARE PROMISING.

*During the week rains in the Canadian West have materially improved crop prospects there and in Ontario showers have made the outlook for fruit and vegetables, as well as cereals much brighter. Wheat on the prairie in Saskatchewan and Manitoba for lack of moisture was showing signs of falling behind the stage of development normal at this season of the year. But warmth and humidity have during the past few days brought it fully up to normal for the season.*

*In Alberta generally the crops are in advance, as to condition, as compared with 1912. Rain at the close of last week and since that time has placed the crop in a fairly safe position.*



One view of the attempt being made to block tariff revision in the United States by raising talk of Canadian competition.

—From *Hearst's Magazine*.

Dominion are active at the present time. No apprehensions exists as to their continuing to be busy or to be financed. Under the circumstances, therefore, it is reasonable to assume that for those who

in Canada. Of course there are, and always will be, investments or speculations that are not sound. No country can guarantee all the promises made by dealers in real estate or promoters of

philanthropy, but for interest and dividends. When Canada was a poor and obscure country we did not observe the capitalists rushing to its aid. The promoters of the Canadian Pacific Railway had the utmost difficulty in raising money until the success of the enterprise was absolutely assured. The railway was built through the generous aid of the people of Canada. They gave twenty-five million dollars, a large mileage of railway already built in very difficult parts of the country, made a generous loan, and endowed the company with twenty-five million acres of land. The big capitalists as a class had neither the courage nor the foresight to put their money into what afterwards became a splendid and lucrative concern. The whole credit is due to a few enterprising Canadians and to the people whose land and money set the railway on its feet. The money market, as usual, helped those who helped themselves.

If capitalists get an attack of cold feet now they will regret it, as they regret that they lost the opportunity of investing in the Canadian Pacific Railway in the feebleness of its infancy.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

The general tone of business is good. Manufacturers and wholesalers report that they have found demand heavy all around. In some lines, the unfavorable weather has held back business which it may be too late to regain. In other lines, however, the volume of business done has been so brisk that shortages have developed.

The feature of the market has been the weakness in metals. Sharp declines were registered during the week in copper and tin. Lead remained fairly firm.

Prices on hardware lines remain firm for the most part. Toronto reports a drop in the price of wire nails of 15c a keg.

### MONTREAL.

Montreal, June 28.—Trading in hardware circles during the past week has been very quiet in so far as prices are concerned. The volume of business transacted, however, is quite up to standard, and the jobbing houses are being kept at concert pitch to meet the heavy demands.

Prices are holding steady in anticipation of the annual revision on July 1, and until that date few changes will go into effect.

The net prices on Peterborough goods came out this week. These are the working out of the revision of the discount announced in these columns some weeks ago. The discount is now 15 and 10 per cent.

The demand for refrigerators is very quiet, and, while there are a few moving, the majority of the jobbing houses are still well stocked. The weather during the past month has been very unfavorable, with the result that the public put off buying, and now so many people are leaving for the country that they are doing without a refrigerator. However, the real warm weather will clear out stocks in retailers' hand, and should it continue, it is more than likely that the ultimate result will be a better business.

### Stove Trade.

The trading in stoves at present is very quiet, and sorting up orders are not as satisfactory as anticipated. A few heavy ranges are moving, but mostly on orders for outside points, as the demand from the city is very dull at present. This is probably due to hot weather. This is usually a season of quiet anyway, but this year it is more pronounced than usual.

On the other hand, the demand for gas stoves is quite heavy, while the call for coal oil stoves is persistent. As so many people are leaving for camp, the

demand for oil stoves is increasing. The hot weather has also had a big effect in stimulating sales of this line.

Garbage cans are in good demand. Every little while some city or municipality passes a resolution compelling their citizens to deposit all garbage in covered containers. In Montreal the covered can is coming more and more into general use, and in some sections it is compulsory. The demand for graniteware and enamelware is increasing with the approach of the canning season. Preserving kettles are selling exceptionally well at this season of the year. Prices are unchanged.

There is a good demand for tinware and all lines of kitchen utensils.

### Metal Declining.

The metal markets sagged off again this week, and declines were registered against all metals. This weakness is due to the manipulations of the market by professional operators and to the tightness of money, making it necessary for some large holdings to be liquidated. Locally the market has held firm until this week, but the steady declines in the primary market had the effect of undermining the market here, with the result that prices had to tumble.

Pig Iron.—The market here remains steady under a good demand and ample supplies. London quotes 54s 7d, as against 55s 1d last week and 58s 9d on June 7. The local market is holding remarkably firm in face of this decided slump in the London market. The local market is holding tight in anticipation of a higher market, with easier money and a brighter tone in the financial market.

Solder.—There is no change in the price of solder, which remains steady at 29½ for half-and-half and 27½ for wiping. The decline to these prices last week has not brought in any great amount of business.

Corrugated galvanized sheets are quoted at 10 per cent. off list.

Galvanized sheets have declined 10c on all gauges.

Spelter.—The market locally remains steady at \$7 for spelter, but the London market is off £1 5s and St. Louis higher. London quotes £21, and St. Louis is selling at \$5.02½. Locally the market is quiet and devoid of interest.

Antimony is unchanged at \$10.25. New York quotes \$8.65, and London is asking £32.

Aluminum remains unchanged at 24c under a dull market. New York quotes a nominal market steady at 23½c to 24c for spot and 21c for futures.

### Tin Dropped.

The price of ingot tin declined again during the past week, and is now quoted at \$51, as against \$53 last week and \$54 for the previous week. This decline is due to the weakness in the primary markets.

There has been no change in the quotations on tin sheets.

The London market is off to £202 for spot and £202 15s for futures, as against £205 5s for spot and £205 5s for futures quoted last week. New York is selling pig tin to-day at \$44.60 in a jobbing way and \$44.90 at retail, as against \$45.35 in a jobbing way quoted last week.

Lead declined on the local market this week, but this is merely a fluctuation of the market, and it is very probable that the price will recover very quickly, as the primary markets are stronger. The strength in the lead market has long been one of the features of the metal market, and the present decline is merely the belated decline that should have gone into force some time ago when other metal declined. However, the market to-day is firm and an advance is a possibility. Locally lead is selling at \$5.50 for domestic and imported pig, as against \$5.75 last week, and \$5.75 for bar pig, as against \$6 ruling last week. Lead sheets are unchanged. There is no change in the price of lead pipe, which remains steady at 7½c, less 10 per cent. discount. Lead waste pipe is selling at 9c, less 10 per cent. discount; traps and bends are 35 per cent. off.

### Copper Down.

The copper market sagged again this week, the net loss being 50c, with the



## HARDWARE AND METAL

ruling price holding firm at \$16.75, as against \$17.25 last week and \$17.75 on the previous week. The decline this week is following a recent decline in the primary markets, but cables this morning advise a much better market abroad, with the result that prices here firmed up, and it was freely predicted that the decline registered this week would not last long, and that the market would rapidly recover. London quotes £64 5s for spot copper, and New York is selling at \$14.75. New York advises a dull market, with buyers holding off in anticipation of lower prices, while London looks for a higher market.

### TORONTO.

Toronto, June 26.—The feature of the week was the sudden drop in the price of metals during the early part of the week. Tin and copper were the two lines principally affected and both reached a low level. The market, however, has recovered and quotations are almost back to the prices quoted last week. Metal dealers report business as being satisfactory although buyers are very cautious in making purchases at the present time.

Collections are fair, metal merchants are curtailing credits in some instances.

There is a scarcity in some sizes of hand iron and one jobber states that on certain sizes he will be unable to get deliveries for ten weeks.

Nails have declined in price and are quoted 15c per keg lower than last week. Other lines of hardware are in good demand and prices are firm.

Stove manufacturers report a good demand for gas ranges and other lines of summer stoves.

Paint manufacturers are busy. Quotations are firm with the exception of turpentine which has dropped 1 cent per gallon.

### Decline in Solder.

A decline of ½c per lb. has taken place in the price of solder. This decline has been caused, no doubt, by the recent declines in tin.

### Copper.

During the early part of the week copper dropped to a very low figure but

the market has recovered somewhat and quotations are almost back at their former level.

### Tin.

The tin market has been weak and during the beginning of the week prices took a decided slump. The market has recovered, however, and at the time of writing, quotations are about the same as last week. Great caution is being observed in buying on account of the unsettled condition of the market.

### Lead.

The quotations on lead remain unchanged and prices are firm. Aluminum is still quoted at 24c. Zinc is easy with quotations unchanged.

### Iron Pipe.

The revised quotations on iron pipe are shown in current market quotations. There is a fair demand for pipe.

### Bar Iron and Steel.

No price changes are reported and the market is in much the same condition as it has been for some time.

### Decline in Nails.

Nails have taken a drop of 15c per keg and are now being quoted at 2.25 base in Toronto. Just how long this price will continue is uncertain, some dealers being of the opinion that the reduced prices will be short-lived and that they will soon regain their former level.

### Wire, Netting, Etc.

Rustless screen cloth is quoted at 7c per square foot in rolls and 8c per square foot when cut. Poultry netting remains at 50 per cent. discount and is in good demand.

### Harvest Tools and Shovels.

Harvest tools are quoted at 50 per cent. discount, special brands at 47½ per cent. Snaths 35 per cent.

### Binder Twine and Rope.

Orders for binder twine are coming in more freely and dealers are not as backward in placing orders as they have been for some time past. Hay fork rope is also in good demand. No price changes have occurred. Twine is still quoted

at prices shown in current market quotations ranging from 9½c to 12¼c lb. Pure Manilla rope remains at 17c base; British Manilla 13c; African hemp 13c; Sisal 12c. It is interesting to note the difference between the price of rope at the present time and of the corresponding period of last year. Prices as quoted in the June 29 issue of Hardware and Metal last year were as follows: Sisal 6¼ base; British Manilla 9c base; pure Manilla 10¼c base. It will be seen on comparison that quotations this year are from 4c to 6¾c per lb. higher than last year. It was expected in some quarters that rope would have reached a still higher price this year.

Sash cord is quoted at 28¼c lb. Sisal bed cord is quoted as follows: 48 ft., per doz. 72c; 60 ft., per doz. 90c; 72 ft., per doz., \$1.08.

### Lead Pipe and Fittings.

No price changes have taken place since the advance in the price of traps and bends reported in our last issue. Traps and bends are quoted at 35 per cent. discount; lead pipe 7½c less 10 per cent.; lead waste pipe, 9c less 10 per cent.. Fittings are quoted as follows: Malleable fittings, 40 per cent. discount; cast iron fittings 65 per cent. discount; standard bushings 70 per cent. discount; malleable, 65 per cent.; flanged unions, 65 per cent.; malleable lipped unions, 65 per cent.; nipples, 75 per cent.

### Ladders and Trestles.

Common extension ladders up to 32 feet, 13c per foot; 34 to 40 ft. 15c per foot. Roped extension ladders up to 32 feet, 15c ft.; 34 to 40 feet, 17c ft.; 42 to 50 ft., 19c ft.; 52 to 60 ft., 22c foot; Painters' trestles 6 feet, \$1.50 each; 8 feet, \$2.00 each; 10 feet, \$3.60 each; 14 feet, \$4.20 each; 16 feet, \$4.80 each; 18 feet, \$5.40 each; 20 feet, \$6.00 each; step ladders, 11c to 28c foot; chair step ladders \$1.00 each.

### Woodenware and Washing Machines.

Washing machines and wringers are selling in large numbers and are quoted at 20 per cent. discount. List prices are shown in current market quotations. Vacuum clothes washers are quoted at \$21.00 per dozen. Clothes bars, 4 feet, at \$4.25 dozen; 5 feet at \$5.50 doz.; 6 feet at \$7.25 doz.; ironing boards, 12 by 60 inches, at \$5.75 doz.; 14 by 60 inches, at \$6.25 doz.; sleeve boards \$1.50 to \$3.50 per doz.

### Belting and Lacing.

Extra leather belting is quoted at 60 per cent. discount; standard belting 60-10 per cent.; cut lacing 95c lb.; lace leather in sides, 85c lb.

### Summer Goods.

The recent warm weather has stimulated activity in summer goods and the

## NEW PRICE ON NAILS IN TORONTO

Wire Nails .....	\$2.25 base
Traps and Bends .....	.35% discount
Galvanized Corrugated Sheets .....	22 gauge—square \$6.75
Galvanized Corrugated Sheets .....	24 gauge—square \$5.50
Galvanized Corrugated Sheets .....	26 gauge—square \$4.25
Galvanized Corrugated Sheets .....	28 gauge—square \$4.00
Discount 10 per cent.	
Pure Manila Rope .....	17c base
British Manila Rope .....	13c base
650 ft. Twine .....	12¼c lb.



sale of lines such as hammocks, refrigerators, ice cream freezers, etc., has increased rapidly. The cool weather a few weeks ago caused a slackening in the sale of summer lines and repeat orders were few. The lines are now moving rapidly and repeat orders are arriving in large numbers. Screen doors and windows, lawn mowers, lawn swings, lawn seats, rubber hose, sprinklers, etc., are moving rapidly and retailers are doing a good business. Summer oil stoves, gas ranges, gas plates, gasoline stoves, are being shipped in large numbers, there has been a scarcity of some lines of gas ranges. The demand for ranges is increasing every year and they are greatly favored by the public in towns or cities where gas is obtainable. Cutlery and silverware have been selling freely, a large amount being sold for wedding gifts. There is a good demand for electrical appliances such as fans, irons, toasters, percolators, etc. The electric line is growing very popular with the public and large numbers of appliances are being sold by retailers and jobbers. Many of the lines of electric appliances have become so reasonable in price that they are now within the reach of the average householder.

Enamelware and tinware are in good demand and prices are unchanged. There is also a good demand for woodenware, etc.

#### WINNIPEG.

Winnipeg, June 24.—There is a firm demand for farm machinery here, and this is liable to increase between now and the harvest season. Thousands of acres of new land have been broken this season point to an increasing output of mand for this line will at least be equal to that of past seasons, and will probably be in excess of this.

Builders' supplies are also in brisk demand, and there is considerable building contracted for, besides that undergoing construction, especially in the Western cities, where there is always more or less building, particularly in the spring and summer.

The quantity of flax in stock at Fort William and Port Arthur last week was 5,000,000 bushels; a record for this commodity, which is firm here accordingly.

The hardware trade, electrical supplies, manufactures in paints and oils are in tolerable demand, and the indications point to an increasing output of this line. In response to the Montreal market, linseed oils continue stationary.

There is a good demand for structural steel and cement. The stove business is quiet for the moment, and heavy hardware and metals continue unchanged.

## HARDWARE LETTER BOX



#### LePage Door Checks.

Sumner Co., Moneton, N.B.—“Can you inform us what firm manufactures the LePage Door Check?”

Wm. Keating, 266 MacDonnell Ave., Toronto.—Editor.

#### Franklin Stoves.

Thos. Meredith & Co., Toronto.—“Could you advise us what firm makes the Franklin stove?”

The Franklin stove was manufactured by the Gurney Foundry Co. about 20 years ago, but has since been discontinued. All patterns for this have been destroyed.—Editor.

#### Hand Saw Handles.

Jas. Simmonds, Ltd., Halifax, N.S.—“Kindly advise us who makes hand saw handles.”

Henry Disston & Sons, Inc., Philadelphia, Pa., Toronto, Ont.; Stanley Rule & Level Co., New Britain, Conn.; Chapin Stephens & Co., Pine Meadow, Conn.; E. C. Atkins & Co., Hamilton, Ont.; Shurly Dietrich Co., Galt., Ont.—Editor.

#### Toronto Address.

Ingram & Davey, Ltd., St. Thomas, Ont.—Will you be kind enough to give us the Toronto address of D. M. Stewart Mfg. Co., Chattanooga, Tenn., manufacturers of acetylene burners, etc.?”

This firm have removed their Toronto branch. Address their head office.—Ed.

#### Screw Cabinets.

W. Hanna & Co., Port Carling, Ont.—“Please advise us of some firm manufacturing cabinets for holding screws.”

American Bolt & Screw Case Co., Dayton, O.—Editor.

### HOW TO TAKE ROPE FROM A COIL SO THAT IT WILL UNWIND WITHOUT KINKING.

In answering the question as to how to take rope from a coil without kinking, the Plymouth Cordage Co. give the following directions:—

Place the coil on its head with the inner end of the rope at the bottom; then draw out this end anti-clockwise and throw the rope as it comes out so that it will fall in the same direction as that taken during the unwinding.

Where storage space is limited, it may be necessary to draw from the

outer end of the rope. In this case the coil should be placed with the inner end at the top. This method, however, has the disadvantage that the burlap covering must be removed.



#### HUSKING PIN TO USE WITH GLOVES.

The accompanying illustration shows a husking pin manufactured by R. F. Clark, 54, W. Lake St, Chicago, Ill. The husking pin is designed to use on the bare hand or over any cotton, flannel or other kind of glove. It can also be used with a mitten by putting the strap through a slit and strapping it



over the mitten. The main feature of the construction is in the shield and hand part being in one piece and the strap a second piece. This construction makes the grip secure.

#### BUSINESS MEN.

By Paul Jones.

The man who has the ability to select good men is bound to succeed, as it is his foresight in getting together a certain class of men of character and brains that enables him to build up a successful business.

One man of business capacity can accomplish much, but his sphere is limited. To do a large and profitable business he must have an assembly of men of force and intelligence, for departmental managers worthy of the name, whose duty it is to make such departments a success. He must have confidence in them and give them free rein to accomplish their ends, as no department managers of ideas can do justice to the house or themselves if they are handicapped by intrusion from their employers. If they are not competent to handle the situation in an intelligent and careful way, it is the privilege and duty of the employers to replace them with men of capacity, but not to treat them with other than respect while holding an important position.

To get such men it is quite necessary to pay them according to the position and their ability. Be big and broad enough to recognize any successful improvement which they may make, and assist them with encouragement, so they may have respect for the house and for you.

Men of character are usually sensitive and fair; treat them like men, not as servants. Broad-gauged business men are always open for suggestions, whether it comes from the man of ideas or the humblest in their employ. No man is so great that he cannot learn something daily from circumstances and the world at large.

If you are a success, train your men according to your ideas. If only fairly successful, do not think you are humbling yourself by being open to suggestions. Success is an assembling of little things, the concentration of thoughts, no matter from whence it comes.

Business passes through a transition period nearly every ten years, and in order to keep abreast with the times one must watch carefully and well such conditions and, when necessary, change his methods to conform to the times, or he, too, like many others, will be relegated to the past.



# Methods of Retailing Paints and Varnishes

## Flat Wall Colors and Their Uses

**Dealers Should Acquaint the Public With the Great Possibilities of These Lines—Artistic Results Can be Obtained at a Small Outlay and With Little Trouble — Salesmen Must be Thoroughly Conversant With the Goods.**

A large number of manufacturers and dealers in ready mixed paints and painting materials have been making special efforts of late to work up a large trade in paints for interior decoration in the home. In many cases, they have succeeded. Among the lines that are being brought prominently to the front are flat wall colors. In purchasing paint for interior use, the majority of householders expect a paint that is easily applied, sanitary and washable. The flat wall colors, that are being offered, appear to meet all the requirements besides being obtainable in a large number of soft tones that are restful to the eyes and lend themselves to any scheme of decoration. By purchasing reliable ready mixed preparations the unskilled house-owner is provided with the means of obtaining pleasing and artistic treatment of interior walls and ceilings that may be arranged in perfect harmony with any style of furnishings.

The good housewife takes pride in having the interior of her home bright

in appearance, clean and sanitary. There are many householders who would like to re-decorate the interior of their homes but do not care to go to the expense of engaging a painter but who would readily undertake the work themselves if they knew it was possible to obtain a satisfactory ready-mixed material that could be applied by an unskilled workman.

The first essential in pushing the line is to display it, advertise it, let the public know you have it and what it is for. The next is to know the goods. The majority of customers who wish to buy paint for interior decorative purposes are looking for information when they consult the hardware merchant or his salesman. They know they need a paint or a finish of some description, but they are generally undecided as to what is the best material for them to use. They very often become confused when they see the range of colors and find it a hard proposition to decide on colors that they think would be suitable. In cases of

this kind, a thorough knowledge of the goods on the part of the salesman will prove of inestimable value. If the salesman can offer suggestions, give information regarding the use of the material and answer all questions promptly, the customer will generally place confidence in him and the chances are he will obtain an order without much difficulty. If, on the other hand, the salesman appears doubtful and is not sure of his argument, it is altogether likely that he will have difficulty in obtaining an order. Great care should be taken to thoroughly inform the customer regarding the manner in which the finish should be applied. It is not an uncommon occurrence for a good paint or wall finish to be condemned by a user when the fault lies chiefly in the method employed in applying the paint. Ignorance of the proper use of paint due to insufficient instructions has often caused an endless amount of trouble with paint users who have condemned the paint when they or the persons who sold them the paint were entirely at fault.

Window displays showing actual results that have been obtained by using the goods featured will often result in good sales being made.

Wall board has proven very useful for showing results of finishes for interior



*Paint display in window of Hillier & Co., Queen St., East, Toronto.*





## You'll Not Keep These Grates YOU'LL SELL THEM

A copy of our new catalogue, just issued, is waiting to be addressed to you—all we need is your address. This third edition of our Mantel and Grate catalogue scintillates with new ideas for the home-builder of to-day. Styles continue to vary from year to year, and in order to give your customers the service that will bind them to you, it will be necessary for you to

### STOCK THE LATEST

The new catalogue shows grates for the living room, dining room, den, halls, and bedroom, for all classes of homes. It will be to your interest to write for this to-day.

## The WINNIPEG PAINT & GLASS COMPANY, Limited

"Everything for a Building"  
WINNIPEG

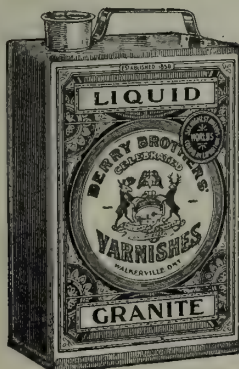
Edmonton Paint and Glass Co., Ltd.  
EDMONTON

Calgary Paint and Glass Co., Ltd.  
CALGARY

## Ohio Floods

Don't  
Affect

# BERRY BROTHERS VARNISHES



Here is a picture of the library of W. B. Shuler's residence at Hamilton, Ohio.

During the recent flood the water rose to such a height that it flooded the entire first floor of the house, reaching to the top of the book-cases and just touching the lowest of the books piled on top.

After the flood receded the room was coated with slime and mud. Apparently everything was ruined. But a generous application of soap and water showed that the varnish on floor, walls, doors and bookcases was as fresh and beautiful as ever.

The floor was finished with Berry Brothers' Liquid Granite; other trim with Berry Brothers' Luxeberry Light Wood-Finish. The house was built in 1911.

Similar experiences were reported from all through the flooded district. Everywhere Berry Brothers' Varnish stood the flood test.

Isn't this the kind of varnish you want to sell to your customers? Write us to-day for full data regarding our dealers' profit-making plan.

**Berry Brothers** The World's Largest Varnish Makers **Walkerville, Ont.**



decorative purposes. The board may be painted in the store when the clerks are present and they will have a good opportunity of learning the actual working conditions of the paint. The accompanying illustration shows a window display of paints for interior decoration

in the store window of Hillier & Co., 2199 Queen St. East, Toronto. The two show cards tell what the finish is used for and the large panels show some of the decorative effects that may be obtained. Arrangements of this kind where actual results are shown are al-

ways sure to create an interest in the minds of householders with the result that they make enquiries. With the prospect's mind in a receptive mood, the salesman has an opportunity of showing his selling power and the result should be sales and profit.

## Weekly Market Report --- Paints

### MONTREAL.

Montreal, June 24.—The brisk tone continues in the paint and oil market and from a monetary standpoint everything is very favorable. The amount of business transacted so far this season is away ahead of last year and it looks as if the predictions in these columns that this would be the banner year in the paint trade would be fulfilled. The collections are more satisfactory and money seems to be coming forward in greater volume than previously. The manufacturers are well pleased with the situation so far for while trade has been slowed up a little they have had the opportunity to close up some long time accounts that were burdensome before.

Glass.—The imports of glass have been coming forward fairly well up till last week. It was reported in these columns some few weeks ago that the steamship companies were discriminating against the glass cargoes in favor of the passenger trade at the harbour of Antwerp. A cable arrived to-day stating that owing to the immense immigration traffic from the Port of Antwerp, the steamship companies were forced to leave the glass cargoes and bring passengers. The Antwerp docks have been fairly covered with glass for the past week and the cable to-day advises that a special steamer has been chartered (Newton Hall) and is now on the way over loaded to the beams with glass. Two other ships, Lake Michigan and Montezuma are on their way each of which is supposed to have a large consignment of glass on board. The landing of the cargoes on board these three ships will be a big help in eliminating the shortage. The stocks in store here are up to normal and it is only those who have ordered their stocks direct that are suffering. The wholesalers and jobbers have been mercilessly questioned regarding the delay in the forwarding of these import orders and while they have been in no way to blame the retailers have made them shoulder it just the same. However, with the arrival of these cargoes, things will be smoothed out again. The trading locally is quiet and everything is going along nicely. Prices are firm and unchanged.

### Red Lead Advances.

Red lead advanced 15c this morning. White lead is very firm and an advance is looked for at any minute as the pig lead market is still going up and the dry white lead has advanced. The demand for white lead in oil is very good as buyers are laying in stocks in anticipation of advanced prices. With the pig market continuing strong the white lead market will surely advance this week.

Linseed Oil.—The boiled linseed oil market is a little weaker than last week as the price is a cent lower than last week in some instances, the range being from 61 to 62c as against 62c last week. Raw oil is steady at 59c.

Gasoline is the same price 27½c in single barrels and 24½c. in drums. Petroleum is unchanged at 17c. Cylinder oils, machine oils, and black oils are unchanged.

Turpentine. — Pure turpentine is steady at 56c. under a good demand. The Savannah market is a little steadier and prices are inclined to be stronger. Pure spirits of turpentine is selling at 58c per gallon in single barrel lots.

Mixed Paints are in good demand with prices unchanged.

### TORONTO.

Toronto, June 26.—Paint manufacturers and jobbers report business as being very brisk and state that there is a good demand for all kinds of painting materials. Orders are coming in freely. With the exception of turpentine, no price changes are reported. Oil is unchanged. Lead is very firm. Glass and putty are in fair demand. Turpentine has been weak. There has been an exceptionally heavy demand for ready-mixed paints and manufacturers have been working to their full capacity in order to keep up with orders.

### Linseed Oil.

No change is reported in the price of linseed oil. The ruling prices are still 60c per gallon for raw linseed oil in single barrels and 63c per gallon for boiled oil in single barrels. Quotations for larger quantities are shown in current market quotations. A comparison

of present prices with those of the corresponding week of last year show a wonderful difference in price. Linseed oil a year ago was quoted at \$1.08 for raw linseed oil in single barrels and \$1.11 for boiled linseed oil in single barrels.

### Declines in Turpentine.

The turpentine market has been very weak in the South. There has been a falling off in the demand and this, in addition to the heavy receipts of the new crop has had a tendency to cause weakness in the primary markets. A decline of 1 cent per gallon was reported in our last issue and a further decline of 1c per gallon has taken place this week making the price in Toronto 56c per Imperial gallon in single barrel lots.

### White Lead Unchanged.

Toronto quotations are still 8.20 per hundred lbs. in ton lots with 20c per hundred lbs. advance in small lots. The market appears firm and further advances are reported in England. An advance of 15c per hundred lbs. has taken place in the price of red lead.

### Paris Green.

Pure Paris green is quoted at 19¼c per lb. in barrel lots and 22¾c per lb. in 1 lb. packages. Quotations on other sizes are shown in current market quotations.

### Glass and Putty.

The demand is fair for this season of the year and quotations are firm. The discount on glass is still 15 per cent. in Toronto. Putty still remains at prices shown in current market quotations.

### Ready Mixed Paints.

The demand has been exceedingly heavy and manufacturers are still very busy. Retailers report a good paint trade being done. Varnishes and varnish stains are also in good demand.

### Arsenate of Lead.

Quotations range from 17 50 per 100 lbs. in 1 lb. packages to 8.00 per hundred lbs. in 600 lb. casks. Quotations on other sizes are shown in current market quotations.

### Coal Oil, Etc.

No change is reported in the prices of coal oil, gasoline, benzine, etc., and the demand is fair.

## PAINTING?

Forget color schemes and while, get endurance truths first

Take this good advice now, before you paint or let a contract. Four years from now you'll be glad you did. Learn how vital is the large percentage of Brandram's B. B. Genuine White Lead—World's hundred year standard—combined in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

We have a telling booklet that will arouse you to new interest in paint.

**SMITH & SCHAEFER,**  
Boltou, Ont.

## UNDERSTAND PAINT!

Before you paint or let the contract, inform yourself thoroughly. Get endurance truths first. Vague impressions mislead. You need intimate, exact knowledge.

A unique formula that gives unique wear is revealed in its relation to your pocket in a gladly-free booklet. Said formula is unique because its makers hold an exclusive advantage in Canada's Paint market. The booklet specifically details

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! We'll give you this informing booklet. You should read it now

**MONTGOMERY & FERGUSON**  
HAILEYBURY ONT

## UNIQUE PAINT!

Unique in endurance because unique in formula. It's makers are the only paint manufacturers in Canada who corrode and grind their own white lead. White lead is paint's first essential.

An uniquely large proportion of Brandram's B. B. Genuine White Lead—World's standard for a hundred years—is guaranteed in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! Get endurance truths first (in an eye-opening booklet) before you paint or let a contract.

**W. N. MOORE & SON,**  
DUNNVILLE, ONT

## A PAINT HINT!

Forget color schemes while you paint or let a contract get at the heart of the paint question.

Learn how vital white lead is to paint. Find that Brandram's B. B. Genuine White Lead is the World's hundred year standard. Know that you'll then understand why you'll find that only one paint firm in Canada who corrode and grind their own white lead—70% of a white lead, what it does for you, in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! The whole, interesting picture is told here in a booklet. Get it

**MACKENZIE, MILNE & CO. Limited,**  
Sarnia, Ont.

## IMAGINE

for a moment that you have some intention of painting your house. Put customers place

All ready? Is your mind and attitude, for the time being, that of a buyer instead of a seller? Then turn the page. Glance casually at the advertisements, bearing minutes, you are a customer rather than a merchant

Frankly now, can you resist those strong, striking headlines?

**BRANDRAM-HENDERSON**  
MONTREAL, HALIFAX, ST. JOHN, TORONTO, WINNIPEG

**JOHN FENNELL & SON**  
BERLIN, ONT

## YOU KNOW PAINT?

Don't paint or let a contract till you do. Vague impressions are useless. You must get definite endurance truths.

You should know how good and how much white lead is in the paint you use. White lead is paint's first essential. You will find not only more, but the world's standard white lead guaranteed in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! We have some eye-opening truths for you condensed into a booklet.

**THE JONES HARDWARE CO. Limited,**  
Uxbridge, Ont.

## ENQUIRE THEN PAINT!

Seek endurance truths first. Then you can paint or let a contract with discernment

Do you know how vital quality and quantity of White Lead are in Paint? Do you know that only one paint firm in Canada corrodes its own White Lead? You ought to know what an unique effect endurance of

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! We will meet your enquiring mind with a booklet brimming with paint tips

**MASON & DALE,**  
Bowmanville, Ont.

## BEFORE YOU PAINT!

Before you paint or let a contract, understand paint thoroughly. Color schemes and details can wait. Get endurance truths first.

You'll find that only one paint firm in Canada corrodes and grinds its own white lead. That fact is important. For white lead is paint's first factor. Actually 70% of a white lead that has set the world's standard for a hundred years is guaranteed in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! Get more striking endurance truths in a booklet—free.

**W. H. KENNEDY,**  
Ailsa Craig, Ont.

## TIME YOUR PAINT!

It pays to figure it a time, years ago. How many years of wear? Depends chiefly on the quality of White Lead.

What quality White Lead? You'll find that the World's standard for more than a hundred years is Brandram's B. B. Genuine White Lead. Guaranteed figures will prove to you that an uniquely large proportion of this World's premier white lead is combined in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! Today is the time: before you paint or let a contract. We have an eye-opening booklet for you

**RICHARDSON & RAE**  
INGERSOLL, ONT

## PAINT KNOWINGLY!

Apply a simple business rule. Before you act know the whole truth. Don't paint or let a contract till you get endurance facts

Learn about paint's first essential—White Lead. You'll find that the World's standard for more than a hundred years is Brandram's B. B. Genuine White Lead. Guaranteed figures will prove to you that an uniquely large proportion of this World's premier white lead is combined in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! We have a booklet of plain but convincing paint facts awaiting your judgement

**JOHNSON'S**  
Grimsby, Ont.

## PAINT EYE-OPENER!

Other business questions you approach with eyes wide open. Don't break your rule when you paint or let a contract. Get endurance truths first.

Examine facts and figures as to quality and quantity of white lead in paint. For white lead is paint's first essential. You will find that only one paint firm in Canada corrodes and grinds its own white lead. And that white lead is the World's hundred-year-old standard. You will sense the significance then of the guaranteed formula of

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Facts and figures are told one plainly for you in a booklet.

**J. E. MOSLEY,**  
Huntsville, Ont.

A few newspaper ads. that help sell more B.-H. "ENGLISH" Paint.

Write our nearest office for full Agency Proposition.

**BRANDRAM-HENDERSON LIMITED**

Montreal      Halifax      St. John      Toronto      Winnipeg



## CURRENT MARKET QUOTATIONS

60





# CO-OPERATION THAT COUNTS

## MINERVA

### Paints and Paint Specialties

prove a paying line for any wide-awake dealer.  
 We not only put quality into every can, but the direct support we give in the dealer's interest makes "Minerva" Brand the most profitable line to handle.  
 We actually create the demand for "Minerva" Paints by our forceful consumer advertising, effective color cards, window trims, counter cabinets, show cards and street signs.  
 Fall into line with hundreds of aggressive dealers and feature the "Minerva" Line.  
 Every can guaranteed to contain full imperial measure.



## PINCHIN, JOHNSON & CO.

### (CANADA), LIMITED.

377-387 Carlaw Avenue, Toronto  
 Established in England in 1834.



## Why Burn Electric Lights? Candles or Lamps Give Light

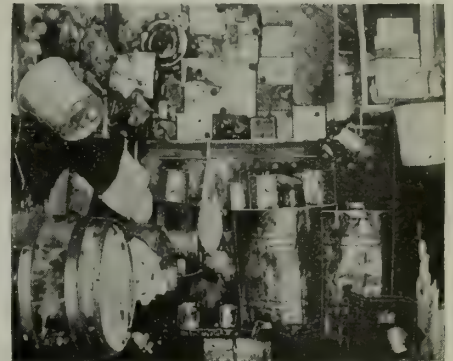
And they are possibly more economical. But are they as convenient? Don't they require too much attention, and are they not an extra fire hazard?

Electric lights illuminate every corner by simply turning a switch. Now, if you gave the same careful consideration to other needs around your store as you do the lighting problem, you would secure greater benefits. For instance—Why not throw the searchlight into your paint-oil room? What do you find?

### Oil Soaked Floors—Dirty "Gummed-Up" Containers

These are due to your using the original packages for storage and distribution. In this department you leave the Twentieth Century for the days of candles, and thereby you lose 15 to 20% of your profits. Why not avoid this inconvenience, fire hazards and actual losses by installing a

Which is your store? The one below or the one in the upper right-hand corner?



### BOWSER SAFE OIL STORAGE SYSTEM

and bring your oil room "up to date"—up to the high-grade efficiency of the balance of your store.

A Bowser Equipment stores and accurately measures and records your paint oils, keeps them free from "foots" and "fats," and provides an evaporation, leak, burglar and fire-proof equipment; built to conform to that measure of safety prescribed by the National Board of Fire Underwriters. They reduce your insurance premiums and soon pay for themselves through their many other savings.

Send for free book giving more interesting facts. Promptly mailed

## S. F. BOWSER & CO., Inc.

66-68 Frazer Avenue, Toronto, Ont., Canada  
 Made by Canadian Workmen and Sold by Canadian Salesmen

Sales Offices in all centres and representatives everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measure, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.



# HARDWARE AND METAL

## COLORS IN OIL.

Venetian red, 1-lb. tins pure....	0 12
Chrome yellow, pure .....	0 13
Golden ochre, pure .....	0 13
French ochre, pure .....	0 12
Chrome green, pure .....	0 13
French permanent green, pure....	0 15
Signwriters' black, pure .....	0 19
Marine black, 25 lb. irons.....	0 36½
Combs, graining, set .....	0 65

## ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.) .....	1 80
Cee Pee Co. enamel .....	4 50
Sterling Enamels .....	3 20
Anchor Floorlustr .....	1 80

## Glue.

French medal .....	0 19
German common sheet .....	0 10
German prima .....	0 15
White pigstout .....	0 15
Brantford medal .....	0 19
" golden medal .....	0 11
" brown sheet .....	0 10
" Golden sheet .....	0 13
" Gelatine .....	0 22
" white gelatine .....	0 22
" white glue .....	0 11
" 100 flake .....	0 10

Perfection amber ground, No. 1230 0 13  
Ground glues at same prices.

Brantford all-round glue, ¼-lb. pack-ags, 10c; ½-lb., 15c; 1-lb., 25c. Dis- count. 0 13

XXL .....	0 13
XL .....	0 11½
CL .....	0 11
C .....	0 11

## PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19½
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.....	0 20½
In 25 lb. drums, per lb.....	0 22½
In 1 lb. pkts, 100 lb. in cs, lb.....	0 23½
In 1 lb. pkts, 50 lb. in cs, lb.....	0 23½
In ½ lb. pkts, 100 lb. cs, lb.....	0 24½
In 1 lb. tins, per lb.....	0 23½

## PARIS WHITE.

In bbls. ....	0 90
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## PIGMENTS.

Orange Mineral, casks .....	0 08½
" 100-lb. kegs.....	0 08½

## PREPARED PAINTS. Per gallon in qt. tins

Sherwin-Williams paints, base .....	2 00
Canada Paint Co.'s Pure .....	1 75
Globe house paint (Windsor).....	1 60
"New Era" house paint (Wind- sor) .....	1 85
Benj. Moore Co.'s "Egyptian" Brand .....	1 50
Moore's pure linseed oil, H.C. ....	1 65
Ramsdram-Henderson's "English" Brand .....	1 80
Ramsay's paints, pure .....	1 60
Ramsay's paints, Thistle .....	1 60
Martin-Senour, 100 p.c. pure .....	2 00
Senour's floor paints .....	1 60
Sterling Pure .....	1 60
Maple Leaf Paint (Imp. V. & C. Co.) .....	1 60
Jamieson's Crown and Anchor brand .....	1 60
High Standard .....	2 00

## PLASTER OF PARIS.

Per barrel .....	2 10
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## PINE TAR.

Half-pint tins, per dozen.....	0 60
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## PURTY.

	Standard	Montreal Toronto
Bulk, in casks .....	2 30	2 50
Bulk, 100 lb. drums.....	2 50	2 70
Bladders, in bbls.....	2 80	3 00
Pure Putty, 70c hd advance.		

## RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.6 15	6 00
Genuine, 100 lb. kegs, per cwt. 6 40	6 25
No. 1 casks, per 100 lbs.....	5 99
No. 1 kegs, per 100 lbs.....	6 15

## SHINGLE STAINS.

In 5-gallon buckets .....	0 75
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## (TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petrol- eum, single bbls. ....	15	15½
U. S. Water White .....	17	17½
U. S. Pratts Astral .....	21½	21½
Castor Oil, per lb. in bbls.....	8½	8½
Black Oil, Summer .....	12c	12c
Black Oil, Winter .....	14	14
Cylinder Oil, Green .....	35	35
Paraffine Oil .....	22	22
XXXX Machine .....	22½	21
Benzine .....	27½	24½
Motor Gasoline, in drums.....	24½	24½
Motor Gasoline .....	26	26
Pure turpentine, single bbls.56	56	56
Linseed Oil, raw, single bar- rels .....	0 59	0 58
Linseed Oil, 3 to 5 bbls.....	57	57
Linseed Oil, 6 to 9 bbls.....	58	56

Linseed Oil, boiled—	
single bbls. ....	0 62
3 to 5 bbls. ....	61
6 to 9 bbls. ....	61
Alcohol, 5 gal. lots, per gal.1.00	1.00
Resin Grade G, bbl. lots .....	7.25
	8.00

## VARNISHES.

	Per gal. cans
Carriage, No. 1 .....	1 50
Pale durable body .....	3 50
" hard rubbing .....	3 00
Finest elastic gearing .....	3 00
Elastic Oak .....	1 50
Furniture, polishing .....	2 00
Furniture, extra .....	1 20
" Union .....	0 95
Light oil finish .....	1 25
Gold size Japan .....	2 00
Turps, brown japan .....	1 00
No. 1 brown japan .....	0 90
Backin black japan .....	1 35
No. 1 black japan .....	0 40
Benzine black japan .....	0 40
Crystal Damar .....	2 50
No. 1 .....	2 25
Pure asphaltum .....	1 40
Oilcloth .....	1 50
Lightning dryer .....	0 95
Elastilite varnish .....	2 25
Copatine varnish .....	2 25
Granitine floor finish .....	2 25
Jamieson's floor enamel .....	1 75
Sherwin-Williams kopal varnish..	2 50
Canada Paint Co.'s sun varnish ..	2 25
"Kyanize" Interior Finish .....	2 40
"Plint-Lac" coach .....	1 30
B.H. Ltd., "Gold Medal, cases ..	2 55
Dependable Lt. H. Oil Finish....	2 65
Everlastic Floor .....	2 65
Flatline floor finish .....	3 00
Elastica exterior finish .....	4 25
Stovepipe varnish, ½ pts., gross ..	3 00
Pure white shellac varnish, bbls. 1	1 80
Pure orange shellac varnish, bbls. 1	1 65
No. 1 orange shellac varnish, bbls 1	1 49

## WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26 .....	\$ 4 25	\$ 6 25
26 to 40 .....	4 65	6 75
41 to 50 .....	5 10	7 50
51 to 60 .....	5 55	8 50
61 to 70 .....	5 75	9 75
71 to 80 .....	6 25	11 00
81 to 85 .....	7 00	12 50
86 to 90 .....	7 50	15 00
91 to 95 .....	8 25	17 50
96 to 100 .....	9 00	20 50

Toronto, 15 per cent.  
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26 .....	3 40	5 00
26 to 40 .....	3 60	5 45
41 to 50 .....	4 00	6 25
51 to 60 .....	4 25	6 75
61 to 70 .....	4 50	7 25
71 to 80 .....	4 75	7 75
81 to 85 .....	5 00	8 50
86 to 90 .....	5 25	10 00
91 to 95 .....	5 50	11 00

## WHITE LEAD GROUND IN OIL.

	Montreal Toronto
Ton Lots.	Per 100 lbs.
"Anchor," pure .....	8 25
Brandram's B.B. Genuine .....	9 25
C.P.C. Decorators, pure .....	8 25
Crown and Anchor, pure .....	8 25
Elephant, Genuine .....	8 55
Essex, Genuine (Windsor) .....	8 00
Island City Decorators' pure .....	8 25
Lily Pure .....	8 25
Moore's Pure White Lead (Windsor) .....	8 00
Munro's Select Flake White .....	8 65
Purity C.O. Co.'s, Ltd.....	7 90
Ramsay's Pure Lead .....	8 25
Ramsay's Exterior .....	8 15
Sterling Pure .....	8 20
Tiger Pure .....	8 25
"James Genuine" .....	8 25

## WHITE ZINC (DRY).

Extra Red Seal, V.M. ....	0 07½
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## WHITE ZINC IN OIL.

Pure, in 25-lb. irons .....	0 10
No. 1 .....	0 07
No. 2 .....	0 065½

## WHITING.

Plain, in bbls. ....	0 70
Gilders bolted, in barrels .....	1 00

## HARDWARE.

### ADZES.

Carpenters', per doz. ....	12 50
Plain ship .....	18 00
	22 00

## AXLES AND HATCHETS.

Single bit, per doz.....	6 75
Double bit .....	10 50
Bench Axes .....	6 75
Broad Axes .....	22 75
Hunters' Axes .....	5 00
"Boys" Axes .....	5 75

Lathing hatchets .....	4 70
Shingle hatchets .....	1 45
Claw hatchets .....	1 70
Barrell hatchets .....	5 50

## ANVILS.

Buckworth, per lb. ....	0 10½
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2½ p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1,200 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits .....	30 and 10
Irwin's auger .....	47½
Gilmour's auger .....	70
Rockford auger .....	50 and 10
Gilmour's car .....	47½
Clark's expansive .....	40
Jennings' Gen auger, net list.	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	

## BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trol- ley, pr. ....	0 80
Richards Wilcox No. 117 P.D. Hanger, full set .....	2 75
Steamers wood track .....	Special
Zenith .....	9 00
Atlas, steel covered .....	5 25
Perfect, No. 1 .....	8 50
Perfect, No. 1½ .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible .....	6 00
Double strap hangers, dozen .....	6 50
Standard jointed hangers, dozen sets .....	6 45
Steel King hangers, doz. sets .....	6 40
Storm King and safety hang- ers .....	6 25
Storm King rail .....	4 25
Crown .....	4 85
Crescent .....	6 50
Sovereign .....	7 25
Chicago Friction, Oscillating and Big Twin augers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in. ....	4 75

## BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
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## BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, \$1 list.	
Carriage Bolts, ¾ and smaller..60 & 15	
Carriage Bolts, 7-16 and up.....55	
Carriage Bolts, Norway Iron (\$3 list) .....	55 & 15
Machine Bolts, ¾ and less.....65 & 5	
Machine Bolts, 7-16 and up.....57½	
Plough Bolts .....	55 & 5
Blank Bolts .....	57½
Bolt ends .....	57½
Sleigh Shoe Bolts, ¾ and less.....55 & 10	
Sleigh Shoe Bolts, 7-16 and larger..50 & 5	
Coach screw .....	70 & 10
Nuts, square, all sizes .....	4c per lb. off
Nuts, Hexagon, all sizes..4½c per lb. off	
Stove lids, per lb., 5½ to 6c.	
Stove Bolts, 80, 7½ per cent.	

## BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll....	0 95
O.K. Paper, No. 1, per roll.....	0 95
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 50
Plain Fibre, No. 2, per 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll.	0 62
Tarred Fibre, No. 2, 400 ft. roll.	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs. ....	0 50
Plain Surprise, per roll .....	0 42
Resin sized Fibre, per roll.....	0 42
Asbestos Building Paper, p. cwt. 3	3 25
Heavy Straw, plain and tarred, per ton .....	36 00

Carpet felt, per cwt. ....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. ....	2 60
2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bbls., per gallon .....	0 17
Liquid tins cement, 56 .....	0 19
Crude coal tar, per bbl.....	4 50
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Caps, per lb. ....	0 05
Rails, per lb. ....	0 05
Mop Cotton, per lb. ....	0 17

## BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. ....	1 55
White Bros. English .....	2 00
" Lafarge" cement, in wood. ....	2 05
Fire brick, Scotch, per 1,000.....	23 00
" English .....	21 00
" American, low .....	23 00
" high .....	27 50
Fire clay (Scotch), net ton .....	5 50
Fire clay (American), net ton .....	5 00

## CHALK AND PENCILS.

Carpenters Colored, per gross 0 65	0 80
" lead pencils, p. gr. 2 40	6 75
Crayons, per gross .....	0 20

## CHISELS.

Cold chisels, 5 x 6 in. doz. ....	2 20
Bevel edge, 1 inch, doz.....	2 50

## CHAIN.

Proof coil, per 100 lbs., ¼, \$6.00; 5-16, \$5.20; ¾, \$4.45; 7-16, \$4.20; ½, \$3.90; 9-16, \$3.90; ¾, \$3.80; ¾, \$3.65; ¾, \$3.45; 1, \$3.40.	
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Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 60; cow ties, 40; halter chains, 50 and 5½; tie outs, 75; coil chain, 50 and 5; ham- mock chains, galvanized, 35 and 5; 12 in., doz. prs. .... 4 65 4 30

## CHURNS.





F. J. COX, Winnipeg—Agent

## Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

## Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.

A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.

We also manufacture a full line of wrapping papers.

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS.  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

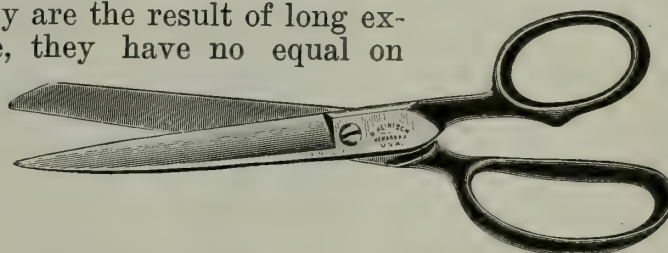
## HEINISCH SHEARS

*The High Quality and Perfect Temper Will Bring You Many Re-Orders*

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. Our firm name is an absolute guarantee of perfect satisfaction — look for it on the shears you stock.

We also manufacture Tailors' Shears, Scissors, Tinnerns' Snips, etc.

Your jobber has them.



R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

## RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, THE ONTARIO METAL PRODUCTS CO. 102 Front St. E.

Agents for Alberta: Tees and Persse of Alberta Ltd., Calgary.



# HARDWARE AND METAL

## EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft.	3 02
10 " " " "	3 31
12 " " " "	3 86
15 " " " "	5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.	

## FACTORY MILK CANS.

Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 10 per cent.	
Cream cans, 35 per cent. with dome top, 15c extra. Retinned, 72½ and 5.	
Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.	
Common, cork-lined, 35 per cent.	

## FILES AND RASPS. Per cent.

Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	66½
Delta Files	66½
Nicholson	66
Jowett's (English list)	27½
Spear & Jackson (English list)	35

## FORGES.

Blacksmiths portable, 135 lbs.	9 55
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## GALVANIZED WARE.

Duffier pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	

## GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

## HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 40
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	6 66
Tinners setting, ½ lb., doz.	4 50
Machinists, 6 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 08
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

## HARVEST TOOLS.

50 per cent.	
Samson, 47½ per cent.	
Sidewalk and stable scrapers, net	\$2.25
Wood hay rakes, 40 and 10 per cent.	

## HALTERS (SNAP AND RING).

Jute Rope, ¾-inch, per gross	8 00
" ¾-inch, per gross	10 50
" ¾-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, ¾-inch, per doz.	5 20
Web	2 45

## SISAL HALTERS (SNAP & RING).

¾-in., \$9.00; 7-16-in., \$10.20; ¾-in., \$11.40; 9-16-in., \$13.20; ¾-in., \$15.00.	
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## HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½
Usual 2 lbs. tare.		
Horsehides, with mane and tail, up to	3 75	
Sheep skins, up to 28c lb.	1 80	
Horsehair, 35 to 38c lb.		

## HINGES.

Blind, discount, 50 per cent.	
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## HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 50
10 in., doz. prs.	3 75	2 50
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 00	
over 12 in., per 100 lb.	3 80	
Crate hinges and back flaps, 65 and 5 p.c.		
Chest hinges and hinge hasps, 65 p.c.		

## HINGES (SPRING).

Spring, per gross—No. 5, \$17.40; No. 10, \$19.50; No. 20, \$30.00; No. 50, \$21.00; No. 61, \$3.60; No. 120, \$17.40.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Timex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" door hinge, 50 p.c.	

## HOOKS.

Wrought iron hooks and staples—	
¾ x 5, per gross	3 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	

## Bright steel gate hooks and staples.

Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

## HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.			Price per 25-lb. box.
Size	Length		
Nos. 3	1½-inch		\$4 10
4	1½-inch		3 75
5	1 15-16		3 50
6	2¼		3 10
7	2 5-16		2 90
8	2¾		2 75
9	2 11-16		2 60
10	2¾		2 50
11	3 1-16		2 45
12	3¼		2 45

## HORSESHOES.

Iron shoes, light, medium and heavy.	
No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40.	
"X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.R. Montreal.	
Toccalas Standard, J.P. & Co.	
"Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	

## HORSE WEIGHTS.

Smarts, 3½ lb.	
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## ICE CREAM FREEZERS.

White Mountain, 50 per cent.	
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## KITCHEN ENAMELED WARE.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 35½ per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 50 per cent.	

## KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40
Mincing knives, per doz.	0 50
Potato masher, wire, per doz.	0 60
" wood, per doz.	0 80
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1	1 15
Spiders and fry pans, 50 and 5 per cent.	
Star A1 chopper, 5 to 32	1 35
100 to 103	1 35
Toasters, 50 per cent.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

## LADDERS, TRESTLES, ETC.

Step Ladders—	
Shelf-lock	16c ft.
Ontario	16c ft.
Paultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	\$1.00

## (ROPED EXTENSION LADDERS)

20 ft.	\$ 3.00	42 ft.	\$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	8.46	60 ft.	13.20
40 ft.	6.80		

## (COMMON EXTENSION LADDERS).

20 ft., each	\$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

## (COMMON SINGLE LADDERS)

8 ft., each	\$ 1.00
10 ft., each	1.20
12 ft., each	1.40
14 ft., each	1.64
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

## (PAINTERS TRESTLES).

6 ft., each	\$1.50
8 ft., each	2.00
10 ft., each	2.50
12 ft., each	3.00

## LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Bliss well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

## LAWN HOSE.

Competition	70	5 p.c.
Corrugated, ¾ in., ft.	0 13½	
Corrugated, ¾ in., ft.	0 17	
500 ft. coils extra, 5 per cent.		

## LAWN MOWERS.

D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.25, doz., 14 in., \$5.50, doz., 16 in., \$5.75, doz., 4 knives, 12 in., \$6.25, 14 in., \$6.50, 16 in., \$6.75, 18 in., \$7.00; 9-inch open wheel, 3 knives, 12 in., \$6.75, 14 in., \$7.25, 16 in., \$7.75, 18 in., \$8.50; doz., 4 knives, 12 in., \$7.25, 14 in., \$7.75, 16 in., \$8.25, 18 in., \$9.00; doz., 5 knives, 12 in., \$7.75, 14 in., \$8.25, 16 in., \$8.75, 18 in., \$9.50, 20 in., \$10.00; 10½-inch high wheel, 4 knives, 12 in., \$8.50, 14 in., \$9.00, 16 in., \$9.50, 18 in., \$10.00, 20 in., \$11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., \$10.00, 14 in., \$10.40, 16 in., \$10.85, 18 in., \$11.30, 20 in., \$12.25; doz., 5 knives, 12 in., \$10.80, 14 in., \$10.90, 16 in., \$11.35, 18 in., \$11.80, 20 in., \$12.75. Discount 50 per cent. 2 per cent. 30 days.	
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## LOCKS AND KEYS.

Canadian, Peterboro, 50 and 10 per cent. off list.	
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## LUMBERMEN'S SUPPLIES.

Ant hooks, dozen, from	12 00
Axe handles, dozen from	6 80
Axe handles, dozen from	0 80
Cross cut saws, per foot	0 25
Axe wedges, dozen	0 25
Ball and heel calks	4 00

## MALLETS.

Tinsmiths' 2½x5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

## MATS.

Wire door mats, standard, 16x24, doz.	9 00
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## METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

## MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, \$4 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, ¾ cents per lb.	

## MOPS AND IRONING BOARDS.

Mops, per doz.	1 20
Folding ironing boards	16 25

## NAILS.

Standard steel wire nails, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ¾ diameter, per 100 lbs.	\$3.00 base

## OAKUM.

Plumbers...per 100 lbs.	3 25
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## OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

## PLATED GOODS.

Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42½ per cent. "Bingdee" and "Alask."	
Nevada silver flatware, 42 per cent.	

## PIECED TIN WARE.

Discount, 35 per cent.	
10-qt. flaring sap buckets, 35 p.c.	
6-qt. and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pitted, 30 and 5 p.c.	

## CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

## PLANES.

Wood bench, Canadian, 15 p.c.	
Wood, fancy, 30c to 35 per cent.	
Prices. Pliers and Nippers.	
Hutton's genuine, 37½ to 40 per cent.	

## PLOUGH LINES.

Russia snap	per gross	30 00
Indian snap		25 00

## RAZORS.

	Per doz.
Boker's	7 50
Boker's King Cutter	13 20
Henckels	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 p.c.	
Edelweiss	16 00

## ROPE AND TWINE.

Small rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
African Hemp	0 13
Cotton, 3-16 inch and larger	0 41
Russia Deep Sea line, 7-16 and larger, 15c.	
Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 11½
Lath yarn, double	0 11½
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, per lb.	0 27
Bag, Russian twine, per lb.	0 28
Wrapping, cotton, 3-ply twine	0 20
" 4-ply twine	0 25
Mattress twine, per lb.	0 15
Staging	0 25

## BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½
5 ton lots, ¾ lb. allowance.	
10 ton lots, ¾ lb. allowance.	



# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

**YOU**

Should know our proposition. It's worth while.

Should write us to-day for full particulars.

Should sell, the MOORE Line and make more money with less investment.

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**CHRISTOPHER JOHNSON  
& CO.**

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,  
Pocket Knives,  
Scissors, Razors,  
Spoons and Forks

## FORD



An Auger Bit You Can Depend on. Fully Warranted  
FORD AUGER BIT CO. HOLYOKE, MASS.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

The International  
Nickel Company

WRITE US FOR  
PARTICULARS AND PRICES

General Offices

**43 EXCHANGE PLACE**  
NEW YORK CITY

## A Canful of Profit And Satisfaction



## The Paint That Will Bring You A Larger Trade

This paint has great weather resisting qualities and no superior as a surface coverer.

It is the favorite of Western people and is paying Western dealers a splendid profit.

We have an agency proposition that is well worth your investigation.

Write to-day.

## G. F. STEPHENS & CO. LIMITED

BRANCH AT CALGARY, ALTA.



# HARDWARE AND METAL

## SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.  
Fillister head, iron, 30; brass, 25 p.c.

## SCREW DRIVERS.

Sargent's, per dozen ..... 0 65 1 00  
North Bros., No. 30, per doz. .... 16 80

## SCISSORS AND SHEARS.

Claude, nickel scissors and shears, 40;  
Japan, 65; tailors, 40; pruning, 70.  
Seymour's, 50 and 10 per cent.  
Acme Shear Co., nickel-plated and  
Japanned, 40 per cent.

## SHELF BRACKETS.

No. 140, 65 and 10 per cent.

## SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.  
Baker, hockey, 30c upwards; spring.  
Empire hockey sticks, \$3.00, \$3.50.  
Mcmac and Rex sticks, \$4.25, \$5.25.  
Pucks, net, \$1.50.

## SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels .....	60	55 and 2½	45
Draining tools .....	60	60	
Scoops .....	50 and 5	45 and 5	
Hollow backs and sand shovels .....	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			

Above discounts on Black Goods only.  
Full Polished Goods, 50c per Doz. net  
extra. Half Polished Goods, 25c per  
Doz. net extra.

## SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

## SQUARES.

Diston's, 60 and 10 per cent.  
Stanley Try Squares, size 7½, doz.  
net ..... \$2 85

## SNAPS.

Harness, 25 per cent.

## SOLDERING IRONS.

Base, per lb., 28 cents.

## STAMPED WARE.

Plain, 72½ and 15.  
Retinned, 72½ and 5.  
Tinner's trimmings, 72½ and 5.

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50  
Eureka tinned steel, hooks, per  
1,000 ..... 6 00

## STAPLES.

Poultry netting, 100 lbs. .... 6 70  
Red, 100 lbs., No. 14 ..... 6 75  
Blind, per lb. .... 0 12  
Coopers' staples, 45 per cent.  
Bright spear point, 75 per cent.

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

## STOVE BOARDS.

Lithographed, 60 and 10.

## STOVEPIPES.

5 and 6 inch, per 100 lengths.... 7 32  
7 inch, per 100 lengths ..... 8 18  
Nestable, 40 per cent.

## STOVEPIPE ELBOWS.

and 6-inch common, per doz..... 1 20  
7-inch, per doz. .... 1 35  
Polished, 15c per dozen extra.  
Thimbles, Empire, 70 per cent.

## STOCKS AND DIES.

No. 20 Beaver Die Stock. .... 18 75

## STONES—OIL AND SCYTHE.

Washita Oil, No. 1, 6 in., Dozen	3 50	4 00	5 10
7 in., 8 in., Dozen	3 50	3 10	3 50
No. 2, 6 in., 7 in., 8 in., Dozen	2 50	3 10	3 50
Hindustan per lb.	0 06	0 10	
" slip .....	0 12	0 20	
" Axe .....	0 16	0 16	
Deer Creek .....	0 10	0 10	
Deerick .....	0 25	0 15	
" Axe .....	0 15		
Lily White, 6 in., 7 in., Dozen	6 00	6 60	7 60
8 in., doz. ....	1 50		
Arkansas .....	0 10		
Water-of-Ayr .....	0 10		
Scythes .....	per gross 3 50	5 00	

## TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.;  
tinned, 80, 15; (in kegs), 40; cut tacks,  
blued, in dozens only, 80 and 10; ¼  
weights, 60; Swedes cut tacks, blued  
and tinned, 85 and 5, in dozens, 75  
and 10; Swedes, upholsterers', bulk, 90;  
brush, blued and tinned, bulk, 70 and

10; Swedes, gump, blued, tinned and  
japanned, 82½; zinc tacks, 35; leather  
carpet tacks, 35; copper tacks, 45; cop-  
per nails, 50; trunk nails, black, 55  
and 10; trunk nails, tinned and blued,  
65 and 10; clout nails, blued and tinned,  
65 and 10; chair nails, 35 and 10;  
patent brads, 40 and 10; fine finishing,  
40 and 10; lining tacks, in papers, net;  
lining tacks, in bulk, 15; lining tacks,  
solid heads, in bulk, 75; saddle nails, in  
papers, 10; saddle nails, in bulk, 15;  
tuffing buttons, 22 line in dozens only,  
60; zinc glaziers' points, 5; double point-  
ed tacks, papers, 90 and 10; double  
pointed tacks, bulk, 55; clinch point  
shoe rivets, 45 and 10; cheese box tacks,  
87½; trunk tacks, 80 and 20; strawberry  
box tacks, 80 and 10.

## TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., ea.	3 60
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metalle, No. 1821, 1 95 Steel, No. 1840, 50 ft. ....	

## TROWELS.

Diston's, 10 per cent.

## THERMOMETERS.

Tir case and dairy, 75 to 75 and 10 p. c.

## TINNERS' TRIMMINGS.

Discount, 45 per cent.  
Plain and retinned, 75 and 12½.

## TRAPS (STEEL GAME).

Newhouse, 30 per cent.  
Hawley & Norton, 40, 10 and 5 p. c.  
Victor, 60 and 5 per cent.  
Oneida Jump (Star), 50, 10 and 5 p. c.

## TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps .....	0 60
" Rat Traps .....	1 20
Easy Set Mouse Traps .....	0 45
" Rat .....	0 65
Blizzard Mouse Traps .....	0 45
" Rat Traps .....	0 95
Hold-Fast (formerly Devil) Mouse Traps .....	0 25
Hold-Fast (formerly Devil) Rat Trap .....	0 80
5-Hole Tin Chokers .....	0 80

## VACUUM CLEANERS.

Eureka Electric, each ..... 35 00

## VISES.

Per pound .....	0 12	0 12½
Hinged pipe vise, 25 lbs. ....	3 55	
Saw vise .....	4 50	5 00
Blacksmith's, 60; parallel, 45 per cent.		

## WASHING MACHINES.

New Ontario .....	41 25
Round, re-acting, per doz. ....	81 25
Square, re-acting, per doz. ....	77 50
Dowsell .....	62 50
New Century, Style A .....	101 25
Ideal Power .....	180 00
Velox .....	180 00
Stephenson, net .....	73 25
Puritan Motor .....	165 00
Connor Ball Bearing .....	112 50
Connor Gearless Motor Washer ..	180 00
Gem .....	101 25
I.X.L. ....	121 50
Winner, C. Cor, No. 2 & 3.....	85 00
20 per cent.	

## WRINGERS.

Royal Canadian, 11 in., doz.....	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch .....	59 25
Trojan, 12 inch .....	100 00
Favorite 511E .....	61 50
Unexcelled 1041E .....	75 50
Challenge 311E .....	54 00
Gem 141E .....	51 75
Sunlight, 111 .....	44 50
20 per cent.	

## WHEELBARROWS.

Navy, steel wheel, dozen .....	21 20
Garden, steel wheel, dozen .....	32 40

## WHIFFLETREES.

Tubular steel whiffletrees, 28 in. ....	0 70
" " 34 in. ....	1 00
" " 36 in. ....	1 25
" " neckyokes, 36 in. ....	1 25
" " doubletrees, 40 in. ....	0 95
" " lumbermans, 44 in. ....	0 95

## WOOD HANDLES.

Second growth ash fork, hoe, rake and  
shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel  
handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and  
shovel handles, 50 per cent.  
Carriage neckyokes, oval and whiffletrees, ash  
Carriage neckyokes and whiffletrees, ash  
35, hickory, 40 per cent.

Team neckyokes oval and round whiffie-  
trees, hickory and ash, 35 per cent.  
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35

per cent. Wrenches.  
Agricultural, 67½ per cent.

## WROUGHT IRON WASHERS.

Canadian, 40 per cent.

## WOODENWARE.

### BAKE BOARDS.

With rim, 18x24, per doz.....	4 50
With rim, 18x28, per doz.....	5 00
With rim, 20x30, per doz.....	5 50
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 50
Without rim, 20x30, per doz.....	5 00

### IRONING BOARDS.

Size 12x60 ins., per doz.....	5 75
Size 14x60 ins., per doz.....	6 25
Folding, 12x60 ins., per doz.....	15 00

### SLEEVE BOARDS.

Basswood, stationary, doz.....	1 50
Folding, per doz .....	3 50

### WASH BOARDS.

Glass, doz. ....	
Enamelled, doz. ....	

### CLOTHES BARS.

3 sections, 4 ft., doz.....	4 25
3 sections, 5 ft., doz.....	5 50
3 sections, 6 ft., doz.....	7 25

### CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

### CLOTHES PINS.

Common, 5 gross in box, per box 0 65  
Spring clothes pins, per box.....

### WOOD WASH TUBS.

Standard size, doz. ....

### TUB AND WRINGER STANDS.

Folding frame, doz. ....

## (WINNIPEW HARDWARE QUOTATIONS)

(Ax Handles)—Oval and octagon, s.g.  
hickory, \$3.50, No. 1, \$2.40; 2, \$1.95;  
p.g. oak, \$2.90.

(Auger Bits)—"Irwin" bits, 47½; other  
lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., \$2.05 f.o.b.  
Fort William, \$2.41 Winnipeg; Glidden  
2 pt., \$1.94 Fort William, \$2.27 Winni-  
peg; Baker 2 pt., \$1.93 Fort William,  
\$2.25 Winnipeg; Waukegan 2 pt., \$1.94  
Fort William, \$2.25 Winnipeg; Alberta  
2 pt., \$1.90 Fort William, \$2.18 Winni-  
peg; American special 2 pt., \$1.88 Fort  
William, \$1.81 Winnipeg; Plain twist,  
\$2.90 Fort William, \$3.38 Fort William;  
Coil spring, No. 9, per 100 lbs.,  
Fort William, \$2.32; Winnipeg, \$2.72. Prices  
quoted for barbed wire are for spools  
of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60;  
7-16 and larger, 50; machine, ¾  
and under, 60 and 5; 7-16 and over, 50;  
machine set screws, 65; plough bolts, 45;  
square and hexagon nuts, cases, 2;  
small lots, 2.75; stove bolts, 77½; aleigh  
shoe bolts to ¾, 50½; 7-16 and up,  
40½.

(Bar Iron)—Bar iron, \$2.75; Swedish  
iron, \$4.75; aleigh shoe steel, \$2.85;  
spring steel, \$3.40; machinery steel,  
\$3.50; tool steel, Black Diamond, 100  
lbs., \$8.50; Jessop, \$15.

(Blocks)—Steel, 50 per cent.; wood, 60  
per cent.

(Cut Nails)—\$3.35 per keg base. Wire  
nails, base, \$2.90 Winnipeg.. \$2.50 Fort  
William.

(Copper)—Sheet and planished copper,  
30c per lb. Tinned, 24c. Copper wire,  
3-inch gage, 24c to 20-inch gage, 22c.  
Crowbars—4½c per lb.

(Corrugated Iron)—23 gauge, \$4.60; 26  
gauge, \$5. Pressed standing seamed  
roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.  
(Canada Plates)—Half polish, 6-7 inch,  
\$3.65; 8 inch, \$3.90; full polish, 6-7 inch,  
\$4.50; 8 inch, \$4.75.  
(Cleaves)—7½c per lb.

(Enamelware)—Canada, 50; Imperial,  
60; Premier, 50; Colonial 50; white, 70  
and 5; diamond, 50; granite, 60 per  
cent.

(Files)—American, 75 p.c.; Black Dia-  
mond, 60 p.c.; Nicholson, 45 p.c.  
(Galvanized Iron)—Apollo, 18 gauge,  
\$1.20; 18 gauge, \$4.20; 20 gauge, \$4.30; 22  
and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or  
10½ oz., \$5.10.

	Fleur-de-Lis Head.	Queen's Head.
28G (equal 10½ oz.) .....	5 10	5 35
26G (equal 28 Amer.) .....	4 85	5 10
24G .....	4 40	4 65
22G .....	4 40	4 65
20G .....	4 30	4 55
18G .....	4 20	4 45
16G .....	4 20	4 45

(Galvanized Ware)—37½ per cent.  
Grindstones—Per 100 lb., \$1.65.

(Glass, Window)—single, first break up  
to 25 united inches, \$4.25; 26 to 40, \$4.90;  
41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70,  
\$6.00; in 100 foot boxes. Double glass,  
up to 25 united inches, \$5.75; 26 to 40,  
\$6.25; 41 to 50, \$7.00; 51 to 60, \$7.24; 71  
to 80, \$8.75; 71 to 80, \$9.75, in 100 foot  
boxes.

(Horseshoes)—"M.R.M." and "Bell"  
iron, No. 0 to 1, \$4.80; No. 2 and larger,  
\$4.65; snowshoes, No. 0 to No. 1,  
\$5.15; No. 2 and larger, \$4.90; steel No.  
0 to 1, \$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

(Horse Nails)—"M.R.M." cold process  
—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6,  
\$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11  
and 12, \$2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per  
cent.

(Hinges)—Light T and strap, 65 per  
grass, \$1.70.

(Iron Washers)—Full box, 40 per cent.;  
smaller lots, 35 per cent.

(Iron Pipe)—Black, ¼ inch, \$2.65; 3-8  
inch, \$2.80; ½ inch, \$3.35; ¾ inch, \$4.10;  
1 inch, \$6.10; 1¼ inch, \$8.20; 1½ inch,  
\$9.75; 2 inch, \$13.20; 2½ inch, \$20.25; 3  
inch, \$27.35; 3½ inch, \$32.75; 4 inch,  
\$38.75; 4½ inch, \$43.75; 5 inch, \$50.60; 6  
inch, \$65.65; 7 inch, \$91.40; 8 inch, light,  
\$96.00; 8 inch, heavy, \$110.60.

(Galvanized Pipe)—¼ inch, \$3.75; 3-8  
inch, \$3.90; ½ inch, \$4.30; ¾ inch, \$5.30;  
1 inch, \$7.90; 1¼ inch, \$10.65; 1½ inch,  
\$12.65; 2 inch, \$17.10; 2½ inch, \$27.20; 3  
inch, \$35.70; 3½ inch, \$44.35; 4 inch,  
\$52.00; 4½ inch, \$57.15; 5 inch, \$66.60;  
6 inch, \$86.50.

(Logging Chain)—¾ in., \$8.00; 5-16 in.,  
\$6.50; ¾ in., \$5.75.

(Lanterns)—Cold blast, per doz., \$7.25;  
coppered, \$9; dash, \$9.

Poultry Netting—50 per cent.

(Plaster of Paris)—Barrel, \$6.50; hard  
wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—55.25. Lead pipe—Full coil,  
\$6.75 per cwt.; cut coil, \$7.75 per cwt.  
Lead Waste—\$7.25.

(Rivets) and Burrs—Iron rivets, 56 per  
cent.; copper, No. 8, 35c; 10, 34c; 12,  
36c; copper burrs, No. 8, 44c; 10, 47c;  
12, 51c; copper rivets and burrs, No. 8,  
44c; 9, 32c; 10, 47c; coppered, No. 8,  
17c; 9, 17½c; 10, 18c.

(Rope)—Sisal, 12½; Pure Manila 17½;  
British Manila, 13½c; lath yarn, 11½c.

(Steel Squares)—40 off new list.

(Shovels and Spades)—Jones polished,  
\$8.10 per doz.; Fox & Olds, \$7.10





## Do You Know

the reason why we continually emphasize the point that "consumer satisfaction" is an important feature of the sale of

## Jamieson's Paints

Well, here's why: We emphatically believe that this "satisfaction" is so essential to the success of any merchandizing proposition that price sinks into significance in comparison. Every drop of paint we make is full of "consumer satisfaction."

**Result :—Jamieson's Paints  
always bring repeat orders.**

**R. C. Jamieson & Co., Limited**

Montreal

Established 1858

Vancouver



**THE  
BUILDING  
BOOM**

**CASH IN ON IT.**

There is a lot of building business ready for the paint dealer who will plan a systematic way to present his claims for it. The best reason any dealer can give why he should have the business, is the fact that he sells

## Martin-Senour Paint

100 Per Cent Pure

**Varnishes, Stains, Enamels, Etc.**

It is an argument his competitor will find mighty hard to meet. Careful paint buyers like a paint that has a pedigree of *purity* behind it. When builders buy quality and when specifications are exacting, Martin-Senour products more than meet requirements. Let us help you cash in on the unprecedented building boom. Write today.

**The Martin-Senour Co.**

Limited

Pioneers of Pure Paint

Montreal

Chicago

Winnipeg

Lincoln







## Here's another help for the Ramsay Agent

These paddle racks are very attractive and distinctive. Made in various sizes, according to the amount of stock carried. Are you interested in the agency for the Right Paint to Paint Right?

*Send a post card and get full particulars.*

**A. Ramsay & Son - Montreal**

Paint Makers Since 1842



## Maple Leaf Paints and Varnishes

and their  
Service are

**Characteristic, Distinctive, Real**

and always appreciated by the dealer seeking to build up a profitable permanent paint trade.

**MAPLE LEAF PAINTS  
MAPLE LEAF FLAT WALL COLORS  
MAPLE LEAF FLOGLAZE  
MAPLE LEAF VARNISHES**

Write us and learn more of their characteristics. Our M. L. Decorative Aid Department helps dealer trade.



## PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that **QUALITY** is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the **SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.**

SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	Name of Brand
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Taxite"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Klensa"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Expedite"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Bapco"
ROBERTSON CO., LTD., JAMES, Toronto.	"Scrape-off"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Robertson's"
STEWART & WOOD, Toronto.	"Devollite"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Solvo"
ADAMS & ELTING CO., Toronto.	"Martin-Senour" "Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

**Chadeloid Chemical Company**

100 William Street, New York, N.Y.





# Co-Operate With Us And Make Big Money

**Some Dealers  
Made from  
300 To 1,000  
Dollars In  
Commissions  
Last Year**

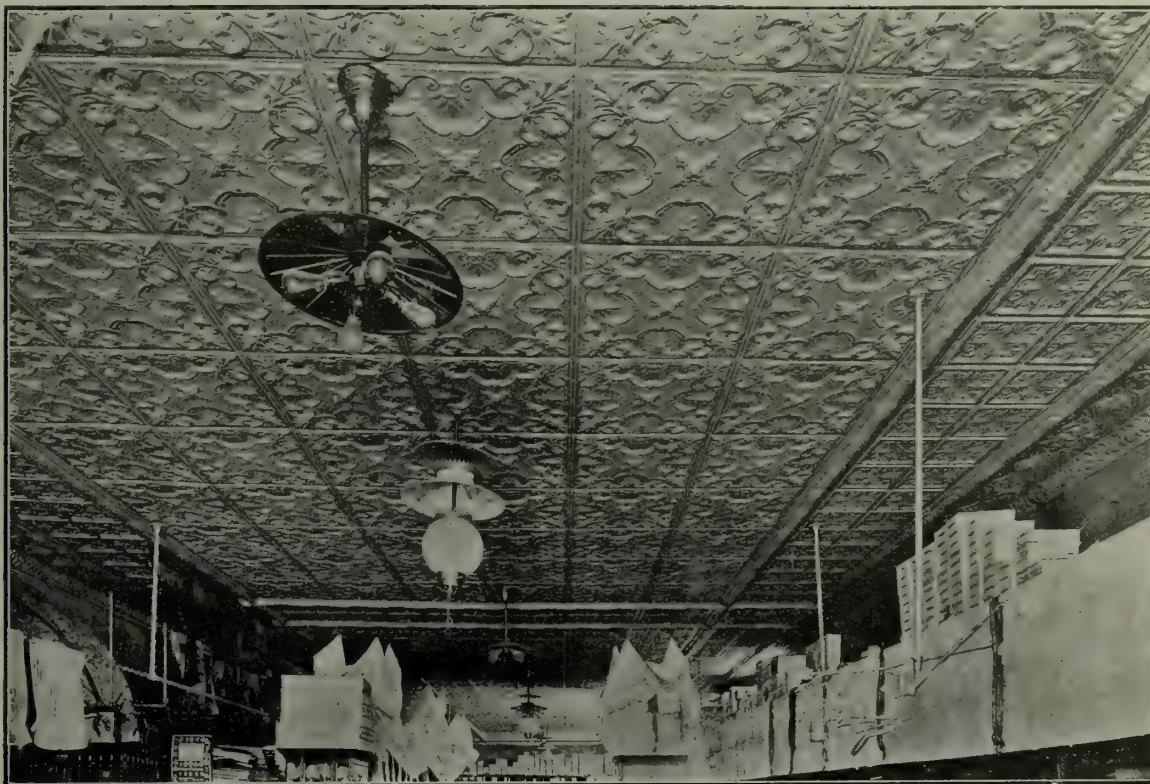
We want dealers in every town to co-operate with us by looking up good prospects for our metal ceilings. We supply you with an attractive, illustrated catalog which contains views of stores, schools, churches, hotels, etc., with ornamental ceilings in actual use.

Get after business men, school trustees, church committees, and hotel-keepers and show them how ornamental ceilings brighten up buildings. **When you think you have parties interested, write us and we will send an expert salesman to close the sale.**

Every sale that we effect through the dealer's co-operation we pay him a large commission.

Give this proposition a trial—you'll find it a big money-maker.

**We Send  
An Expert  
Salesman  
(Absolutely Free)  
To Help You  
Close Sales**



One of the illustrations shown in Catalog.

## The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

**MAIL US THIS COUPON.**

Please send us your latest catalog,  
on "Better Buildings," also agency  
proposition.  
Sign name here.







## It Is Always Smooth Sailing

**W**INDS and tide are always in favor of the merchant who carries, for his commercial cargo, Quality goods that are nationally advertised and that he can sell at a good profit. Such a mariner has only to keep the decks clear, to be free from anxiety.

For your Paint and Varnish Department the goods that answer this description are JAP-A-LAC, Glidden's Green Label Varnishes, White Enamels, Endurance Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

Write us for full information of the Glidden Proposition to the trade. It will show you how to sail before the wind at a pace that will make you show your heels to all smaller craft.

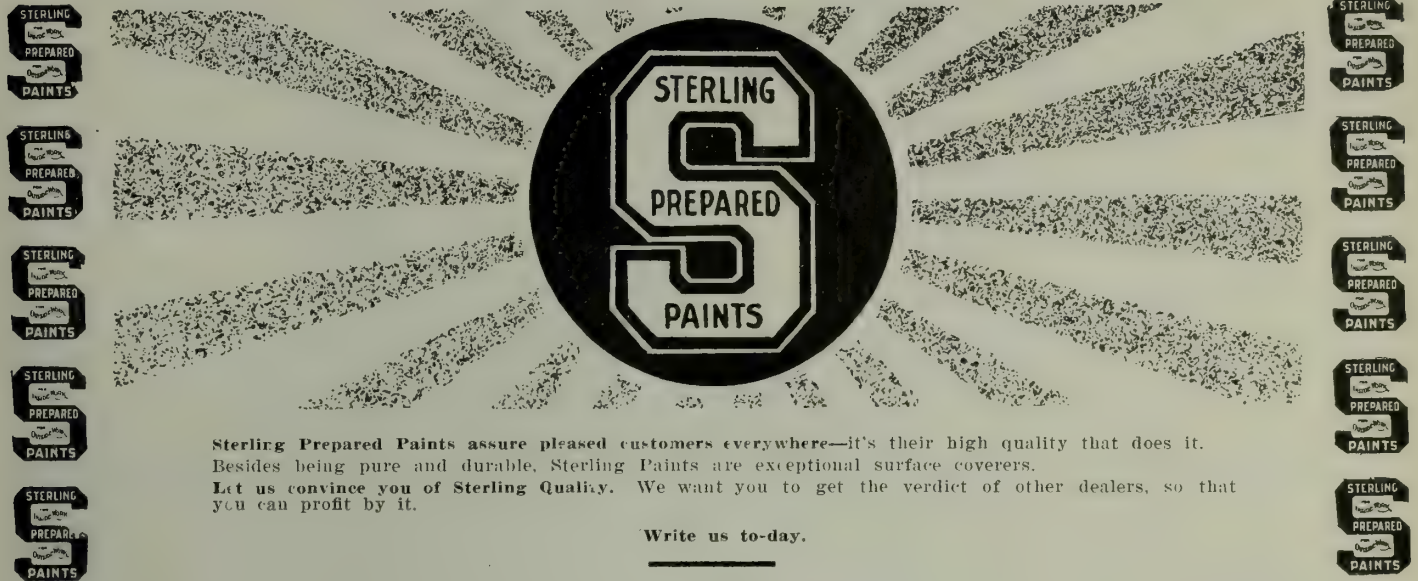
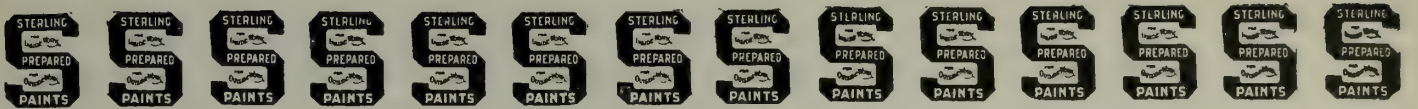
The *Glidden* Varnish Co.

TORONTO, CANADA

FACTORIES: TORONTO, CANADA; CLEVELAND, OHIO. BRANCHES: NEW YORK, CHICAGO, LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission)  
Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

# HARDWARE AND METAL



Sterling Prepared Paints assure pleased customers everywhere—it's their high quality that does it. Besides being pure and durable, Sterling Paints are exceptional surface coverers. Let us convince you of Sterling Quality. We want you to get the verdict of other dealers, so that you can profit by it.

Write us to-day.

**Canadian Oil Companies, Limited, - Toronto**

HALIFAX  
CALGARY

ST. JOHN  
EDMONTON

MONTREAL  
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QUEBEC  
LONDON

WINNIPEG  
OTTAWA



## DOUGALL

**SELL FIRST CLASS VARNISHES** to build a  
**FIRST CLASS TRADE**

Send for 60 page book of selling points  
of the "Varnish That Lasts Longest."

**The Dougall Varnish Company, Limited**  
MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

## VARNISH

## New Era Flat Wall Coating

**IS AN EXCELLENT BUSINESS BUILDER**

—every sale will lead to other sales.  
It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

**SANITARY WASHABLE DURABLE**

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

**Standard Paint & Varnish Co.,**  
Limited  
**WINDSOR, ONTARIO**



## New Idea in Account Register System

A Register that can grow as you grow.

One that can expand as your business expands.

The Expansion Type Register is the New Idea and is the latest and exclusive feature of

With Only One Writing **The McCASKEY SYSTEM** The End of Drudgery

Write for further information. We will gladly have our nearest salesman call on you and explain the Expansion Type Register features without any obligation on your part to purchase.

Unless you need System he will not urge you to buy. Write to-day to

**THE DOMINION REGISTER CO. LIMITED**

**TORONTO, ONTARIO**

Trafford Park, Manchester, Eng.

Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World



Showing Electric Recorder and Cash Till

FIRST AND STILL THE BEST

## "THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

## Stock THE PERFECT FRUIT STEP LADDER

It Will Sell Quickly

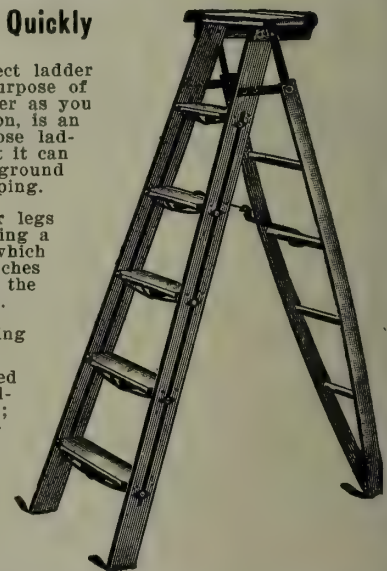
This is the most perfect ladder ever devised for the purpose of fruit picking. The ladder as you see it in this illustration, is an excellent general purpose ladder, for the reason that it can be used on uneven ground without danger of tipping.

The pointed portion or legs can be turned up, making a long single ladder which readily rests in the branches of the trees, making the gathering of fruit easy.

Made in the following lengths:—

6 ft. step ladder extended to 11 ft.; 8 ft. step ladder extended to 15 ft.; 10 ft. step ladder extended to 19 ft.

We also manufacture Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.



**The Stratford Mfg. Co., Limited**

Stratford

Ontario

Canada

Represented by

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver, Maritime Provinces—J. H. Hanson Tilley Co., Montreal, Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



The  
Line



of  
Quality

WRITE FOR DESCRIPTIVE CIRCULAR



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service. Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



## "QUALITY" HACK SAW BLADES

"Cut Everything, Even Expenses"

Made in Canada



These saws are made of the finest alloy tool steel, teeth accurately milled and set by machinery of our own design, tempered by special electric barometer tests, perfected point by point until they are in a class by themselves.

Memorize the Name

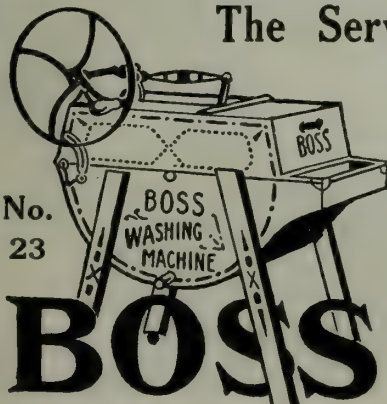


Insist on "Quality"

Our line is a complete one. We make blades from 8 in. to 24 in., also "EXPERT" hack saw blades, loop eye and filed tooth coping saw blades, hack saw machines and frames. Prompt service. Immediate shipments.

Send for Catalogue.

CANADIAN QUALITY SAW & TOOL WORKS, - Factory: 4 St. Antoine Street, Montreal, P.Q.



The Service-Giving Qualities of the BOSS WASHER  
Will Be the Means of Bringing You More Trade

This washer is simple, strong, easily operated and dependable. It is well made of Louisiana Red Cypress. It will neither warp or split.

No. 23 Boss is a good washer to handle because it cannot get out of order and trouble your customer.

Over one million in use.

Ask for full particulars. Send a trial order.

Walter Woods & Co.

HAMILTON

and

WINNIPEG



## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize  
GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

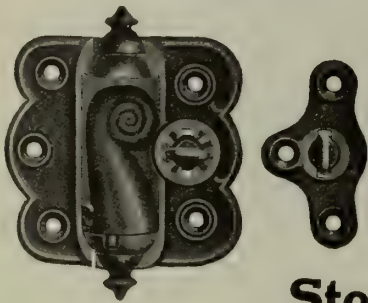
G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

## IDEAL DETACHABLE HINGES

Hold-back and Non-Hold-back Patterns.



The most popular and satisfactory hinges made. Dealers sell them at a good profit.

Ask your jobber for them or write us for a list of jobbers that can supply them.

Other Stover goods that may interest you are Andirons, Fire Baskets, Stove Trimmings, Waffle Irons, Mop Sticks, Ice Tools, Foot Scrapers, Latches, etc.

**Stover Mfg. Co., 709 East Street, Freeport, Ill.**

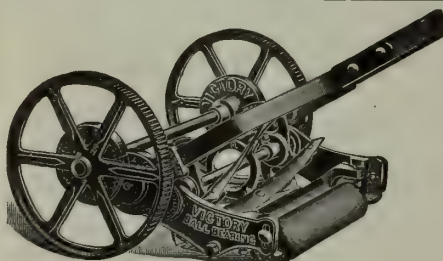
## MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's "Favourite."

**DAVID MAXWELL & SONS, :: ST. MARY'S, ONT.**



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

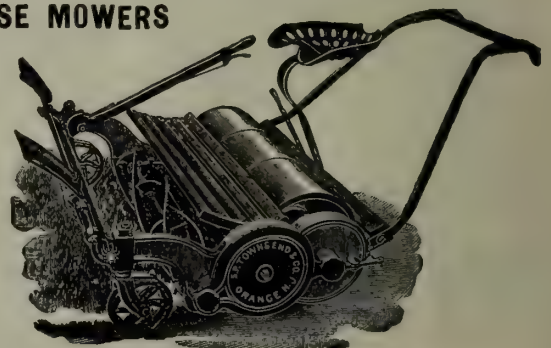
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

**S. P. Townsend & Co.**

ORANGE, N. J.





## THIS WASHER Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

### CONNOR Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well Drop a card for our latest catalog.

**J. H. Connor & Son, Ltd., Ottawa, Ont.**

# Sorby's



# Tools

One of the largest and most complete displays of every kind of Mechanic's Tools . . . . . is always to be seen by Western Canadian Buyers at our Sample Rooms.

The GEO. H. SAYWELL CO., - - - Winnipeg

**THE MORRIS & BAILEY STEEL CO.**  
**PITTSBURG, PA.**

Manufacturers of

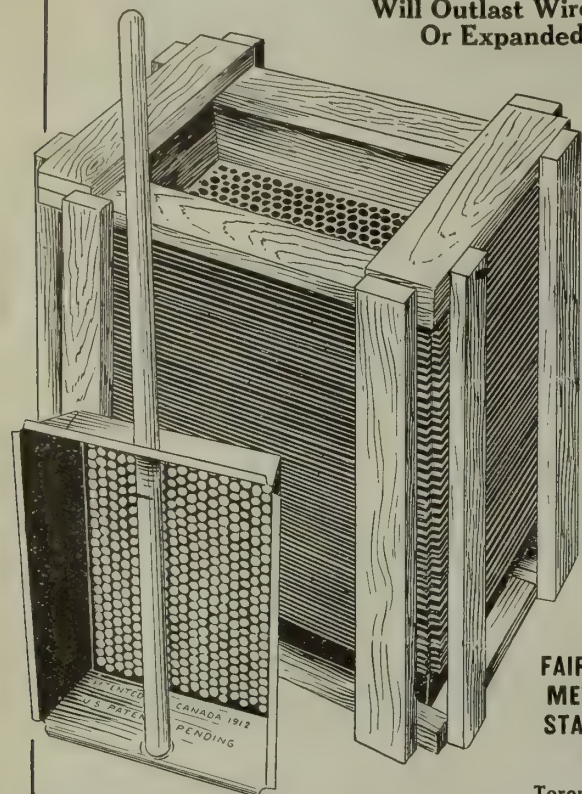
## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



## Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh  
Or Expanded Metal



All  
Metal.  
One  
Piece.  
See  
your  
Jobber.  
Good  
Profit.

FAIRGRIEVE  
METAL &  
STAMPING  
CO.

Toronto, Ont.

## A Re-Order Producer

If you have not introduced "Soclean" Dustless  
Sweeping Compound to your trade you do not rea-  
lize what a splendid profit you are losing.



Every Pail of "Soclean"  
leads to other sales. Every  
housewife who knows it,  
wants it.

It makes sweeping easy  
and pleasant, kills moths,  
brightens floors and rugs, and  
disinfects the home.

You cannot afford to wait  
—get the "Soclean" profit  
now.

"Soclean" is sold in bar-  
rels for merchants own use.

### PRICES TO DEALER:

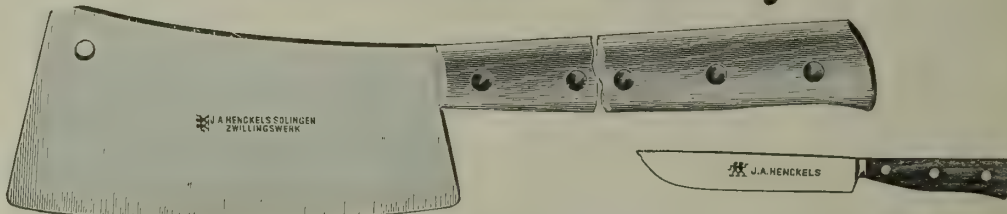
25c Pail, 2 doz. in case (4½ lbs.) enlarged size..... \$4.50  
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)..... 7.20  
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)..... 6.75

## SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in  
Canada. Agents Western Canada:—J. J. Gilmor & Co.,  
Winnipeg, Man.

J. A. HENCKELS

## Twinworks Cutlery



Quality Unsurpassed.

None Genuine without Trade Mark

Sole Agents, F. W. LAMPLOUGH & CO.

Unity Building, MONTREAL



## STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL



BRAND

CORDAGE,  
LATHYARN,  
TWINES,  
PACKINGS,  
CLOTHES  
LINES,  
MARLINE,  
TARRED  
GOODS

of every description.

MANILA—SISAL—ITALIAN  
RUSSIA—JUTE.

# Hay Fork Rope

How is your stock? Look it over and see what you require for prompt shipment. Then order from

## Consumers Cordage Co., Limited

Factories—Montreal Que., and Dartmouth, N. S.  
Branches—Toronto, Ont. and St. John, N. B.

### AGENCIES:

F. H. Andrews & Sons, Quebec; McGowan & Co. Vancouver;  
Tees & Persse Limited, Winnipeg, Regina, Moose Jaw,  
Calgary, Saskatoon, Edmonton.

## A WHEELBARROW That Satisfies Particular People

When you have a call for a high grade barrow be prepared to sell this one.

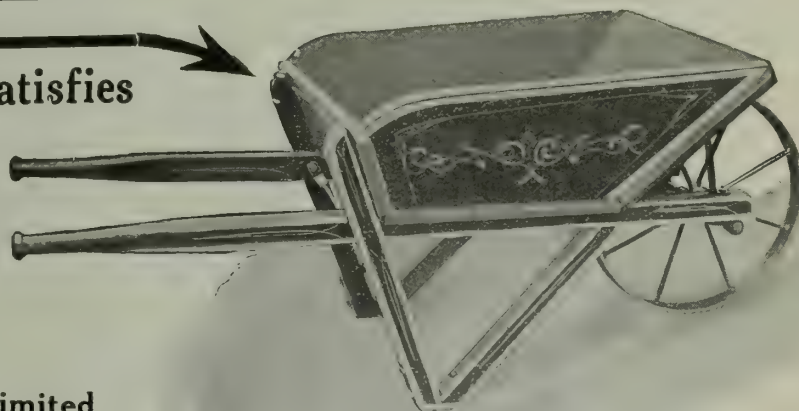
It is the easiest running and most durable on the market.

When running the load is carried well over the wheel.

Iron wheel, iron shoes and braces assure great strength.

Stock it now.

The SCHULTZ BROS. CO., Limited  
BRANTFORD, ONTARIO Dept. K.



## "OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL  
OUTWEAR  
ANYWARE

"A new light" on the cooking question—We have a new assortment every month. If you are interested in profits, write us to-day.

Western Distributors: Moncrieff  
& Endress Ltd., Scott Bldg.,  
Winnipeg, Man.

THE WARE MFG. CO. LIMITED OAKVILLE, ONT.

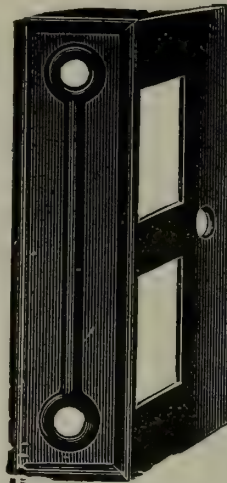




**RED LEAD  
GROUND LITHARGE  
FLAKE LITHARGE  
WHITE LEAD IN OIL**

Agents in Canada for:  
**Lindgens & Sohne—Mulheim-am-Rhein**  
Foster, Blackett & Wilson, Limited,  
Newcastle-on-Tyne.

**B. & S. H. THOMPSON & CO.**  
LIMITED  
TORONTO MONTREAL WINNIPEG



**National Steel  
Rim Locks**

**STRONGEST AND SAFEST**  
Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements

Write us  
for parti-  
culars and  
prices

**NATIONAL  
HARDWARE  
CO., Limited**

ORILLIA, ONT.  
CANADA



Over 5,000,000 Mendets in use.

Order from your jobber or  
write direct.

**COLLETTE MANUFACTURING CO.**  
Collingwood, Ont.

**This  
Kitchen  
Kumfort  
Trowel**

Will Sell  
Quickly

Every  
Housewife  
Will Want  
It



This article is so shaped as to fit close to the side of the pan.

The shape makes it the most desirable article on the market for turning Eggs, Omelets, Meat Balls, Croquettes, Cakes, etc.

With an order of one dozen you get this attractive display box.

Write for complete lines. Our goods will make your notion counter produce better profits.

**Andrews Wire Works of Canada, Ltd.**  
Watford, Ont. Rockford, Ill.



## Protect your trade with Yale Padlocks

**"YALE"** means protection when applied to locks, because Yale Locks mean protection when applied to doors.

When you sell Yale Padlocks you sell the thing that is wanted—*protection*. And trade that gets what it expects comes back. It is to your best interest to furnish the padlock that gives it—a



Our advertising is making it easy for people to buy Yale locks and hardware to advantage. Our Dealers' Advertising Service is making it easy for dealers to get this trade. Are we helping you sell Yale Products? We can and will if you request it.

**Canadian Yale & Towne Ltd.**

Makers of YALE Products in Canada: Locks, Padlocks,  
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

## Are YOU Ready for the Customer who asks for the

# FOX GUN



**I**T'S a satisfaction to the buyer to be able to "feel" the gun he asks for. If you are a FOX dealer this "feel" means a sale. The 20 points of FOX Superiority **stand out**. They talk for themselves. And the Guarantee Tag and Certificate of Fox Proof attached to the gun **back up** the talk.

Our big country-wide, never-ceasing advertising is reaching practically every gun-lover in the country. It is going into every community—digging out the man who has just made up his mind to buy. It is working for you in your territory.

Don't let a single FOX sale get away.

## Write us at once if you do not handle the FOX

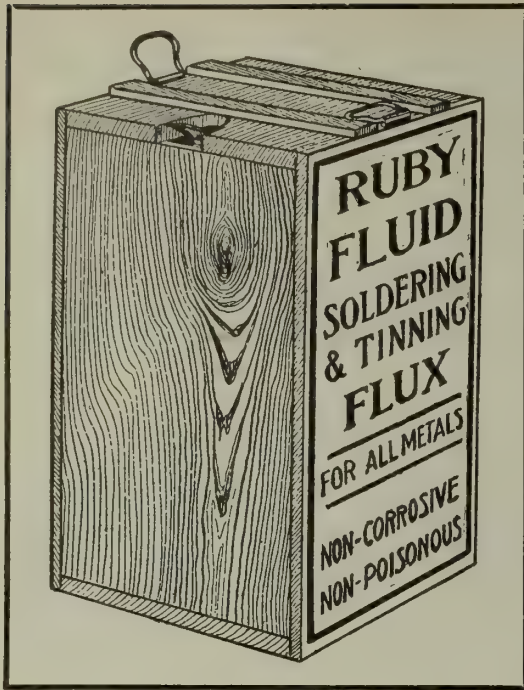
It will pay you to find out why we are so proud of the FOX—why we are so jealous of its reputation, and why it is the best gun—from the **profit** standpoint—to handle. We have a special plan for helping you in your neighborhood. Write and ask us about it.

## The A.H. Fox Gun Co.

4768 North 18th Street

PHILADELPHIA, PA.





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

## Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

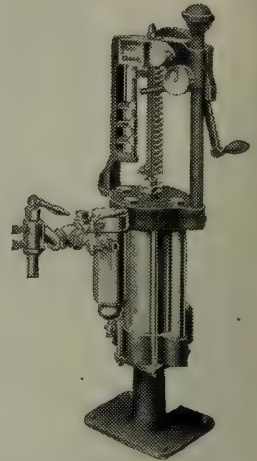
It will discharge 1 gallon with 4 1/4 turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13 1/2 inches, consequently it is the fastest and easiest working pump on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



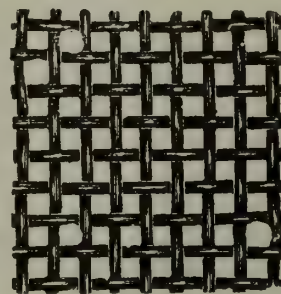
Write for Self Measuring Pump and Tank Catalog.

**The Steel Trough & Machine Co.**

Limited  
TWEED, ONTARIO

**Canada Wire & Iron Goods Co.**

HAMILTON, CANADA



Manufacturers of  
Double Crimped  
Wire Cloth and  
Wire Screening  
for all purposes  
of Iron, Brass,  
Copper, Bronze,  
Galvanized and  
Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles  
and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders'  
Riddles, Garden Wire Work, Steel Factory  
Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

**ENQUIRIES SOLICITED.**

**Tools Stamped with the Buck's Head**  
**Admitted duty free when**  
**used for educational**  
**work in Manual**  
**Training**  
**Schools**

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.

The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

**BUCK BROTHERS**

Millbury, - - Mass., U.S.A.



Old Standard, Eagle, Pyramid and Globe

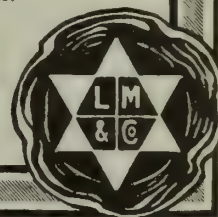
## GERMANTOWN LAMPBLACKS

**Are Recognized Everywhere**  
**AS THE BEST**

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc. Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

**L. MARTIN CO**  
**81 FULTON STREET**  
**NEW YORK U.S.A.**  
**ESTABLISHED 1849**



## Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

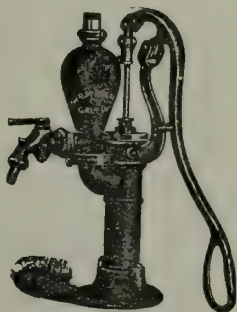
Every pump sold stays  
sold — gives the dealer no  
trouble.

They are metal—hand  
fitted valves — air-tight—  
strong—lasting.

The big catalogue tells  
you exactly what the line  
is—get it for the asking.

Write

The  
**R. McDougall Co., LIMITED**  
**GALT, CANADA**



## Those Who Know Cane's Washboards Always Specify Them

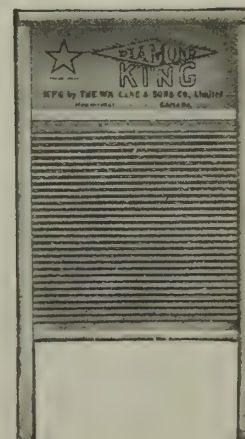
**Because They are Right in Price and**  
**Give the Best Service**

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on  
"Cane's" Wash-day wooden-  
ware, we will be pleased to  
send you one.

**WM. CANE & SONS CO.**  
**LIMITED**  
**NEWMARKET, ONT.**



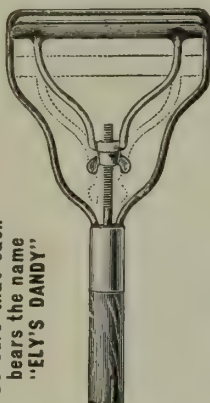


## ELY'S JANITOR MOP

No. 8 for men  
No. 21 for women

Others are not just as good

Be sure that each  
bears the name  
"ELY'S DANDY"



**THEO. J. ELY  
MFG. CO.**

ERIE, PA.

Get our catalogue of  
Mop Sticks, Mop Wringers,  
Brush Holders, Carpet  
Beaters, Broom Holders,  
Etc.

For Sale — Lyons & Marks, Toronto

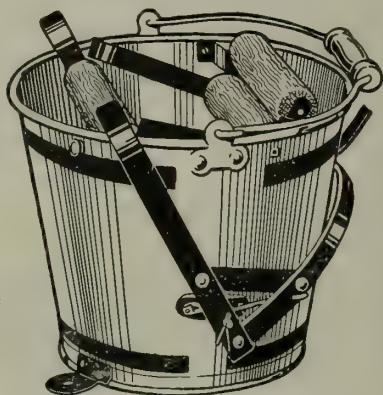
## ELY'S AUTOMATIC

Mop Wringer and Bucket  
COMBINED

Others are not just as good.

Be sure that each bears the name  
**AUTOMATIC**

Made in three sizes, 10 qt., 14  
qt. and 22 qt.; guides posts and  
step of malleable iron; lever of  
wrought iron, finished in black  
enamel; cedar buckets, three hard-  
wood rolls. The most popular  
mop wringer on the market.



Ensure Absolute Satisfaction  
By Selling

**Peterboro  
Hardware**

An  
Artistic  
Design  
for  
1913

Made in Wrought Brass  
and Steel and Cast Brass.

No. 18 and 19 Design

**Peterborough Lock Mfg. Co.**

LIMITED

PETERBOROUGH, ONT.

## MAYMORE CREMORNE BOLTS

IN  
CREAT VARIETY

WRITE FOR  
COMPLETE LINE  
TO

THOMAS. W. KIRBY

YONGE ST ARCADE

TORONTO

MANUFACTURED BY

**MAY & PADMORE LTD BIRMINGHAM ENG.**



S 7635



S 7633

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a  
demand for use with cylinders of  
large capacity.

In wells not over twenty feet  
it has an easy capacity of over a  
barrel a minute when fitted with  
5 or 6-inch cylinders. When used  
in tubular wells, the buckets can  
be withdrawn through the top,  
same as illustrated by Fig. 41,  
Page 34, of our catalogue Number  
14, and for stock, town or factory  
purposes we cannot recommend it  
too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO

Every Hardware Dealer Who Does Plumbing Work  
Should Get Full Details Regarding Our  
**BATHS, LAVATORIES, BRASS GOODS,  
FITTINGS, WROUGHT IRON PIPE,  
SOIL PIPE, SLOAN VALVES  
Etc.**

They Produce Substantial Profits

We have everything that you require for your plumbing. Our prices enable you to make installments at a reasonable cost for your customers and still allow you a good margin for profit.

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

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Everything absolutely guaranteed.

Drop us a Card for **FREE** Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

The  
**JOHN  
STEVENS  
Co., Ltd.**

Wholesale Plumbers'  
Supplies,  
**WINNIPEG**

## JAMES GARTLAND & SON

**BIRMINGHAM, England LIMITED**

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of  
**CARTLAND'S PATENT HELICAL, CLIMAX,  
AND RELIABLE DOOR SPRINGS**

### DOUBLE ACTION

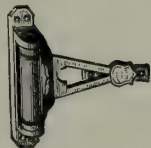


### 5753 IRON

3 in..... 4/3  
4 "..... 6/-  
5 "..... 8/6

### 5754 BRASS

3 in..... 6/9  
4 "..... 10/-  
5 "..... 14/-  
per pair.

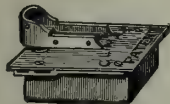


### 5355 IRON

4 in..... 23/6  
5 "..... 32/-  
6 "..... 40/-

### 5356 BRASS

4 in..... 40/-  
5 "..... 53/-  
6 "..... 65/-  
per dozen.



**2401**  
With 2 in.  
Shoe,  
18/- each.



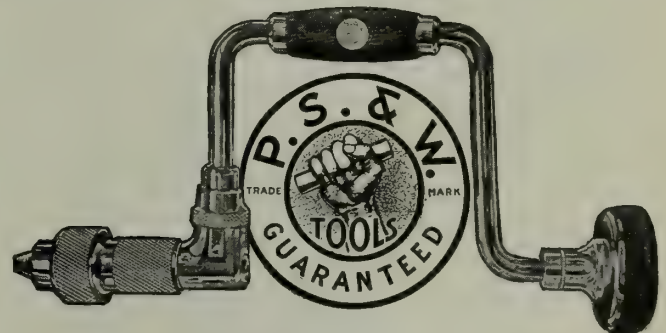
**2860**  
With 2 in  
Shoe,  
26/- each

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



Every Hardware Dealer Should  
Have this P. S. & W. Brace in Stock

**I**TS Ball-bearing Chuck grips any type of drill-shank like a vise, and can be tightened or released by a turn of the wrist. Forged-steel alligator jaw, steel sweep, coco-bolo center and steel-capped lignum-vitæ head with dust-proof ball-bearings.

Write for catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood-Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros. Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe Co., Ltd.; Wood, Vallance Co., Ltd.

**The Peck, Stow & Wilcox Co.**

**MFRS.** of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware  
Established 1819

Address 29 Murray St., New York, N. Y., U.S.A.



**JOSEPH RODGERS & SONS**  
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

**CUTLERY**

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL



**Step Ladders**  
4 to 12 Feet

Clear, Red Pine Sides Hard-wood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

**Otterville Mfg. Co.**  
Limited  
OTTERVILLE ONT.

**GEORGE B. BIRCH**

The Cheapside Brass Foundry

**BIRMINGHAM,**  
England.

Manufactures

Stair Rods and Eyes,  
Casement Rod Fittings  
and General Furnishing  
**BRASS FOUNDRY**

Agents  
Wanted

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BABBITT YOUR JOURNALS WITH

**ARCTIC METAL**

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

**Tallman Brass & Metal Co.**  
HAMILTON, ONT.

**AUTOMATIC FEEDER FOUNTAINS**

Patents Pending.

35c will bring you a  
Sample

**CHI-KEN**

It's a Practical Poul-try Necessity. Get  
ONE—Try it — Then  
you'll Buy.

Manufactured by  
**WILL. H. COTTON**  
SALEM, NEW YORK



**CEMENT SIDEWALK TOOLS**  
OF EVERY DESCRIPTION

We manufacture and carry in stock  
the largest and most satisfactory line  
in Canada of Cement Sidewalk Tools.  
Every sale brings the dealer a  
good profit.

Ask for 1913 Catalog.

**T. Slack & Co.**

5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599



Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.

**Scythes & Company, Limited**

DEALERS IN

Cordage, Twines, Cotton Duck,  
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents

**THE HOPKINS MFG. CO., Limited**

Jute and Cotton Bags, Tents, Tarpaulins and Flags  
and

**THE DOMINION WASTE MFG. CO., Limited**

Cotton and Wool Waste

An inquiry will bring our salesman

**SCYTHES & COMPANY, LIMITED**

18-22 Church St., Toronto and 33 Common St., Montreal

**IF YOU WANT**



Get  
them  
from

DOOR CURTAIN RODS  
DESK OR HAND RAILS  
STAIR TREADS & NOSINGS  
TUBES, BEADINGS  
MOULDINGS OR

**ANY KIND OF  
BRASSWORK**

you may as well have  
the best obtainable.

Write us for quotation.

**WILLIAMS BROS & PIGGOTT Limited**  
Herbert Rd., Small Heath, Birmingham.



## MODERN WIRE MACHINERY

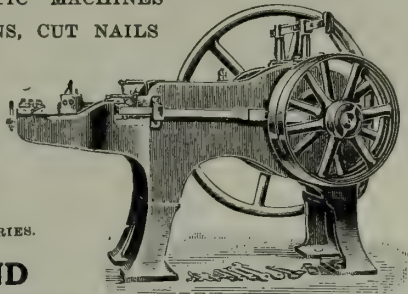
COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES

for making:  
BOLTS, COTTER PINS, CUT NAILS  
and TACKS, FURNITURE SPRINGS,  
HINGES, NAILS,  
RIVETS, SCREWS,  
STAPLES, WIRE  
NAILS, QUADRANGULAR MESH WIRE  
NETTING WIRE  
STRAIGHTENING and  
CUTTING MACHINES,  
ETC.

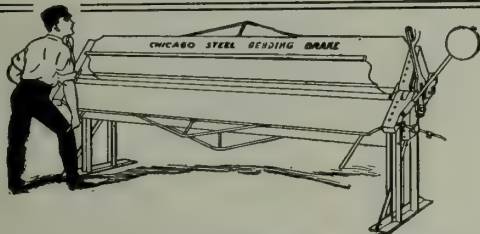
SEND YOUR ENQUIRIES.

### ED. BRAND

96 Victoria St., Westminster,  
S W. London, Eng.  
Late of Manchester.  
Cable Ad: Wyrellous, London.  
Code used—A.B.C., 5th Edition.



RIVET PRESS



CHICAGO STEEL BENDING BRAKES  
(Made in 200 sizes)

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. Work quickly and easily.

THE STEEL BENDING BRAKE WORKS, LTD.  
CHATHAM, ONT.

## Natural Gas Goods

of every description

at

**T. F. BERMINGHAM'S**

20 John Street South  
HAMILTON, ONT.

## BEAR BRAND LAMP BLACKS

The Bear Brand is

the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 134 Yonge St., Toronto; H. W. Glassco, Winnipeg.

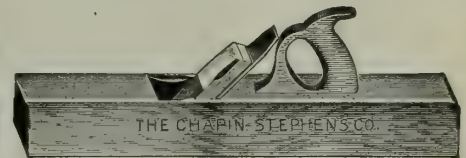
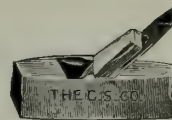
## SILO RODS

COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES

Prompt Shipments



LONDON, CANADA



All kinds of  
**WOOD  
Planes**

**THE CHAPIN-STEPHENS CO.,**  
UNION FACTORY  
PINE MEADOW, CONN., U.S.A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

STAMPED  
ON THE

Corporate Mark



Granted 1780.

GENUINE  
ARTICLE

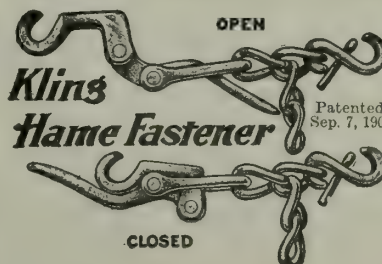
**Jonathan Crookes & Son**

Sheffield, England

**PEN, POCKET & SPORTING  
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

## No Getting Away From It!



OPEN

CLOSED

The Kling Home Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Sells fast at 25 cents. Costs you \$2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.  
Sole manufacturers of the Klingsnap and Kling Home Fastener  
D. C. Ross & Co., 58 Colborne Street, Toronto, Ont.,  
Canadian Distributing Agents.



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



Ask your dealer for  
**GOLD COIN**  
**WIRE HAT and**  
**COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## HOUSE NUMBERS.

**STEEL STAMPS**  
**LETTERS**  
**FIGURES**  
HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

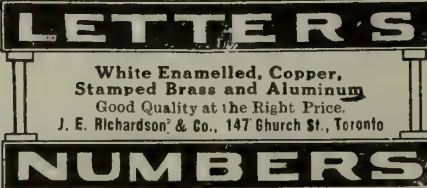
List sent on application.

**Raymond Bros.**

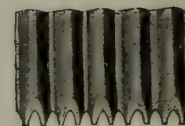
London, .. .. Ontario

## BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including a full line of Folding Beds, Children's Cribs, etc.  
**The Ham & Nott Company, Limited**  
Brantford, Ont.



White Enamelled, Copper, Stamped Brass and Aluminum  
Good Quality at the Right Price.  
J. E. Richardson & Co., 147 Church St., Toronto



### Corrugated Fasteners

GET OUR PRICES

J. E. Beauchamp & Co.  
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### HOOKS Every style and size.

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## CLIPPERS.



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Factory Representative  
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TORONTO

Representing

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Manufactured by

**DOUBLE CLAW HAMMER CO.**

453 BROADWAY

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A want ad. in this paper will bring replies from all parts of Canada.

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Moose Jaw, Saskatchewan

Now visiting the Hardware and Implement trade. Open to handle a few new

lines of hardware, implements, contractors' supplies, or road machines.

Storage facilities.



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COST LEAST FOR REPAIRS**

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Works: Brampton. Head Office: Toronto.  
Branches: Vancouver, Winnipeg, Hamilton,  
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Henry T. Seymour Shear Co.  
Selling Agents, WIEBUSCH & HILGER, Ltd., New York  
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### THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



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The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.  
'WELLINGTON'

## KNIFE POLISH

JOHN OAKEY & SONS, Limited  
Manufacturers of

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and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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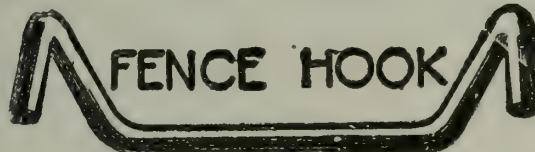
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
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For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
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is a line that never varies in quality.  
The consignments you receive from  
time to time are the same through  
and through—absolutely reliable in  
toughness, strength and workability.  
Economical and correct methods of  
production mean that you get a flaw-  
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LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto  
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PUMPS OF ALL KINDS  
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BARN DOOR HANGERS  
guaranteed by our reputation for fair  
dealing.

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LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

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at a reasonable cost—a baling wire that allows the dealer good  
profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A.  
WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is  
unsurpassed.

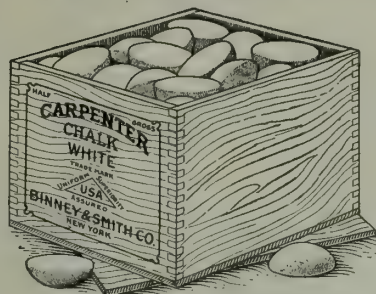
**THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario**

GEO. W. LAIDLAW, Vancouver, B.C.

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**CRAYONS FOR EVERY USE.**



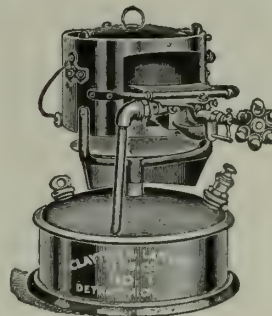
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School Chalk,  
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Carpenters'  
Chalk,  
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**BINNEY & SMITH CO.**

81-83 Fulton Street

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**Satisfactory Service Puts Dollars  
In Your Pocket**



No. 1 Fire Pot  
Price Each \$7.80 Net

Clayton & Lambert Fire Pots and Torches give satisfactory service because they produce intense heat, operate very economically, and are dependable. They save time and money on the job, and soon save their cost in the saving of fuel alone. Sold under the maker's guarantee.

Remember, you buy fuel often, but a Fire Pot or Torch only occasionally. All leading jobbers will supply at factory prices.

**Clayton & Lambert Mfg. Co.**  
DETROIT, MICH., U.S.A.

**The "Bayard" Auto-Cocking and Ejection Rifle  
is the Ideal Rifle For Everybody to Use.**



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

*Write for our free descriptive Booklet.*

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who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

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WRITE FOR PARTICULARS TO

**MacLean Publishing Co.,** 143-149 University Ave., Toronto, Can.



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

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**FOR SALE—MY INTEREST IN ONE OF** the largest businesses in Ontario, consisting of hardware, coal and wood, lumber, planing mill, sash and door factory. This business is increasing yearly; every month of 1913 ahead of last year. Besides paying you good weekly wages, you can double your investment in 3 years; turnover \$65,000. Reasons positively ill-health. Would be pleased to arrange interview and show you auditor's financial statement. Box 818, Hardware and Metal, Toronto. (26)

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**WANTED — HARDWARE SALESMAN OF** ability, good address and experience, to have full charge of outside selling on the road for a large manufacturer in the Province of Ontario. Must furnish best of references. Apply at once, Box 817, Hardware & Metal, Toronto. (27)

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## WANTED

**HARDWARE TRAVELLER WITH ABOUT** \$6,000.00 and a splendid variety of British and American first-class hardware lines, wishes to meet with another traveller with similar capital, and plenty of energy. Partnership, Box 811, Hardware and Metal, Toronto. (26)

**HARDWARE TRAVELLER WITH ABOUT** \$6,000.00 and a splendid variety of British and American first-class hardware lines, wishes to meet with another traveller with similar capital, and plenty of energy. Partnership, Box 811, Hardware and Metal, Toronto. (26)

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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**WANTED—BY A LARGE MANUFACTURING** company, travelling representative acquainted with the hardware trade, to travel in Eastern Ontario. Box 814, Hardware and Metal, Toronto. (27)

**WANTED—BY A LARGE MANUFACTURING** company, travelling representative acquainted with the hardware trade, to travel in Eastern Ontario. Box 814, Hardware and Metal, Toronto. (25)

## SITUATIONS WANTED

**HARDWARE CLERK DESIRES POSITION—** have had four years' experience. Can furnish best of references. Apply Box 483, Collingwood, Ont. (28)

**AN ALL-AROUND HARDWARE CLERK** who has had several years' experience as manager in retail store desires position in Western hardware store. Best of references. Box 815, Hardware & Metal, Toronto. (30)

**SMART, ENERGETIC, CAPABLE ASSIST-** ant, 30, up-to-date ideas, desires situation general furnishing builders, original window dresser, smart salesman, 14 years' experience. George Shirley, Salmon Arm, B.C. (27)

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**THE NATIONAL CASH REGISTER COM-** pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-** stallating an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

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One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

## Interested ?

In Buying a Business  
In Selling a Business  
In Engaging a Clerk  
In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches  
All These Men

RATES:

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2c. per word, first insertion,  
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**Hardware and Metal**

MONTREAL TORONTO WINNIPEG

## A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

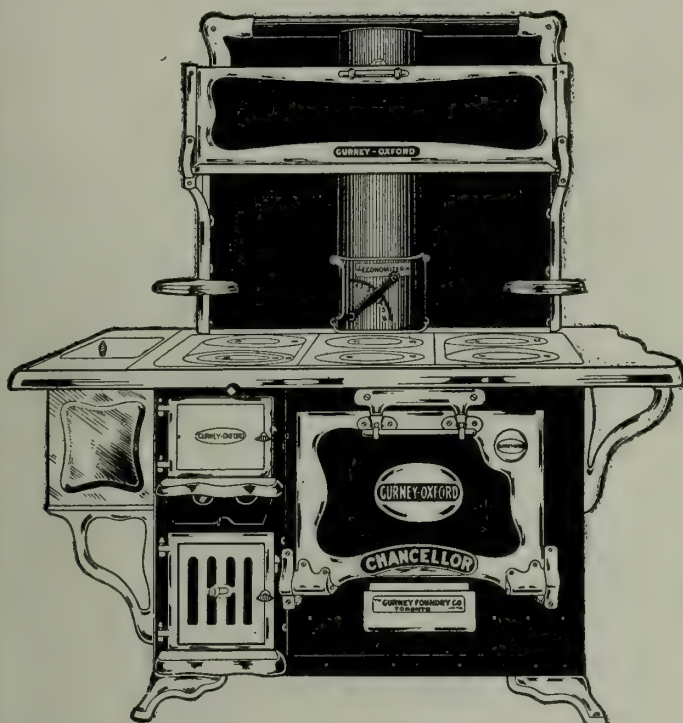
If you would like us to show you, write to-day.

This is genuine.

**THE MACLEAN PUB. CO.**  
143-9 University Ave., Toronto

# Gurney-Oxford Profits

## For the Dealer



Here is the range for every dealer, because results are quick and sure.

The superiority of the Gurney-Oxford as a highly efficient range combined with extensive advertising, assures a steady stream of profits, from its persistent sales to pleased customers.

Our broad co-operative policy gives the dealer the advantages of our own vast selling experience in the form of literature, and booklets that bear the dealer's signature. Gurney-Oxford window cards are provided to attract attention to the store, and forceful selling plans are suggested if desired.

Selling Power of



Oval Trade Mark

Three generations of wide publicity have made the Gurney-Oxford oval familiar to Canadian women as a mark of the highest achievement in range efficiency and economy standards.

A Gurney-Oxford is a woman's first thought when she comes to buy

a range. She knows already that the Economizer controls the heat of the entire range to produce delicious baking with a saving of one-sixth of her coal bill.

It will pay you to investigate the Gurney-Oxford policy.

WRITE FOR FULL INFORMATION

**The Gurney Foundry Co., Limited,**  
**Toronto, Canada**

Montreal,

Hamilton,

Winnipeg,

Calgary,

Vancouver.



## **"BLASTERS' FRIEND"**

Non-Freezing and Fumeless.

## **"DOMINITE"**

Non-Freezing and Fumeless.



# High Explosives

Farmers can use these high explosives to a great advantage.

For stumping, breaking up land; excavating of every kind, draining swamps; felling trees; planting fruit trees; log splitting, etc. They prove big time, labor and money savers.

Blasters' Friend and Dominite contain no Nitro-Glycerin, Chlorate of Potash, Picric Acid nor Gun-Cotton.

They will do all kinds of blasting work that can be done with nitro-glycerin dynamite or any other high explosives of a standard make.

Can be stored, handled and used with greater safety, convenience and economy than other high explosives, and can be stored in any dry ventilated building indefinitely without deterioration from age.

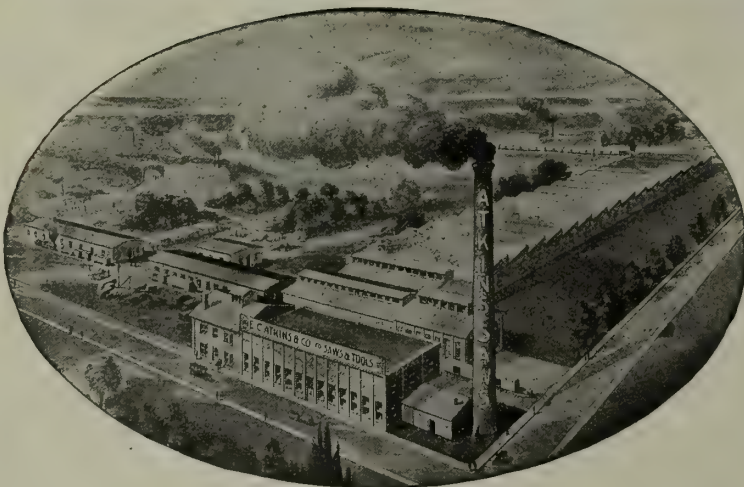
Blasters' Friend and Dominite do not freeze or produce noxious fumes.

The fact that leading railroad construction contractors, quarrying, mining and other concerns are using Blasters' Friend and Dominite is sufficient proof of their efficiency, safety and reliability.

Ask for booklet on "Explosives and Accessories."

## **Dominion Explosives Limited, Ottawa, Ont.**

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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring! Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

## **E. C. ATKINS & CO.**

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

**Branch: Vancouver, B.C.**

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Deforest Canadas are DIF-FERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.

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Quick Deliveries  
Superior Quality

6,000 tons of standard sizes  
carried in Mill Ware-  
house.

Canadian Sales Agents:

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Montreal, - P. Q.

## CLASSIFIED LIST OF ADVERTISEMENTS—Continued.

<b>Varnishes: See Paints.</b>	<b>Wagons, Children's.</b>	<b>Wire Guards.</b>	<b>Wire Goods.</b>
Berry Bros., Ltd., Walkerville, Ont.	Can. Buffalo Sled Co., Preston.	B. Greening Wire Co., Ltd., Hamilton	J. E. Beauchamp & Co., Montreal.
Dougall Varnish Co., Montreal.	<b>Wagon Jacks.</b>	<b>Wire Door Guards.</b>	Canada Wire & Iron Goods Mfg. Co., Hamilton.
Glidden Varnish Co., Toronto.	Richard Wilcox Can. Co., London, Ont.	B. Greening Wire Co., Ltd., Hamilton	
Imperial Varnish & Color Co., Toronto.	<b>Washers.</b>	<b>Wire, Iron, Steel, Brass and Copper.</b>	<b>Wire Machinery.</b>
International Varnish Co., Toronto.	Cowan & Britton, Limited, Gananoque.	B. Greening Wire Co., Ltd., Hamilton	Ed. Brand, London, Eng.
Pratt & Lambert, Bridgeburg.	P. L. Robertson Mfg. Co., Milton.	Henderson & Richardson, Montreal.	<b>Wire Products.</b>
G. F. Stephens & Co., Winnipeg.	Steel Co. of Canada, Ltd., Hamilton.	Laidlaw Bale-Tie Co., Hamilton, Ont.	Andrew Wire Works, Watford, Ont.
	<b>White Lead.</b>	P. L. Robertson Mfg. Co., Milton, Ont.	<b>Wire Rope.</b>
	Brandram-Henderson Co., Montreal.	Steel Co. of Canada, Ltd., Hamilton.	The B. Greening Wire Rope Co., Ltd., Hamilton.
	Steel Co. of Canada, Ltd., Hamilton.		
	G. F. Stephens & Co., Winnipeg.		<b>Wire Springs.</b>
	<b>Wholesale Hardware.</b>		B. Greening Wire Co., Ltd., Hamilton
	Caverhill, Learmont & Co., Montreal.		Henderson & Richardson, Montreal.
	Howland, H. S., Sons & Co., Toronto.		<b>Wire Stretchers.</b>
	Lewis Bros. & Co., Montreal.		Richard Wilcox Can. Co., London, Ont.
	Simmons Hdw. Co., St. Louis, Mo.		
	<b>Windmills.</b>		<b>Wood Finishes.</b>
	Dominion Well Supply Co., Cargill.		Berry Bros., Walkerville.
	<b>Windshields.</b>		G. F. Stephens & Co., Winnipeg.
	Kinzinger Bruce & Co., Niagara Falls.		<b>Wrenches.</b>
	<b>Window Guards.</b>		Whitman & Barnes Mfg. Co., St. Catharines.
	Canada Wire & Iron Goods Mfg. Co., Hamilton.		Bemis & Call Hdw. & Tool Co., Springfield, Mass.
	B. Greening Wire Co., Ltd., Hamilton		
		<b>Wire Mats.</b>	
		Andrews Wire Wks. of Canada, Ltd., Watford, Ont.	
		Canada Wire & Iron Goods Mfg. Co., Hamilton.	
		B. Greening Wire Co., Ltd., Hamilton	
		Kuhne-Anderson Co., Port Hope.	
		<b>Wire Goods, Bright.</b>	
		Steel Co. of Canada, Ltd., Hamilton.	



# CLASSIFIED LIST OF ADVERTISEMENTS

- Abrasive Wheels.**  
Carborundum Co., Niagara Falls, N.Y.
- Aluminum Ware.**  
Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.
- Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York
- Animal Traps.**  
Oneida Community Ltd., Oneida, N.Y.
- Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.
- Auger Bits.**  
Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.
- Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.
- Axes.**  
Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.
- Babbitt Metal.**  
Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
Alonso W. Spooner, Ltd., Port Hope  
Tallman Brass & Metal Co., Hamilton.
- Bakers' Equipment, all kinds.**  
Brantford Oven & Rack Co., Brantford.
- Bar Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills, Co., London.
- Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls
- Belting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha and Rubber Mfg. Co., Toronto.
- Bird Cages.**  
E. T. Wright & Co., Hamilton.
- Blinder Twine.**  
Consumers Cordage Co., Montreal.  
Plymouth Cordage Co., N. Plymouth, Mass.
- Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Bolts and Nuts.**  
London Bolt & Hinge Works, London, Ontario.  
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**  
Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.  
Hamilton Stove & Heater Co., Hamilton.
- Bolts, Expansion.**  
Star Expansion Bolt Co., New York.
- Books.**  
Technical Book Dept., MacLean Pub. Co., Toronto.
- Box Strapping.**  
J. E. Beauchamp & Co., Montreal.
- Braces.**  
Goodell-Pratt Co., Greenfield, Mass.  
Peck, Stow & Wilcox Co., Cleveland.  
Stanley Rule & Level Co., New Britain.
- Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.
- Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.
- Bridle Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananoque.  
Howland, H. S. Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Luffin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**  
Belleville Hardware & Lock Mfg. Co., Belleville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananoque, Ont.  
P. & F. Corbin, New Britain, C.  
Hamilton Stove & Heater Co., Hamilton.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.
- Burlap.**  
Dominion Oilcloth Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
- Burrs.**  
P. L. Robertson Co., Milton.
- Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain C.  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg  
Jas. Smart Mfg. Co., Brockville.
- Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.
- Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.
- Cash Registers.**  
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Oneida Community, Limited, Niagara Falls, Ont.
- Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**  
Ruck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.
- Clothes Reels and Lines.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Cummer-Dowdell Ltd., Hamilton, Ont.  
J. H. Connor & Son, Ottawa.  
David Maxwell & Sons, St. Mary's.  
American Wringer Co., New York City  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Oneida Community, Ltd., Niagara Falls
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Cutlery, Razors, Scissors, etc.**  
Caverhill, Learmont & Co., Montreal.  
Crooks, Jonathan & Son.  
Dorcen Bros. & Co., Montreal.  
Greiff, Bredt Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinisch, R. Sons Co., Newark, N.J.  
Howland, H. S. Sons & Co., Toronto  
Hutton, Jas. & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.
- Disinfectant.**  
Soclean, Limited, Toronto.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, C.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Dry Colors.**  
G. F. Stephens & Co., Winnipeg.
- Dustless Sweeping Compound.**  
Soclean, Limited, Toronto.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons.**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enamels.**  
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananoque.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simmonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.  
Furnaces, see Stoves.
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lynght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware.**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto.
- Glassiers' Diamonds.**  
Patton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananoque.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Heckey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.



- Hooks.**  
F. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Ladlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Household Cleaners.**  
Soclean, Limited, Toronto.
- Ice Cream Freezers.**  
McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wickes Martin Wickes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Seetees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks.**  
Hamilton Stove & Heater Co., Hamilton.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
F. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos. & Co., Pembroke, Ont.
- Mall Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
McIntosh, H. F., & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel, Wire and Wood.**  
Kuhne Anderson Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.
- Leads, A. C., & Co., Montreal.**  
Magnolia Metal Co., Montreal.  
Nava Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Siding, Etc.**  
DeForest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oakley, John, & Sons, London, Eng.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Moth Killers.**  
Soclean, Limited, Toronto.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Ladlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oilers.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Boswer, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pulleys (Saab, etc.).**  
P. & F. Corbin, New Britain, Conn.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Radiators.**  
Hamilton Stove & Heater Co., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Onedia Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greeff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorcen Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor Hones.**  
Carborundum Co., Niagara Falls, N.Y.
- Refrigerators.**  
McClary's, London.
- Registers, Cash, Credit.**  
Dominion Register Co., Toronto.
- Registers.**  
Hamilton Stove & Heater Co., Hamilton.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**  
Dunham Co., Beres, O.
- Roofing.**  
Canadian Supply and Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C., & Co., Hamilton.  
Can. Quality Saw & Tool Works, Montreal.  
Dieston, Henry, & Sons, Philadelphia.  
Shurly Dietrich Co., Galt.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Seythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
H. Heintsch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McClashan, Clarke Co., Niagara Falls.  
Onedia Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Staples.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Spring Hinges, etc.  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
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McClary's, London, Ont.  
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E. T. Wright Co., Ltd., Hamilton.
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F. E. Myers & Bro., Ashland, Ohio.
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Clare Bros. & Co., Preston.  
Galt Stove & Furnace Co., Galt.  
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Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
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McClary Mfg. Co., London, Ont.
- Sweeping Compound.**  
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- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
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- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
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The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Millers Falls Co., New York.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers.**  
Brown-Boggs Co., Hamilton.
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- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.



# SPORTING RIFLES ARE SELLING



A display of Ross Models, and especially the .280 Sporting Ross, the High Velocity, will help you to share this trade.

Your customers should not be allowed to buy a rifle without first seeing in *your* store this most tempting weapon. Other models retail at from \$25.00 and upwards.

If you have not received our price list, write for it now.

## Ross Rifle Company

Quebec, P.Q.



Water Gauge Mounting



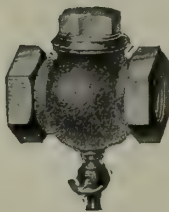
Forked Lever Air Cock



Grease Cup



J.M.T. Pop Safety Valve Side Outlet



Check Valve with Drip Cock



Gauge Cock



Steam Whistle



Oil Cup—Quick Stop, Sight Feed



Relief Valve

## ENGINEERS' SUPPLIES of the Utmost Reliability

**A Line That  
Will Greatly Benefit Your  
Store**

When you handle our line of Engineer's Supplies you are positively protected against dissatisfied customers, and you procure a good substantial profit on every sale.

Your inquiries on any line or lines will receive our prompt attention.

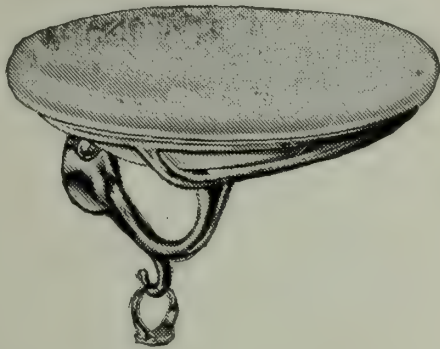
**Catalog To The  
Trade.**

THE  
**James Morrison Brass Mfg. Co.**  
Limited

193-197 Adelaide St. W., Toronto



## Bathroom Fixtures



A Classy Soap Dish with Opal Slab and Ring Hook. We would furnish the ring, too; but really can't afford to, at the price.

TRY US WITH A RUSH ORDER.

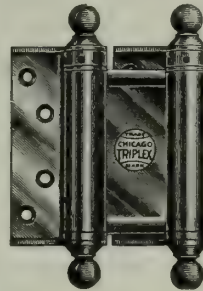
We will make good.

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada

## CHICAGO SPRING BUTTS

### A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

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CALGARY

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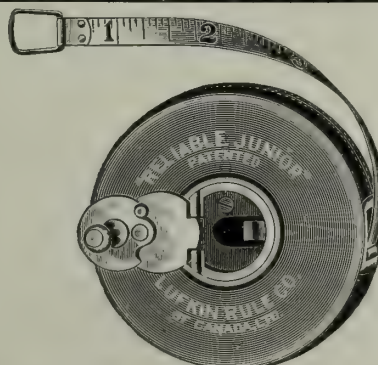
## LUFKIN

### Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

## LUFKIN

### Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.



Copy)

McGILL UNIVERSITY  
Montreal, March 26th, 1909

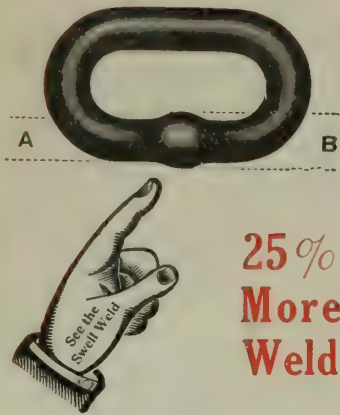
Report of Results of tension tests of short samples  
of chain

Samples Marked and Described As		Loads in Lbs.	
		Yield Point	Maximum
3-16 McKinnon Swell Weld	(1)	1700	3160
do.	(2)	1770	3580
3-16 B.B.B. American Chain	(1)	700	1660
do.	(2)	700	1550
1/4 McKinnon Swell Weld	(1)	....	6000
do.	(2)	....	7050
1/4 Proof American Chain	(1)	1500	4250
do.	(2)	1600	3175
1/4 B.B.B. American Chain	(1)	1800	4600
do.	(2)	1800	4440
5-16 McKinnon Swell Weld	(1)	4000	6340
do.	(2)	4200	8390
5-16 Proof American Chain	(1)	2500	7075
do.	(2)	2600	7000
5-16 B.B.B. American Chain	(1)	3000	8500
do.	(2)	2800	7580
3/8 McKinnon Swell Weld	(1)	6400	11400
do.	(2)	6400	11770
3/8 Proof American Chain	(1)	2900	7800
do.	(2)	3200	9400
3/8 B.B.B. American Chain	(1)	3600	5830
do.	(2)	3500	7000

(Signed) S. D. MACNAB,

Supt. of Test. Lab.

All samples taken without selection from stock of  
a wholesale hardware house in Montreal. (Name given  
on request.)



**25%  
More  
Weld**

**MADE IN CANADA**

Guaranteed to be  
better than any  
B B B chain on the  
market to-day.

**ONE TRIAL PROVES**



**25%  
More  
Wear**

**SOLD BY JOBBERS**

Guaranteed to be  
perfect in quality  
of workmanship  
and material.

**TESTED STEEL CHAIN**

**McKINNON CHAIN CO.**

**St. Catharines, Ont.**

**McKINNON  
RINGS  
are strongest**

We are  
headquarters for  
**Malleable,  
Wrought and Welded**

**RINGS**

Japanned, Tinned, Nickel  
or Brass Plated.

**McKINNON DASH CO.**

**St. Catharines, Ont.**

**McKINNON  
RINGS  
are strongest**



# HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
July 5, 1913

No. 27

## ROGERS'

### Portland Cement and Crushed Stone

Will Be A  
Valuable Asset To  
Your Business

Nearly every builder knows that Rogers' Cement is the most efficient, most reliable and most durable cement on the market.

Why not stock this cement and get after builders in your vicinity or do a little advertising to let them know that you handle it.

Rogers' Crushed Stone is clean and free from dust, dirt and mould and can be supplied in all sizes.

Our Plants at Vinemount, Ont., and Dundas, Ont., have a capacity of 4,000 tons a day.

The wise builder finds it much cheaper to buy from a place nearby than to pay for haulage and get slow service.

We ship quickly. Write us to-day.

### ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO.  
Western Sales Managers  
WINNIPEG







## There is Much Beyond the Profit in the Sale of a Gillette

Time was when many a dealer judged a sale wholly by the immediate profit.

An honest sale at a satisfactory profit is always **good**.

The sale of an article that pleases the customer more than he anticipated is **better**, for to the profit is added his good-will.

But the **best** sale of all is the one that, in addition, brings the customer back regularly to your store.

**That's the sale of a Gillette Safety Razor.**

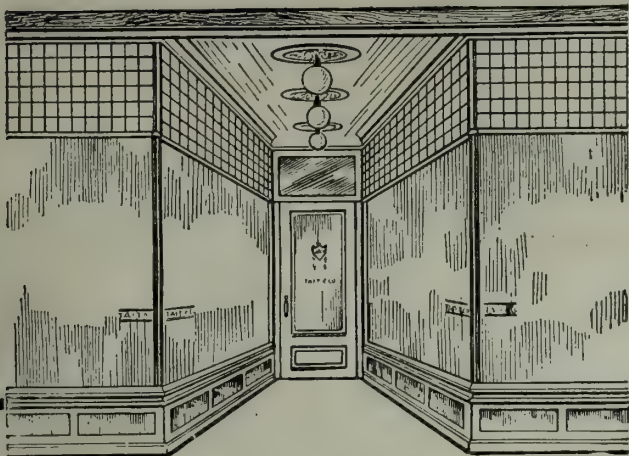
The GILLETTE Safety Razor certainly does please buyers, for it gives them quicker, cleaner, smoother shaves than they ever thought possible. It pleases them so well that they enthusiastically recommend it to their friends, and so pave the way for

more business for you. Their satisfaction with the razor is, to a certain extent, credited to you, and you gain their good-will.

More than that, each GILLETTE sale starts an annuity for you, for each man who buys a razor will come back to you for blades. Every time he drops in you have an opportunity to sell him perhaps several times the amount of the blade sale in other lines, and to strengthen your hold on his business.

These are some of the reasons why it does not take the clear-thinking, far-sighted merchant long to decide which razor it's best to handle for permanent business and satisfaction.

**The Gillette Safety Razor Company of Canada, Limited**  
Office and Factory: The New Gillette Building, Montreal



## Attract People To Your Store

by putting in one of these handsome, Easy-Set Store Front Systems that look so inviting and lure so many people into the store.

Easy-Set Store Front Systems are built of brass, burnished copper, and combinations of brass and copper, with heavy leaded and plate glass.

The price of the average front is comparatively low.

Just drop us a card saying that you are interested in knowing what it would cost to put one in your store, and we will send a man down and give you an estimate.

There is absolutely no obligation on your part. We believe that we will be able to show you that the cost of an Easy-Set front for your store will be so low that it will appeal to you as an exceedingly desirable investment.

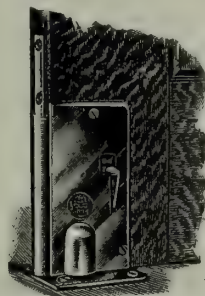
Get posted upon this famous Store Front System to-day. Write for particulars to

**Consolidated Plate Glass Company of Canada  
LIMITED**  
241 SPADINA AVE., TORONTO

# CHICAGO SPRING BUTTS

## TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



### CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK

## Have You Placed Your Order For GEM and BLIZZARD FREEZERS

They are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer.

They have been faithful and satisfactory public servants for over a quarter of a century.

They bring trade and help to keep it.

Your Jobber Has Them.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.





# KEEP A FEW OF OUR "Barrett" Jacks in Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day. The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense. The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set leads by using either the top of the rack or the projecting foot at the lower end.

The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases. The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—Frame or Base—Malleable iron.  
Rack—Forged steel, machine cut teeth.  
Pawls—Drop forged open hearth steel of high carbon.  
Fulcrum Pin—High carbon rolled steel, machined.  
Bearings—Hardened steel.  
Handles—Selected ash or hickory.  
Barrett Jacks are imitated in appearance, but not in quality.



TRACK OR TRIP  
JACKS



AUTOMATIC  
LOWERING JACKS

WRITE FOR PARTICULARS AT ONCE.

## The Canadian Fairbanks-Morse Co. LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA

# THE S.M.P.

## Novelty Refrigerators and Galvanized Ice Boxes. Oak Grained

Just the article needed for  
Summer Residences or Camps.



### Novelty Refrigerators

No.	2	3	4
Inches	19x13 $\frac{1}{2}$ x13 $\frac{1}{2}$	23x17x16	27 $\frac{1}{2}$ x19x19

### Ice Boxes

	Small	Large
Dimensions	20 $\frac{3}{4}$ x14 $\frac{3}{4}$ x14	28 $\frac{3}{4}$ x16 $\frac{3}{4}$ x16 $\frac{3}{4}$

Prices on Application.



# THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Limited

## Kemp Manufacturing Co.

Montreal

TORONTO

Winnipeg

# DISSTON HAND SAWS



As Staple as Wheat

IMPORTERS AND DISTRIBUTORS

LEWIS BROS., LIMITED, MONTREAL

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TORONTO

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# Business Promotion Through Trade Press Efficiency

is to be the keynote of the most notable gathering of technical, class and trade journal editors and publishers ever held in America. No live manufacturer, sales manager, advertising man, trade paper editor or publisher can afford to overlook the

**Eighth Annual Convention of the Federation of  
Trades Press Associations in the United States at  
the Hotel Astor, New York, Sept. 18, 19, 20, 1913**

Two sessions will be held daily. There will be editorial, circulation, advertising and publishing symposiums under competent leaders. Many of the leading editors, business managers, buyers and sellers of advertising, and authorities on modern merchandising methods will take part. On Friday afternoon, September 19, there will be a mass meeting, with addresses by representative business and professional men, on subjects of timely interest to editors, publishers and advertisers. Distinguished guests and worth-while speakers will be at the annual banquet, which will be made a memorable social occasion. No matter what may be your connection with the trade journal field, if you are interested in the idea of business promotion through trade press efficiency, if you believe in business papers for business men, you will be welcome at all sessions.

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Full information may be obtained from

## **The Committee of Arrangements**

WM. H. UKERS, Chairman, 79 Wall Street, New York.

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## **The Federation of Trade Press Associations in the United States**

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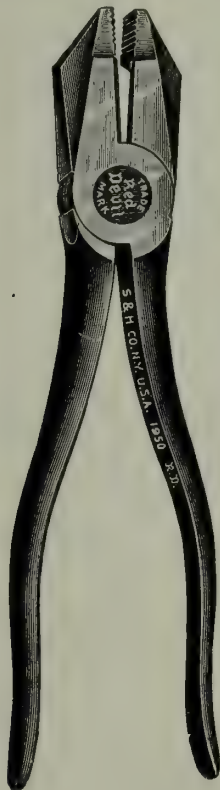
# A NEW RED DEVIL— HAVE YOU SEEN IT?

The smoothest, coolest running and fastest cutting TOOL GRINDER on the market. Made in 4 sizes, Nos. 4, 5, 6 and 7, with new vitriolized wheel, cuts fast and cool. Price right. Ask for particulars.

RED DEVIL PLIERS ARE MADE FOR ALL PURPOSES



No. 777.



No. 1950.

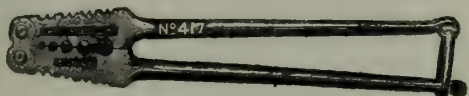


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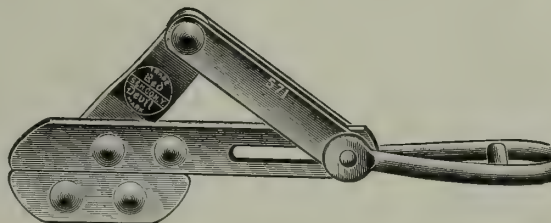


No. 796. Electrician's Snip.

Red  
Devil  
Electri-  
cians'  
Tools.



No. 417. Splicing Clamp.



No. 571. Buffalo Grip.



No. 253. Pole Climber, Eastern Pattern.

## SMITH HARDWARE CO., LIMITED MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

## BOLTS & NUTS.

Stove  
Tire  
Bridge  
Elevator  
Carriage  
Machine  
Plow  
Track  
Eye, Etc.

## SCREWS.

Bright  
Brass  
Bronze  
Plated  
Headless  
Drive  
Felloe  
Dowel  
Machine  
Side Knob  
Cap.

## RIVETS & BURRS.

Belt  
Boiler  
Bridge  
Chisel Point  
Tinned  
Hame  
Coppered  
Cone Head  
Flat   "  
Round   "  
Steeple Head  
Wagon Box  
Wheel.

BRIGHT WIRE  
GOODS.

## WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

## WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

## PIG IRON

## TACKS

## SHOT

## PUTTY

## WHITE LEAD

## HORSE SHOES

and

## HORSE SHOE NAILS

## FENCING and GATES

## STAPLES.

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Blind  
Cooper  
Electricians'  
Fence  
Nuttet  
Poultry Netting

## STEEL & IRON.

Angle  
Band  
Channel  
Concrete Bars.  
Plow Beams.  
Rivet  
Tire.

## LEAD PIPE.

In Coils,  
Aqueduct  
Composition  
Soil & Waste.

## WROUGHT PIPE.

Black  
Galvanized  
Standard  
Extra Heavy  
Conduit  
Signal.

## SPIKES

POLE LINE MATERIAL.

WIRE HOOPS.

## —SALES OFFICES—

Hamilton  
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Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.



Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

**Allan Hills Edge Tool Co.**  
LIMITED

GALT, ONTARIO, CANADA



**There's a Reason**

**Read Why**

—why do the successful Hardware Merchants sell **CRESCENT Brand Butts and Hinges** in preference to other makes?

**Here's the Answer**  
When Butts and Hinges are stamped with the Crescent trade mark, they are



right. The consumer specifies them on repeat orders. The price is right and the Butts and Hinges have that attractive appearance which makes them sell on sight.

Get acquainted with **CRESCENT Brand.**

**Canada Steel Goods Co.,**

**Limited, Hamilton, Ont.**

**If Your Ambition is to Sell Nothing But High Quality Cutlery,  
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of Cutlery is better known today than "TREE"

Brand, which has been on

the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

**FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS**



**A BETTER ROOFING  
CANNOT BE HAD THAN**

**Winnipeg Steel Shingles**

**Galvanized**

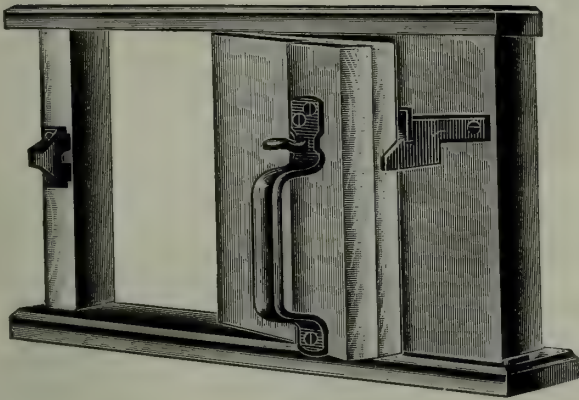
**Painted**

Easy to lay. Side Lock cannot be damaged. Ample top lock. A good nailing flange at the sides. This is the shingle that avoids all the mistakes in construction.

Recommend it to your customers. They will be pleased.

Made in the West means prompt service on your orders. Send to

**Winnipeg Ceiling and Roofing Co., Ltd., P.O. BOX 186 H. Winnipeg, Man.**



Door Open

## Our Idea of Perfection

### No. 29 All-Steel Latch for Barn Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a  $\frac{3}{8}$ -inch projection of the bar, and because the strike is protected with a guard.

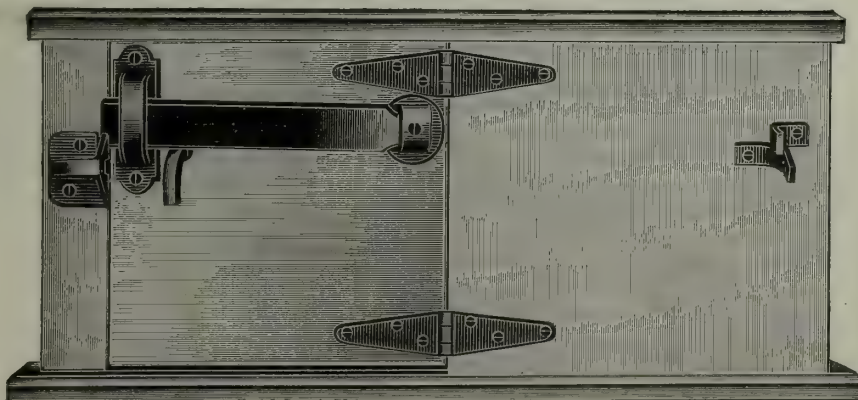
Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

# NATIONAL MFG. CO.

STERLING

ILLINOIS



Door Closed

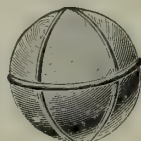


# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



**Eley "Grand Prix"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.



**Eley 5/8-in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

*Sold by all Jobbers throughout the Dominion.*

**Wholesale only:**

**ELEY BROS.**  
(Canada) Limited  
North Transcona  
Man.

**.38 Automatic**



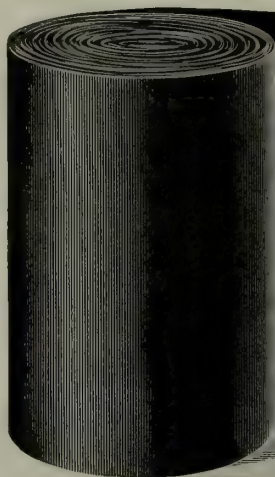
**.32 Automatic**



**Eley .22 Long Rifle "E" Brand Blue Label .25**



**Automatic**



JENKINS' '96 PACKING is made of pure Para rubber and the best ingredients and is lighter in weight than most packings. It is strong, yet flexible, and always uniform. It will stand high temperatures and pressures and can be successfully used under pressure of Steam, Water, Acids and Ammonia. A joint once made with Jenkins' '96, needs no further attention, as it will not rot or blow out.

Stocked by most dealers.

Catalog will be sent you upon request.

**JENKINS BROS., Limited**

103 St. Remi Street, MONTREAL

# GLUE IN PACKAGES

THAT MEANS

## BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

## H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



*Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5 $\frac{1}{4}$  to 6 $\frac{1}{2}$  lbs., according to gauge and barrel. For black or smokeless powder.*

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

**Harrington Richardson Arms Co.,**

**715 Park Avenue,  
Worcester, Mass.**



## "All Is Not Gold That Glitters"



Popular clamour or too ready acceptance of careless claims should not be mistaken for a real or ENDURING demand.

Real merit is only pointed out by EXPERIENCE, and sooner or later PUBLIC DEMAND sifts the true from false, and a line of goods BECOMES STANDARD.

This business axiom has been admirably demonstrated by the

### BISSELL Sweeper

which a discriminating public recognizes as the only reliable sweeping device practicable to use daily, that will effectively and easily gather up all kinds of dirt and litter, and that everyone can afford to buy.

OUR SALES FOR THE SIX MONTHS JUST PASSED EXCEED THOSE FOR ANY PREVIOUS SIMILAR PERIOD.

Our Fan Offer is now in force—Fifty folding Japanese fans with each dozen sweepers. Copy of Fan Offer announcement and sample fan mailed free on request.

### Bissell Carpet Sweeper Company Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

#### BRANCHES :

NEW YORK CITY, 25 Warren Street  
(Salesroom and Export Department)

NIAGARA FALLS, Ontario (Factory)  
PARIS, France, LONDON, England (Agency)



## Service and Reputation FOR HIGHEST QUALITY

have made us the largest  
EXCLUSIVE METAL DEALERS  
in the  
DOMINION OF CANADA

We carry in stock **ALL INGOT METALS**

*Write for prices. You will find them interesting*

WE MANUFACTURE: Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

## The CANADA METAL CO., Limited

Head Office and Factory : TORONTO

Branch Factories : MONTREAL, WINNIPEG



# THE KEEN KUTTER

## Trade Mark Points To Profits



When your customer buys Keen Kutter goods he buys **QUALITY** that sends him back to you for other things. He is sure his purchase will be right—he knows that he is protected by an absolute guarantee that means money back if not satisfied. We stand back of every Keen Kutter dealer and every Keen Kutter sale. Keen Kutter goods make store friends and more sales. That means **PROFIT** for you—more customers.

# KEEN KUTTER

## QUALITY CUTLERY

is making friends for live dealers because each article is the best of its kind, and all covered by Keen Kutter guarantee of quality. No other line or brand can so conscientiously protect the dealer. The Keen Kutter trade mark will bring you reputation and customers.

*Write us now for full particulars.  
It will pay you — pay you well.*

### SIMMONS HARDWARE CO.

Incorporated

Manufacturers and Distributors

Philadelphia, Pa.  
Sioux City, Ia.  
Wichita, Kans.

St. Louis, Mo.  
U. S. A.

New York City  
Toledo, Ohio  
Minneapolis, Minn.



This line embraces Scissors, Shears, Table Cutlery, Pocket Knives, Razors, Safety Razors, and many others too numerous to mention.





# Foot Powers



No. 117

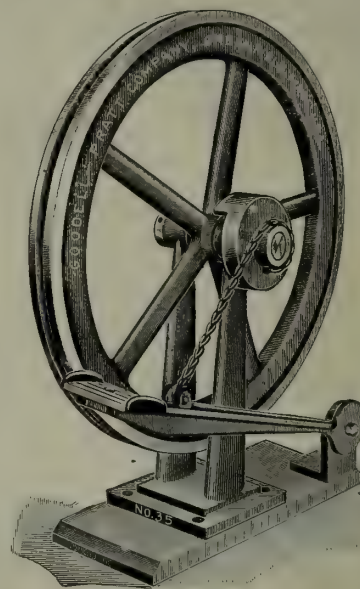
Greenfield,

*Goodell-Pratt's*

Foot Powers of this description for driving light machines will be found indispensable in places where no motor or steam power is used.

Goodell-Pratt Company

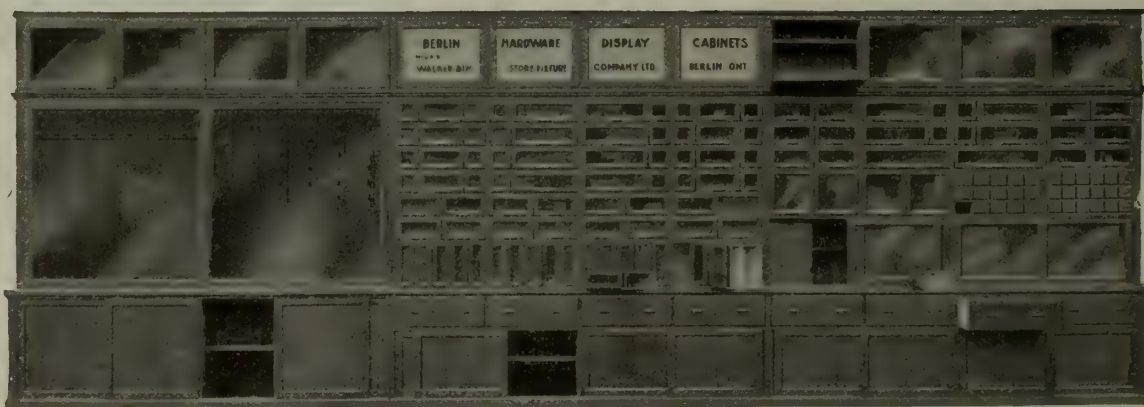
*Toolsmiths*



No. 35

Mass., U.S.A

**You Can Quicken Your Service As Well As Make Your Store More Attractive By Installing BERLIN HARDWARE DISPLAY CABINETS**



An attractive store with quick service is the one that gets the most trade.

Our cabinets are not only attractive—they display goods to the best advantage and help customers in their selection. They quicken service because there is not the necessity of showing perhaps a dozen different articles before the customer makes his choice—everything is in plain view of the customer and he can point out the kind of article he wants.

Our hardware display cabinets are made of the **very best oak** and are **excellently finished**.

We also manufacture **Display Cabinets, Silent Salesmen and Counters** to meet any requirement.

Will be pleased to receive your inquiries. Ask us for circulars.

**The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.**

Manufacturers and Designers of  
Modern Store Fixtures



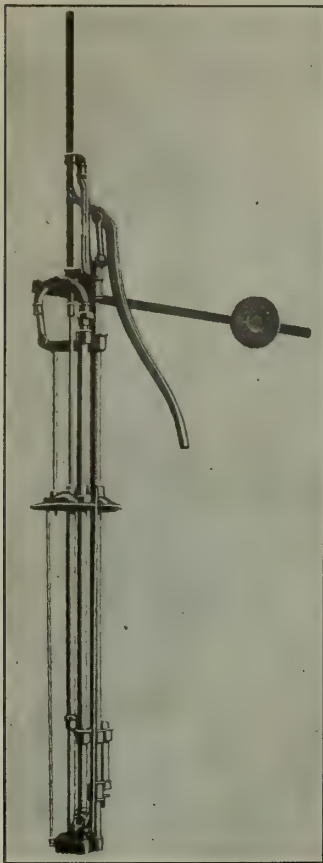
## DOLLY MADISON PATTERN

HOLMES and EDWARDS

A new pattern, which, in a short season, has outsold any other design. Made on an extra heavy blank—well balanced, beautifully finished, and recommended to the most fastidious. Attention is also called to the PIERCED design—an innovation in flatware. Made in a full range of staples and fancy pieces. Write for prices of special cases and assortments.

**Standard Silver Company Limited of Toronto**  
North Madison Avenue

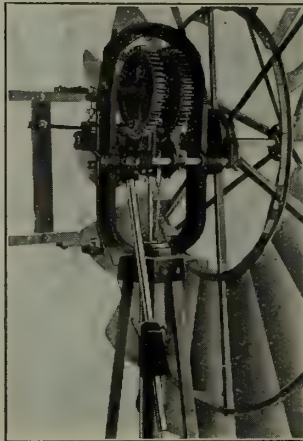




## WINDMILLS and PUMPS That Will Build Your Business

There's a big profit in handling our windmills and pumps, also much satisfaction. Our products never disappoint—they are made right and give the right kind of service.

Ask for our  
agency pro-  
position.



1913 catalog  
upon  
request.

**Dominion Well Supply Co., Ltd.**  
CARGILL, ONTARIO



## WHY NOT CARRY NICHOLSON-MADE FILES?

**T**HE service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is



"Nicholson-made" in one of the following brands:

**AMERICAN** **ARCADE**  
**GLOBE** **GREAT WESTERN**  
**KEARNEY & FOOT**

and you know in advance that the particular single file you sell a customer will "make good."

But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

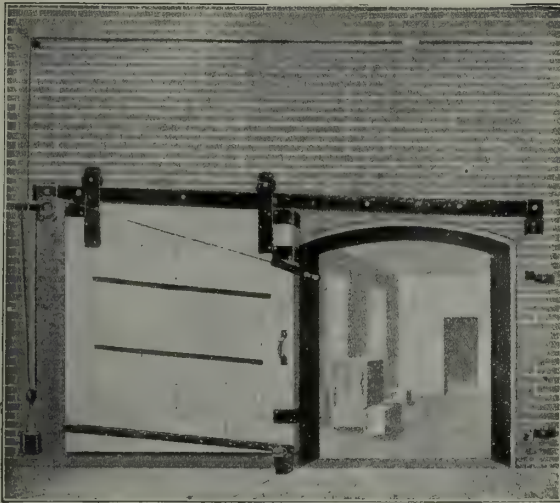
Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

## NICHOLSON

File Company

39

**Port Hope, Canada**



No. 102. Richards Monarch A Standard Fire Door.

Some more "R-W" Specialties

HANGERS—Every kind and style.

MOUNTED GRINDSTONES — Ball-bearing.

WAGON JACKS—Good ones.

WIRE STRETCHERS—VISES,  
OVERHEAD CARRYING SYSTEMS

## FIRE DOOR HARDWARE

Regularly Inspected and Labelled under  
direction of Underwriters' Laboratories.

Called for by all reliable architects, and  
demanded by owners for two reasons:

1st—Better fire protection;

2nd—Lower insurance rates.

Send for Special Fire Door Hardware Catalog and prices and get after this very desirable business.

The only complete line of fire door hardware  
made in Canada is made by

# Richards-Wilcox



CANADIAN COMPANY, LTD.  
LONDON, ONTARIO.



## PINK'S LUMBERING TOOLS

The Standard Tools in every  
province of the Dominion, New  
Zealand, Australia, etc.

We manufacture all kinds of  
lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale  
and Retail Hardware Merchants.

The  
**Thos. Pink Co., Limited**

Manufacturers of  
LUMBER TOOLS

PEMBROKE - ONTARIO

MADE IN  
CANADA



It's a Pink anyway you take it,  
and it's the best Peavey made.



# The NEW IDEA

One of the Best Hand Operated Washing Machines Made



They have many of the famous New Century features and some exclusive ones; notably—DETACHABLE TUB, the absence of obstruction inside.

Cover and Rubbing Board that lift together and allow water to drip back into tub.

They're Great Sellers—and advertise you day in and day out.



Agents:

W. L. HALDIMAND & SON  
MONTREAL

H. F. MOULDEN & SON  
WINNIPEG

Made only by

**Cummer-Dowswell, Limited**

Hamilton, Ontario

We Protect the Dealer



## Frost River Refrigerators

*Made entirely of Sheet Steel Galvanized*

Enameled Pure White inside and out.

They are very attractive, being delightfully dainty and clean in appearance, they secure the attention of the average house-keeper immediately on sight.

The all-steel body cannot warp, shrink, crack fall apart or decay—and without abuse a "Frost River" Refrigerator will last through a generation—and when installed will positively give any kitchen the appearance of refined elegance. There are absolutely no seams or crevices to harbor dirt or bacilli and cause foul odors.

They are very economical on ice and have a swift dry air circulation that reaches and purifies every square inch of the interior compartment.

Made in 3 sizes:—

No. 22—Height 49 inches; width 25 inches; depth 18 inches.

24—Height 52 inches; width 27½ inch; depth 20½ inch.

26—Height 56 inches; width 33 inches; depth 22 inches.

Numbers 22 and 24 have single doors.

Number 26 has double doors.

Write for prices.—Yes, we can ship promptly.

**The Thomas Davidson Mfg.  
Co., Limited**

Montreal

Winnipeg

Toronto



# DISSTON Adjustable Plumb and Levels

are Sensitive, Accurate, Durable

Though made of long and well-seasoned lumber, and accurate in every detail, it sometimes happens through accident that the plumb or level will cease to register with absolute accuracy. With a Disston Adjustable Plumb and Level, the simple adjusting of two screws will enable anyone to true up the bubble. This greatly adds to both the life and accuracy of the plumb and level. We manufacture a large variety of plumb and levels, covering every purpose, from which you can make a selection to meet the requirements of your customers.

Your stock should also contain a complete assortment of

## DISSTON

### SAWS TOOLS FILES

*Quality Guaranteed*

The great reputation for quality and efficiency which Disston products have acquired creates a sure demand that makes them easier to sell—and a Disston Saw, Tool, or File, once sold, stays sold.

*Free cuts and advertising literature to assist dealers.*



Reg. U.S.  
Pat. Off.

## HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA., U.S.A.





# LUNDY SHOVELS



## The Kind That Satisfy The Most Particular of Shovel Users

**Made From  
Open Hearth  
Crucible Steel**

After a careful study of the strong and weak parts of other shovels, we have manufactured and placed the "Lundy" Shovel on the market as being without any equal.

Get a "Lundy" and one of any other make of same grade and put them to a severe test under same conditions and judge for yourself which will be the best value to offer your trade.

Besides being superior in quality the "Lundy" is excellently finished and very attractive.

We make three grades to completely meet the requirements of the trade.

Ask your jobber. If he does not handle them, write us.

We guarantee quick shipments and satisfaction.

**Exceptionally  
Strong Strap  
and  
Blade Point**



## The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

### SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;  
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,  
Vancouver, B. C.; N. B. Misener, Toronto.

# SIMONDS SAWS



When you sell Simonds Hand Saws you sell saws that will please carpenters whose age and experience have years ago taught them what is best about Saws. They will recognize instantly the Simonds blade as being made of superior steel that will hold its edge, and is uniformly tempered. The Simonds apple wood handle giving an easy, comfortable hang to the Saw, is an excellent feature.

## SIMONDS CANADA SAW CO., LIMITED MONTREAL, QUE.

VANCOUVER, B. C.

∴

ST. JOHN, N. B.

In the United States—SIMONDS MFG. CO.

We have a large variety of Tools for every purpose, it is worth while looking through the tool section of our catalogue.

Our line of Saws is most complete. It includes Disston's, Shurly & Dietrich's, Spear & Jackson's and Our Leader.



The D. 8 Skew Back Hand Saw is a most popular one with skilled mechanics, it is not only beautifully finished, but has the quality.



Our Leader Saw is made specially for us, and while being well finished of good quality, it can be sold at a reasonable price.



Disston's Interchangeable Compass Saws, blades can be removed from handle by loosening two screws 10, 12 and 14" blades.



## BEAVER CROSS CUT SAWS

Made by special process from finest Crucible Steel, hardened and tempered by a process that produces the "edge and set holding qualities" for which Disston's Saws are famous. Taper ground,  $4\frac{3}{4}$  inches wide.

Have you ordered Ambroid, that Universal Cement yet? This is the best season for selling it.

**Caverhill, Learmont & Co.**  
MONTREAL

Disston's New  
Everlasting  
Handle No. 122



## THE PRIZE PERFECTION RANGE

**Will Sell Quickly, Because It  
Is Well Made, Low Priced And  
Fully Guaranteed**

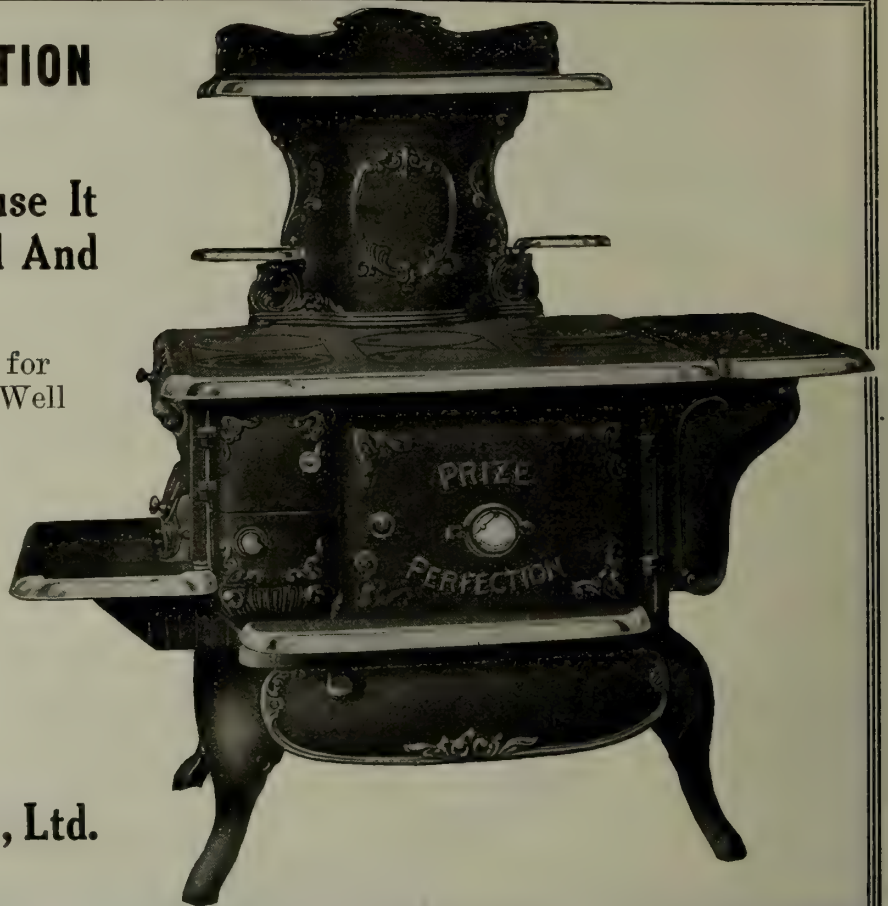
This is an entirely new range for 1913. Very latest in design. Well proportioned fire Box fitted with Duplex Grates.

Square top and high shelf.  
Large square oven. Four  
to six holes. Sheet Flue.

**It will boost your profit.—  
a trial will convince you.**

Ask for full particulars.

**The  
JAMES SMART Mfg. Co., Ltd.  
BROCKVILLE, ONT.**



## “The Empire Line”

**Mr. Dealer!**

Have you talked to the “Newly Weds” about  
a new stove? If you sell them an

### “EMPIRE STEEL”

you will keep their custom. It is made with a  
Highly Polished Steel Body, Finest Double  
Nickel Plate Dress, and Artistic Tile High  
Closet.

It appeals to young and old. As a Baker it  
cannot be equalled, and has earned a reputa-  
tion for Economy in fuel.

Has extra large, quick-heating Reservoir.

Sizes: 18 inch and 20 inch oven, 9 inch cov-  
ers. Made Square, Reservoir, Tea Shelf, or  
High Closet.



**Canadian Heating and Ventilating Co., Ltd.  
OWEN SOUND, CANADA**

**Montreal  
Can. Stove & Furniture Co., Ltd.**

**Winnipeg  
Christie Bros. Co., Ltd.**

**Vancouver  
Munro & Arnott**

# EMPRESS FURNACES



Where your customer makes price the chief consideration in his selection of a furnace, offer him an

## EMPRESS FURNACE

The EMPRESS is the little brother of the HECLA, designed by the same men, built in the same shop, by the same workmen and is second to the HECLA in efficiency only.

Made in three sizes.

No.	Dia. of Firepot.	Heat Capacity.	Weight	Size of Firedoor
16	16	10,000 cu. ft.	570	12x12
19	19	15,000 cu. ft.	735	12x12
22	22	22,000 cu. ft.	865	12x12

SEND FOR OUR FURNACE CATALOGUE.

THE PRICES WILL BE INTERESTING.

## CLARE BROS. & CO., LIMITED, PRESTON, ONT.

MAKERS OF

### HECLA FURNACES

### PENINSULAR RANGES

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg, Man.  
RACE, HUNT & GIDDY, Edmonton, Alta.

REYNOLDS & JACKSON, Calgary, Alta.  
J. M. KAINS & CO., Vancouver, B. C.



## HOT WEATHER GOODS

We have the best SUPPLY to fill the DEMAND of your trade caused by the hot weather.

ICE CREAM FREEZERS—White Mountain and Arctic for domestic use. Power Machines for Ice Cream Makers.

REFRIGERATORS—Model, Iceberg and Porcelain lined.

OIL STOVES, GAS STOVES, CAMP STOVES, HOT PLATES, WATER COOLERS, SPRINKLERS, etc., etc.

WRITE FOR THE McCLARY CATALOGUE.

London Toronto  
St. John, N.B.

Montreal  
Hamilton

# McClary's

Winnipeg Vancouver Calgary  
Saskatoon Edmonton

# PEASE "ECONOMY" BOILERS

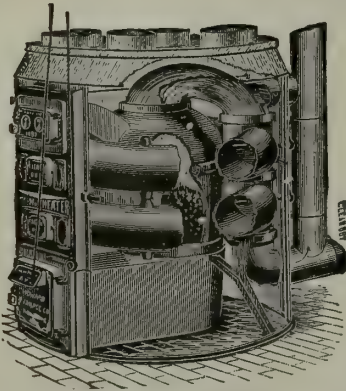
Write to-day for Catalogue and Prices

## Pease Foundry Company

LIMITED

Works: Brampton. Head Office: Toronto.  
Branches: Vancouver, Winnipeg, Hamilton,  
Montreal.

## IT'S QUALITY AND ADVANTAGES THAT MAKE CANADIAN HOWARD DOUBLE RADIATOR FURNACES THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

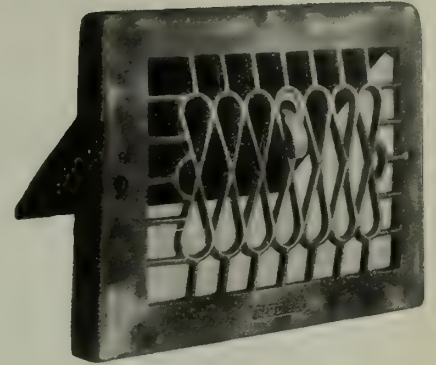
We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

# REGISTERS



MISSION



JUNIOR

Now is the time to see to it that your stock of registers is in good shape. McClary registers will add the finishing touches in appearance and utility to any heating system you may instal.

Above are cuts of two of our latest smooth finished castings, both neat and serviceable registers. They can be furnished in black, white, nickel plated or genuine oxidized.

**Junior**, Side Wall, one piece Register, is made in two sizes, 7 x 10 and 7 x 12.

**Mission**, Side Wall, is a two piece Register in five sizes, 7 x 10, 7 x 12, 8 x 12, 10 x 13, 12 x 15.

These two handsome registers are of particularly taking design; material, workmanship, and finish are such that "out-of-order" is out of the question.

The ever popular "Cam" register is made in standard sizes, with genuine oxidized or plated finish. It has the largest sale of any register on the market.



We manufacture square and round floor registers, faces and ventilating plates in a variety of designs. All are quality goods; ready for immediate shipment.

## McClary's

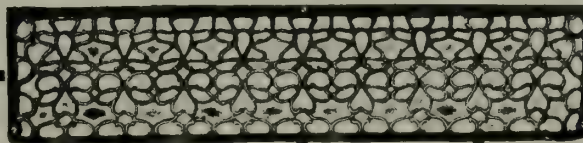
London  
Hamilton

Toronto  
Calgary

Montreal  
Saskatoon

Winnipeg  
Edmonton

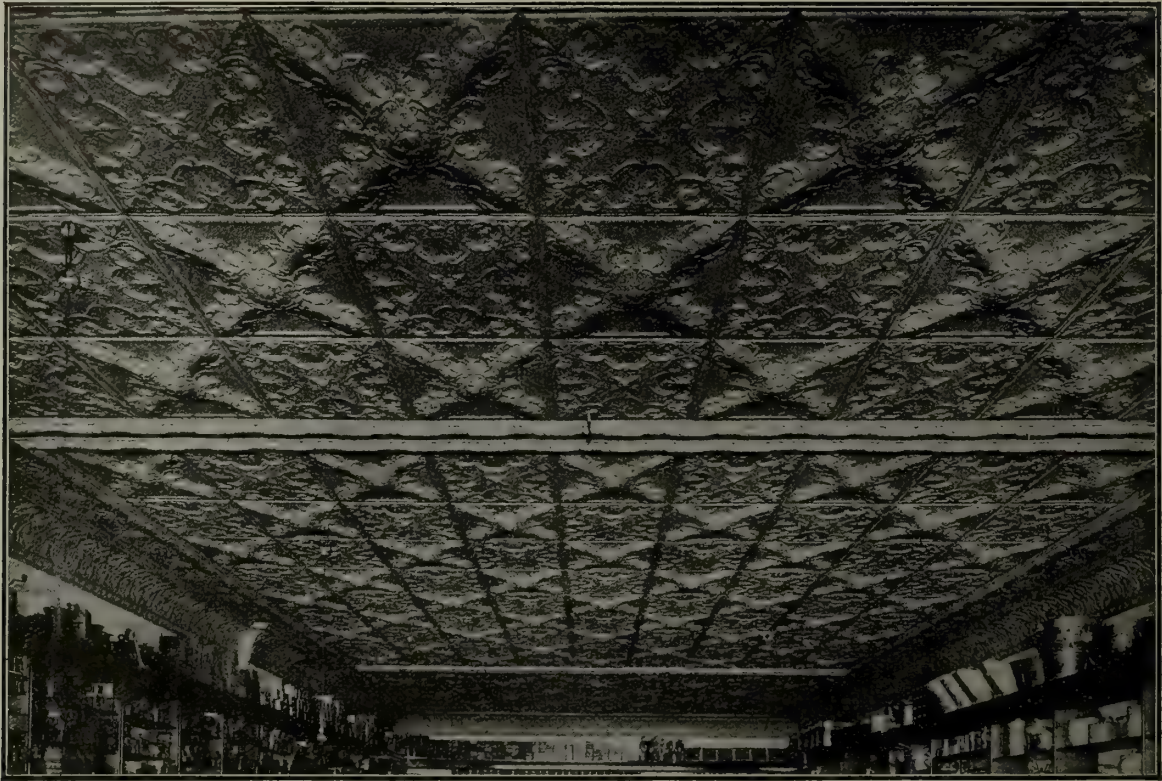
Vancouver  
St. John, N.B.







## There's A Big Profit in Store For Every Dealer Who Becomes A Preston Agent



We offer hardwaremen one of the best propositions on the continent.

Dealers are supplied with an attractive catalog which contains illustrations of stores, churches, public halls, etc., with our ornamental ceilings.

All the dealer has to do is to look up good prospects. When he thinks he has a party interested in our metal ceilings he mails us the name and address, and we immediately send an expert salesman, **absolutely free**, to close the sale.

**Every sale that we effect through the dealer's co-operation we pay him a splendid commission.** Some dealers made from \$300 to \$1,000 last year by being our agent.

Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

**REMEMBER, WE DO MOST OF THE WORK, BUT YOU GET ALL THE COMMISSIONS.**

Write to-day.

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.

Please send us your latest catalog,  
on "Better Buildings," also agent  
proposition.  
.....  
Sign name here.





# Wrico

## —The Name of Quality

All good housekeepers recognize that there are great advantages in using kitchen utensils of the strength, durability and purity of the **Wrico** class, which meet all modern requirements of cleanliness, convenience and economy.

The Preference to-day is for quality goods every time, in lieu of cheap and unsatisfactory substitutes. Are you alive to this fact?

**Wrico**

### ANTI-RUST KNEADING PANS

The surface presents a coating of pure tin to the contents, and does not contaminate the material being kneaded.

Bowl pressed out in one piece—heavy wrought iron handles firmly riveted on. Covers supplied with pans.

Quarts .....	17	21
Weight per doz., lbs. ....	60	65

**E. T. WRIGHT CO., Limited,**  
WINNIPEG

VANCOUVER

**HAMILTON, CANADA**  
TORONTO



## Canadian Tube & Iron Company Ltd.

MONTREAL

### BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnners' Rivets, Etc.



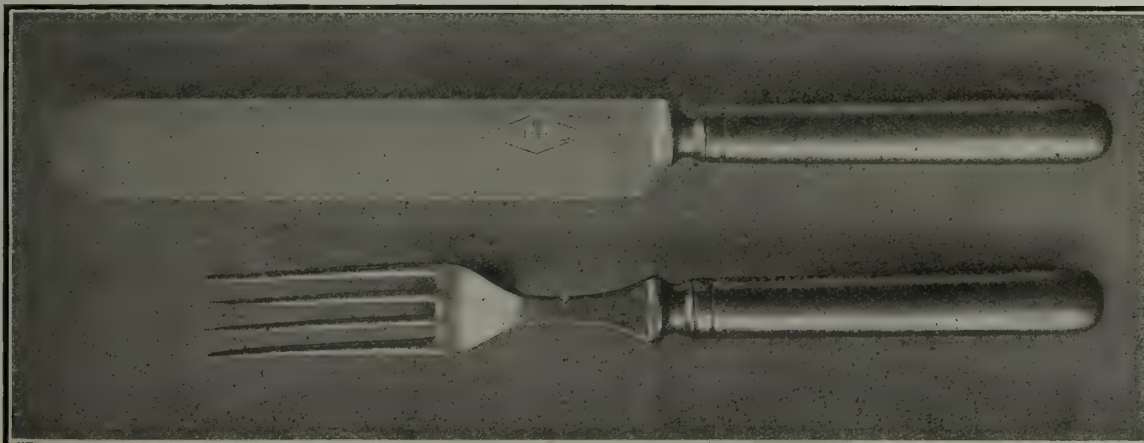
### WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture  
NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

## PLACE A TRIAL ORDER AT \$1.50 Per Dozen



This shows a particular line out of our large range of cutlery. Excellent quality steel and fully nickel plated. Price per dozen knives and forks:

Table size, \$1.50.  
Dessert size \$1.40.

We ship promptly from stock.

AUSTRIAN IMPORT CO., LIMITED

MONTREAL



Another Record Showing Small Frictional Co-Efficient of

# MAGNOLIA METAL

In Test by the  
FRENCH GOVERNMENT

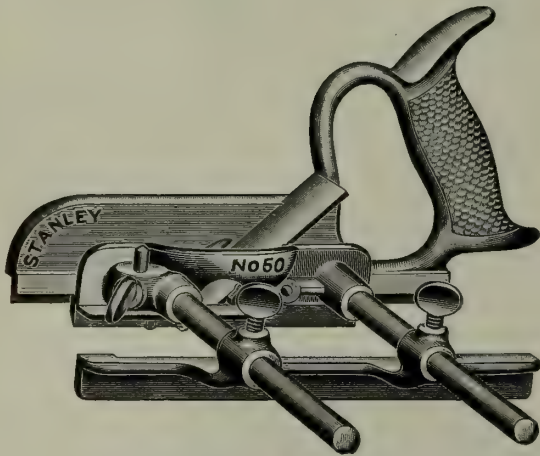
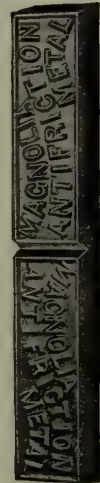
Resulting in its Recommendation for use by the French Navy.

Pressure 710 lbs. per square inch.  
Surface velocity 6.56 per second.  
Lubricant—Black Oil.

Times in Minutes	Coefficient of Friction.	Temperature of Left Bearing —Fah.	Temperature of Right Bear- ing—Fah.
.40	0.0016	107.6	107.0
.50	0.0015	111.2	109.4
1.00	0.0015	112.0	112.0
1.30	0.0013	118.4	116.6
2.00	0.0012	120.2	119.0

SOLD BY LEADING DEALERS EVERYWHERE OR BY  
**MAGNOLIA METAL COMPANY**

OFFICE AND FACTORY  
225 St. Ambroise St., Montreal



## Stanley Tools

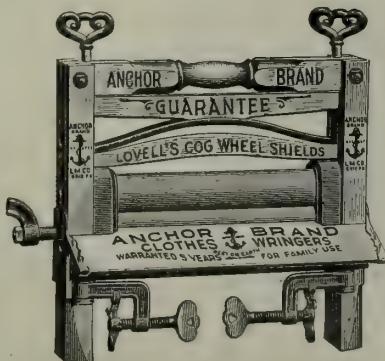
STANLEY NO 50 PLOW, BEADING and  
MATCHING PLANE

This is a very handy tool for light work, and will sell readily  
if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading  
tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.



## No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball  
bearings. This positively prevents rust from forming on

**"ANCHOR BRAND" WRINGERS**

Remember that this electro galvanizing is done after the screw threads are  
cut. Remember that it is a thick, tight, tough coating that adds to appearance.  
Let us tell you all about "Anchor Brand" Wringers. Write for catalogue  
No. 7.

**Lovell Mfg. Co.**  
Erie, Pennsylvania

# A Good Seller—

**THE MORRILL NAIL PULLER**—the oldest Nail Puller made—with the newest features. It wasn't thought possible to improve the selling features of a Nail Puller. Knowing the ambition of the average dealer to keep his stock in order, we improved our method of packing the **Morrill Nail Pullers** by enclosing each in an attractive craft envelope neatly printed, with full instructions on the face, as illustrated herewith.

**BY ADVERTISING** to the users of Nail Pullers, we have created a large demand for the **Morrill**, the only scientifically constructed and correctly proportioned **Nail Puller** made. It gives the greatest strength and has the most direct pulling power—pulls nails twice as fast with one-half the effort.

## New Selling Points

- 1 The envelope with full directions and warrant.
- 2 Saves cases and nails.
- 3 Hand guard which prevents injury to hand.
- 4 No springs to break.
- 5 Rolling fulcrum which pulls nails straight.
- 6 Elliptical ram to prevent rolling.
- 7 Black Japan finish.
- 8 All parts, excepting ram, made of finest drop forged steel, rust proof finish.
- 9 Interchangeable throughout.

Packed 12 in a wooden box.

Circulars, Show Cards and Electros will be sent to any dealer free of charge.

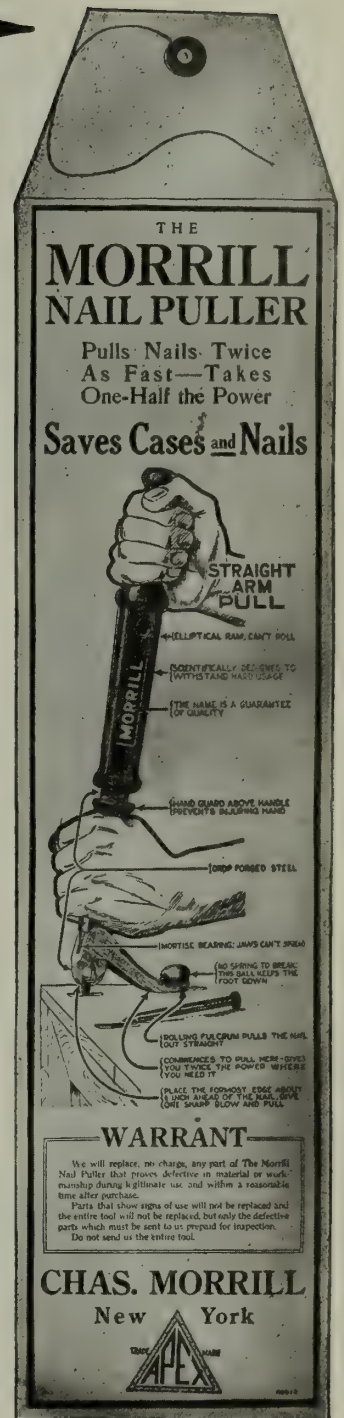
The genuine **Morrill Nail Puller** has stamped into the



metal the name **Chas. Morrill** and the **Trade-Mark Apex**.

# Chas. MORRILL

# 94 LAFAYETTE ST., NEW YORK





## Loaded to the Guards with Salability

SCORES and hundreds of retailers have reported Delica White the most successful Lighting Glassware they ever handled. The way orders are repeated again and again proves unquestionably the truth of their statement.

### Delica White

is in every respect perfect. It is unequalled in diffusing powers, of excellent color, free from specks and blemishes, and handsome in design.

Money will not buy a better or more popular glassware, yet the price you pay for the ordinary kind will buy Delica White.

It's the glassware for you, simply because it's the best. Write for catalogue.

**The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited**

119 Wortley Road,  
London, Ontario



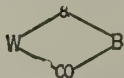
R. E. Davis,  
Representative

## The Nut Must "Give" In The Bite Of A "W & B" Machinists' Knife Handle Wrench



**EACH "W & B" MACHINISTS' KNIFE HANDLE IS WARRANTED**

The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W. & B." Machinists' Warranted Knife Handle Wrenches have no weak points.



**Tools of Quality Bear These Marks**



Your jobber will supply you. In case he is out of stock, and you are delayed in getting your orders filled, write us direct. We will see that you are supplied.

WRITE FOR CATALOG NO. 82-B.

**The Whitman & Barnes Manufacturing Co.**

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont

Stocks carried at Winnipeg and Montreal

# For New Buildings or for Making Old Buildings New

You can secure the most attractive appearing construction  
and save money by using

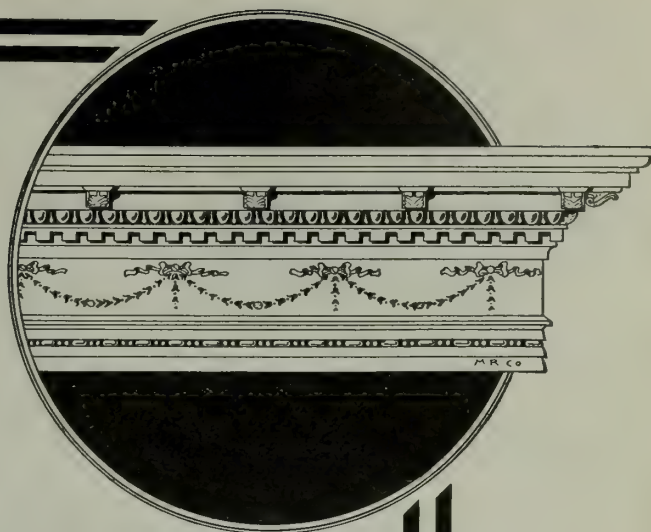
## “Metallic” Cornices

We can supply these cornices in a great variety of styles, particularly suited to different styles of buildings. We are unusually well equipped to turn out special cornices of the simplest or most elaborate design.

Our long experience in planning and constructing sheet metal building material enables us to be of valuable service to you and your customers in planning cornices that will harmonize most properly with your building plans or those of your customers. Write for full particulars.

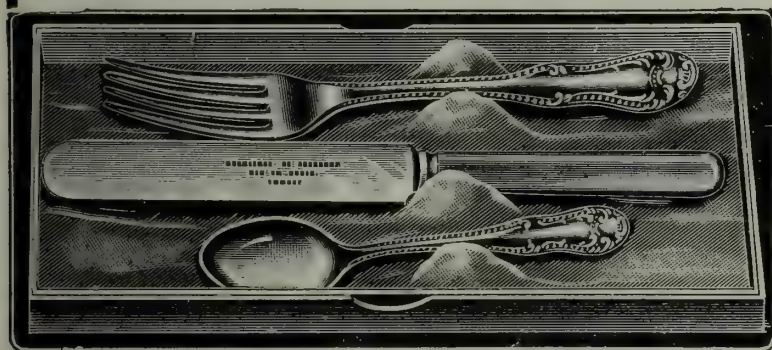
### The Metallic Roofing Co., Limited

Manufacturers  
TORONTO and WINNIPEG



## High Grade Cutlery---Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



### This Child's Set Will Make A Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit and are guaranteed to give perfect satisfaction.

**McGLASHAN CLARKE CO., LTD.**  
NIAGARA FALLS, CANADA

AGENTS:

J. MACKAY ROSE, 88 McGill St., Montreal, Que.  
N. F. GUNDY, 61 Albert St., Toronto, Ont.  
BENJ. ROGERS, Charlottetown, P.E.I.

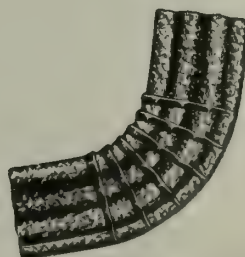
The best is always the cheapest, try us and see for yourself

Eavetrough, conductor pipe, elbows, ridge roll,  
valleys, skylight, ventilators, and

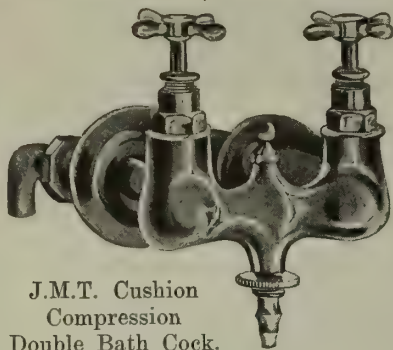
**CORRUGATED IRON**

*We ship while others are thinking about it*

## WHEELER & BAIN, Toronto







J.M.T. Cushion  
Compression  
Double Bath Cock.

## Highest Quality Plumbing Goods and Supplies of Every Description

### J.M.T. Cushion Compression Faucets

are Ideal Fixtures for Baths and Lavatories. Their special construction guarantees them to keep tight for years with ordinary care.



### THE PIPE WRENCH WITH A POSITIVE GRIP

This wrench has no teeth. It will make or break the tightest joints without injuring pipe or threads. The only wrench suitable for galvanized, nickel-plated or brass tubing. While the first cost of this wrench is a little higher than the ordinary wrench it will save its cost many times over.

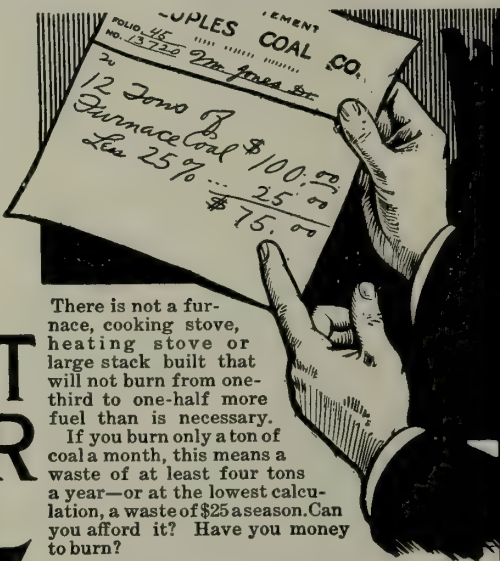
**The James Morrison Brass Mfg. Co., Ltd.**

93-97 ADELAIDE STREET WEST, TORONTO



"Victorian" Porcelain Pedestal  
Lavatory No. 853.

**WOULD  
YOU  
ACCEPT  
25%  
DISCOUNT  
ON YOUR  
COAL  
BILL ?**



There is not a furnace, cooking stove, heating stove or large stack built that will not burn from one-third to one-half more fuel than is necessary. If you burn only a ton of coal a month, this means a waste of at least four tons a year—or at the lowest calculation, a waste of \$25 a season. Can you afford it? Have you money to burn?

### Arnold Damper Automatic

effects an average saving of 1-3 in coal bills--gives relief from constant attention to your fire--prolongs the life of your stove, furnace or heating plant and gives a guarantee of uniform heat. Eliminates every chance of fires from defective flues; easily adjusted; all sizes to fit any pipe.



Sold under a binding guarantee to save at least 25% of your coal bill or money refunded after 60 days trial.

Sold exclusively through dealers by

W. H. THORNE & CO., LTD., St. John.  
In Maritime Provinces.

LEWIS BROS., LTD., Montreal.  
In Quebec and Eastern Ontario.

MARSHALL-WELLS CO., LTD., Winnipeg.  
In Western Canada.

WOOD-VALLANCE & CO., Hamilton  
In Western Ontario.

Manufactured by Automatic Damper Co., Ltd., Winnipeg and Hamilton.

## THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work. It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

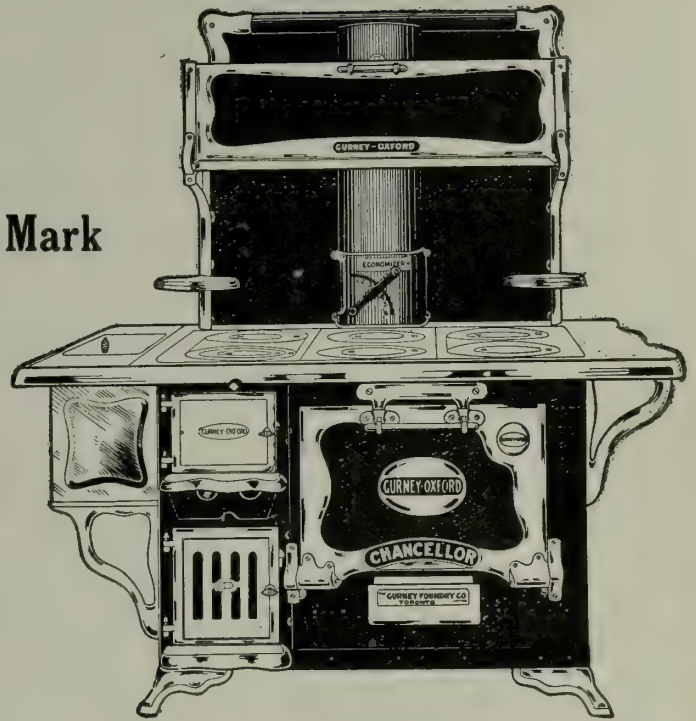
One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."



**Profit-Earning Trade Mark**

# Gurney-Oxford

## The Range of Satisfaction



Every Gurney-Oxford sold gives the greatest amount of satisfaction, both to the dealer in generous profits, and to the customer in efficient results.

Persistent, vigorous advertising has already acquainted customers with the exclusive economic values of the Gurney-Oxford, and trade is brought to your store. The well placed confidence of dealers in a range that sells, that wins staunch friends, and increases business, is proof positive of the universal satisfaction given by the Gurney-Oxford.

A Gurney-Oxford dealer adds the reputation of the foremost manufacturers of ranges in Canada to his own. The superior quality of this range backs up, and supports that reputation.

## Our Policy to Dealers

We offer hearty co-operation in every way that will increase or help sales; selling talks are provided to assist junior salesmen to sell as effectively as the dealer himself. Booklets with the dealer's signature are forwarded for distribution among customers. Local advertising is prepared to stimulate trade, and attractive window displays give effective publicity to the dealer and his entire stock.

Write to-day for full particulars. Delay means a loss in profits.

**The Gurney Foundry Co., Limited**  
**Toronto, Canada**

**Montreal**

**Hamilton**

**Winnipeg**

**Calgary**

**Vancouver**



# **The Canadian Rogers Company, Limited**

Invites attention to the large range of  
patterns in artistic flat-ware now  
offered in its

**"Wm. A. Rogers"**

Brand and its

**"1881 Rogers A 1"**

Brand of silver plate—  
unsurpassed in quality  
design and finish.



## **Sales Rooms**

Toronto

Winnipeg

Vancouver

## **Canadian Factory**

Toronto

## **Associated Factories**

New York

Chicago

Niagara Falls, N. Y.

Northampton

Norfolk

**Head Office: 53 King St. W., Toronto**

# HARDWARE AND METAL

## *Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JULY 5, 1913.

No. 27

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Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

(ESTABLISHED 1888)

H. T. HUNTER, *General Manager*

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

### HARDWARE AND METAL

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FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.  
SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.





## Good Advertising



Attractive Window Displays are the most inexpensive and the best advertisement for the retailer. Have your name on the

### Dominion Dealers' List

by sending us the date you expect to place your Fall Hunting Scene. Be sure you have a complete line of

### Dominion Ammunition

Before placing this business-getting advertisement.

**DOMINION CARTRIDGE CO., Limited**  
**Montreal, Canada**

DEPT. No. 831



Every Inch of

## "QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.  
This means uniform wear.

John Lysaght, Limited  
Makers  
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited  
MONTREAL  
Managers Canadian Branch



## CHARCOAL TINPLATES

High grade genuine Charcoal Plates  
Tissue Packed.

*Specify "DOMINION CROWN" on your next order.*

**A. C. LESLIE & CO., Limited**  
MONTREAL

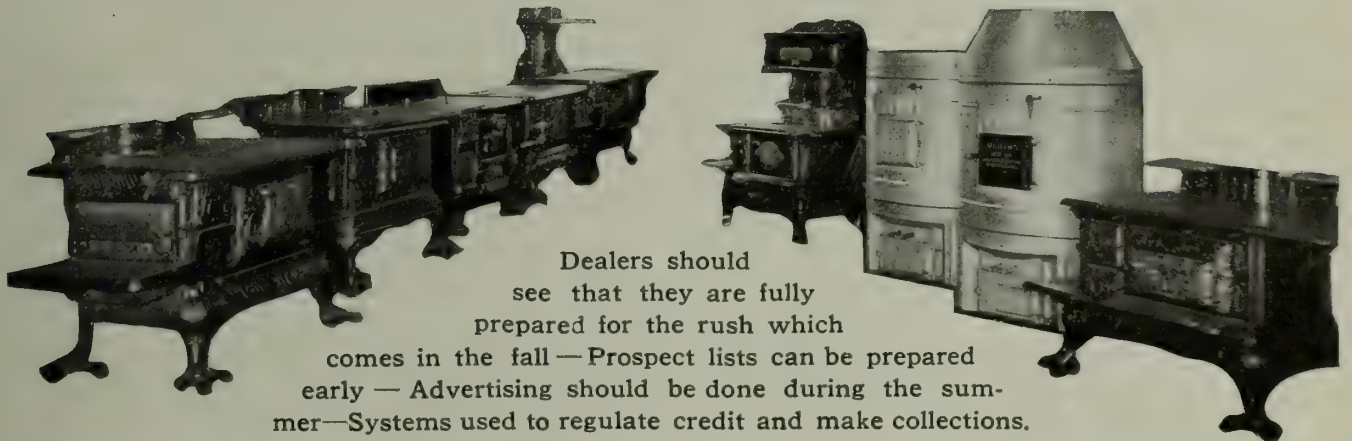
# HARDWARE<sup>AND</sup> METAL

Vol. XXV.

JULY 5, 1913

No. 27

## An Early Start for the Stove Trade



Dealers should see that they are fully prepared for the rush which comes in the fall—Prospect lists can be prepared early—Advertising should be done during the summer—Systems used to regulate credit and make collections.

*The time is not far off when the stove trade will be the big feature of the hardware store. It is time, therefore, to start preparations for the fall rush. Many things can be done in advance which will materially aid in getting business when the demand starts, such as the preparation of prospect lists. In the accompanying article, this phase of the stove business is touched upon at some length. Mention is also made of efficient systems used by progressive stove dealers to look after credits and collections.—Editor.*

A good start is half the battle. In some instances, it might be written an early start. This is what is required above all things in planning and carrying out the fall stove campaign.

The fall is, of course, the harvest time of the stove dealer. Unfortunately a great many have allowed themselves to depend upon this to such an extent that they have become almost apathetic on the score of stove sales at other seasons of the year. Worse still, they depend upon the demand coming of its own accord and do not take the necessary steps to bring business.

It is quite true that in the fall the demand for stoves is heavy and to some extent voluntary. People must have stoves when the cold weather arrives. Nevertheless, by systematic and aggressive work, the merchant can not only increase the demand but can make it come at all seasons of the year.

Although the active season is still a long way off, it is not too early to make a start on the preliminary work of the fall campaign. An Ontario dealer, who is reckoned among the best stove retailers in the country, starts in July to figure out his prospect list. As soon as he has secured a lengthy list of people

sonal letters. In these letters he just refers to the possibility of their requiring a new stove and then proceeds to enumerate the reasons why he should be called upon to fill the need, adapting his arguments to fit each individual case. These letters are typewritten and signed by the merchant. "They carry a hundred times more weight than a printed circular or a descriptive folder could possibly do," he explains. "They serve as a direct message from myself to the customer. I am convinced that people appreciate this, that they are even flattered by it. In many cases, people who have no intention of buying a stove interested in the question of a stove purchase, he starts to write them per reply to my letters, stating that they are not interested. This is proof positive that a personal letter creates interest."

The proposition on which this dealer generally works is to sell stoves for delivery in the fall, accepting a small deposit to bind the bargain. Thus he is able to more closely gauge his requirements, and, more important still, gets in ahead of anyone else, securing many orders which would otherwise have been placed elsewhere.

### Using Spare Time.

During the summer months there are certain times when trade will be a little slacker than usual and advantage can be taken of the opportunity to work up a prospect list and to otherwise secure data for the fall stove campaign.

### Secure Early Shipments.

It is also highly important that shipments should be secured early. For various reasons, dealers do not care about getting shipments early, one of the chief of which is that the average store is cramped for room and stoves take up a great amount of space. To save themselves the inconvenience of finding room for the stock during the period when the demand is light, they arrange shipments for a later date. The result is that there is always a serious congestion during the fall and early winter. Manufacturers are unable to fill all their orders promptly and dealers suffer through delays in shipments.

### Advertising Early.

Even if the merchant does not make any active effort to secure early sales, he should at least take steps to build up the trade which will develop in the fall. This can be done by advertising.



## HARDWARE AND METAL

### Need for System Felt.

There are a large number of stove firms who are doing business on a cash and credit basis. There are also many firms who sell stoves on a cash basis only. In stores where a cash and credit business is done, it is necessary to have a set of rules for the guidance of the salesmen.

The firm always tries to get a cash payment of at least 1-3 of the price of the stove and the balance in weekly payments. The length of time over which the payments may be extended is generally limited to one year. When stoves are bought on credit terms 10 per cent. is added to the cash price. If a purchaser who has made a cash payment can pay up the balance in full at the end of sixty days he is allowed the stove at the cash price and the extra ten per cent. which had been added as credit terms is deducted. No credit terms are allowed on purchases of less than \$10.00 and on small purchases of this kind the firm generally try to get at least one-half of the purchase paid in cash before the goods are sent out.

The firm think this plan will work out satisfactorily as there are many people who are not good writers and rather than send their payment in by mail they keep it back until the first time they are near the store. This often results in the debtors falling off in their regular payments.

The majority of store firms doing a cash and credit business take lien notes which help to a large extent in preventing loss from unreliable purchasers. There are several forms of notes used. The accompanying illustration shows a form used in the store of A. Welch and Son, 302 Queen Street West, Toronto. The firm do a large cash and credit business in the stove line and find this form very convenient. The Welch Co. also have a very complete system for recording and collecting credit accounts.

Almost every business man likes to look forward to a time when he can sit in a private office and manage the busi-

A good many men have spoiled their business by thinking they had reached the private office stage before they were within a gunshot of it.

The people who patronize your store like to see you right there where they can get to you and they like to buy more or less from the boss himself.

If your business really calls for a private office hedged off from the rest of the store, then have one, but first be sure that it wouldn't pay you better to have your desk right out by the front door where you could see everyone instead of seeing no one.—Inland Storekeeper.

Hugh R. Smith, hardware merchant, of Minitonas, Man., recently of Salt-coats, Sask., died last week. He had been suffering from Bright's disease and bronchitis for the past two years, and was confined to bed for about five months. Deceased was born near Galt., Ont., in 1846.

## 302 AND 304 QUEEN ST. WEST

*Toronto.*

..191.....

**\$** .....

..... agree to rent from A. WELCH & SON this day as stated below:

[illegible]

If account is paid in full within . . . . . days, a discount of . . . . . dollars will be allowed.

And I agree that the above named articles shall remain the property of ALBERT WELCH & SON or their Executors, Administrators, or Assigns, until all the installments are paid. And I further agree that I will not sell or remove the said articles from my present premises without their consent in writing to do so, and in default of any of the payments (as above specified) for one week, the whole amount shall become due, when they or their authorized agent shall have free access to the property, and shall be at liberty, without process at law to take and remove said articles, using such means as may be necessary in so doing, and hereby waiving any trespass or right of action for damages in consequence thereof, and any payments made on account thereof shall thereupon be forfeited. And I also agree that ALBERT WELCH & SON, their Executors, Administrators, or Assigns so elected shall proceed by law and collect from me all amounts unpaid with interest as stated below.

**It is further Agreed** that if any other goods are purchased or work done at same date or subsequent to the purchase of above stove, all moneys paid shall be applied to liquidation of such goods or work before any payments shall be applied on stove.

And it is hereby expressly agreed and understood that the foregoing embodies all the agreements made between us in any form, waiving all claims of verbal or written agreements of any nature whatsoever not embodied in this document.

I hereby acknowledge having received a copy of above agreement and lien attached.

Witness . . . . .

10 per cent. Interest per annum charged  
on overdue accounts

Signed .....  
Residence.....  
Occupation .....  
Where Employed .....

In case of removal notify us  
In ~~advance~~ otherwise stove  
will be immediately recalled.

*Form of lien note used by A. Welch and Son to protect themselves on credit sales of stoves.*

# Cement Can be Made a Heavy Seller

**Hardwaremen Should Push This Line—An Especially Good Connection Can be Worked Up With the Farm Trade—The Many Uses That the Agriculturist Has For Cement.**

Many wonderful changes have been wrought during the past few years by the increased demand for and use of concrete. In the cities it is used to a large extent for building purposes, such as sidewalks, pavements, electric light and street railway poles, road-beds for electric railways, etc. Large warehouses, factories and many residences may be seen on every hand in the construction of which a large amount of this durable material has been used. Concrete—a manufactured stone—is made by mixing cement sand and stone or gravel. Vary-

ing proportions of each are used according to the class of work to be done. The increased use of concrete has caused the demand for cement to grow rapidly and it has become such a necessity that the sales of this commodity are increasing rapidly each year. While the demand in the cities has been exceedingly heavy, it is not confined to any one section of the country. We find that the increased demand is general and that in many of the smaller towns the hardware merchants are doing a large and increasing trade in this useful commodity that is being used

in constructing works of various kinds which, when properly constructed, are practically indestructible.

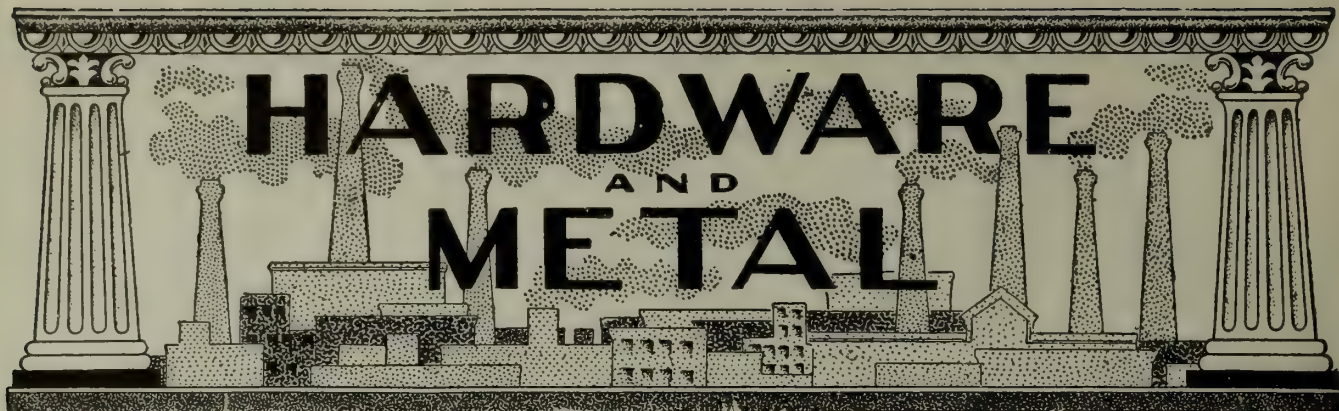
The question is often asked, "Where does the small town hardware merchant sell so much cement?" One has but to take a tour through some of the good farming sections in order to see how general the use of cement is becoming. The progressive small town merchant sells a considerable amount in his own town, but he finds that many farmers are and others can be educated to be large users

(Continued on page 47.)



*A Modern Concrete Silo. Dimension 16 x 35 feet. Capacity 95 tons.*





Vol. XXV. No. 27

Toronto, Canada, July 5, 1913

Two Dollars per Year

### THE BUSINESS OUTLOOK.

The situation generally is much better. This is due chiefly to the fact that the extremely warm weather has brought about a rush demand for summer goods. Merchants have been cleaning out their summer stocks and are now showing more tendency to place new orders. As a result, business all around has improved. There is more money in circulation and collections are reported freer.

In other respects, the situation has not changed. In some lines there has been a slight falling off. This does not apply to the hardware business where demand is good all around. Not only are hardwaremen busy at present writing, but there seems every prospect of this state of affairs continuing. It is indeed significant that the iron and steel industries continue working full time with enough orders ahead to keep their plants running for some months.

Another very satisfactory feature is the genuine satisfaction expressed on all hands with crop conditions: In the West the crop outlook is normal. Weather conditions in the wheat-growing districts have been such as to arouse a far more optimistic feeling in the West than has prevailed during the past few weeks. The complexion of the future is much more rosy than it has been for some time.

One feature of the business situation which is hopeful is the strong position of the banks from the standpoint of cash in the till. Banks will be ready for the crop movement. Money returning from export grain shipments has caused a slight easing during the week. But there is no hope of other than a very cautious banking policy for some time.

### THE SALE OF FIREARMS.

A hardwareman in a western city writes to Hardware and Metal as follows:

"One of the features of the new law concerning the sale of firearms is that some restriction should be put on the sale of air guns by the fancy goods dealers as well as by the regular hardware merchants. There should also be some arrangement made so that if a person were to buy a revolver or other weapon in the States, he should have to show a permit in order to clear it at the customs. This would prevent a man who could not obtain a license to purchase a weapon in Canada buying it from some other country and would also be only a fair protection to the legitimate hardware trade."

In regard to the first point, it may be explained that the law as it stands applies to all retailers, fancy goods dealers included. It is made quite clear that anyone carrying an air rifle without a permit or selling one to a person not showing the necessary permit is liable to the penalties set forth.

Furthermore, it is provided that all sales must be registered and reports of same be sent to the provincial police department. This applies to all dealers who offer the articles for sale which come under the terms of the act.

The second point is covered by the act, inasmuch as carrying offensive weapons without having secured a permit is an offense carrying severe penalties. Thus if a man bought a revolver from an American firm and had it shipped over, he would be liable to conviction under the terms of the act, unless he had secured a permit from the local chief of police or from the provincial police department. It would make no difference that he had bought the weapon outside the country. Nevertheless, this clause is dependent upon the ability of the officers of the law to detect offenders. It does not act as a preventative measure to the fullest extent and the suggestion, viz., that permits should be necessary to clear goods of the kind through the customs, is one worthy of consideration. It would prevent any evasion of the terms of the act and remove any hardship on the Canadian trade, which would otherwise exist.

### LIGHTING THE STORE.

The hardwareman who does not provide for the admission of plenty of light into his store is deliberately robbing himself of one of his chief assets. Light is quite as necessary in the store as competent salesmen. An article shown in a clear light, which brings out its good points, is half sold. When shown in partial gloom, it is safely rooted and only the finest of salesmanship will sell it.

An article appears in this issue, dealing with one phase of the store lighting question—the proper illumination of showcases. Of late years the glass showcase has become a feature of practically all up-to-date hardware stores. In this way, the higher priced stock is shown to best advantage but, unless the cases are properly lighted, the time that they can be shown is limited. No merchant wants a time limit put on the usefulness of his high-priced fixtures. He should, therefore, give consideration to the problem of proper lighting.



## ANOTHER CO-OPERATIVE BILL.

Still another bill has been introduced into the House of Commons in aid of co-operative societies. This is known as The Co-operative Credit Societies Act, the father of it being Arthur Meighen, a Western Canada member.

Under this proposed act, societies may be incorporated, with not less than seven incorporators, for the object or purpose of receiving moneys on deposit from members and the making of loans to members with or without security. The notice of the bill and explanations cover 23 pages of parliamentary paper and of course is couched in language of the law books.

The retail trade should at once begin a campaign against the principle of this bill. There is no need of it. Co-operative societies are nothing but joint stock companies, and they should naturally come under the act relating to such. Why should any limited liability concern without paying a government fee and without coming under the same rules that apply to companies incorporated under the Joint Stock Companies' Act, get special privileges from the government?

Most of these co-operative society bills have been alleged to have been called for by the working men. It is safe to say that there has never yet been a body of seven working men in one community who desired at one time to have such a society, before some "promoter" had worked them up into the feeling that retail merchants were charging excessive prices. It's the "promoters" who are anxious to secure special privileges, not the people.

Let Western merchants at once get after Mr. Meighen by letter or wire and determine why this special legislation is required. Let Eastern merchants see their own representatives immediately.

As joint stock companies, co-operative societies should, justly be subject to the provision of the Joint Stock Companies' Act; they should pay their just incorporation fee and they should be compelled to make the necessary reports to the government.



## POINTED EDITORIALS.

Business conditions are much better.

\* \* \*

Well, this hot weather is good for trade anyway.

\* \* \*

Light is fully as necessary in a store as good salesmen.

\* \* \*

Every man is a paint prospect if the salesman can find out why.

\* \* \*

What other hardwaremen are doing may be just what you should be doing. Watch this department in Hardware and Metal.

\* \* \*

Hundreds of thousands of immigrants will locate in the Canadian West this year, and still there are some who fear for the future!

\* \* \*

It seems a little advanced to begin thinking of the stove campaign when the thermometer hovers daily around the 90 degree mark. But it is not a whit too soon if results are desired later on.

## International Steel Regulation

HINTS are dropped from time to time that efforts are being made to arrange for the international regulation of the output of steel. The following item was sent out recently from Berlin, Germany:

Regulation of Iron Production.—The directors of the German Steel Syndicate have, together with their chairman (Herr Schaltenbrand), left for London to confer with representatives of the industry in Great Britain, with a view to the regulation of the steel production on an international basis. At the same time the question of the regulation of the world's iron products, notably the allocation of consumption among the various producing countries, will be ventilated.

Paragraphs of similar purport have appeared in German newspapers and as a result there has been considerable speculation as to the possibilities of such a gigantic undertaking being carried out. In England it is regarded with considerable skepticism. The Ironmonger says: It is hardly likely that serious negotiations relating to a matter of such paramount economic importance as the international regulation of the output of steel have yet been set on foot, although it is a fact that a large number of persons interested in steelmaking, including, from Germany, Dr. Springorum, the President, and Dr. Schroedter, the Secretary, of the German Ironmasters' Association, as well as the Chairman of the German Steel Trust, paid a visit to this country last week, but we believe that, so far at any rate as the Chairman of the Stahlwerks Verband was concerned, the principal object of the journey was to attend the periodical meeting of the International Association of Rail Manufacturers. That Association, which is, of course, distinct from the British Railmakers' Association, usually holds its meetings in Paris, but on the present occasion its members, we understand, foregathered at an hotel on Lake Windermere, which is undoubtedly a more pleasant place at this season than is the French capital, to which, however, several of the delegates, it is said, have adjourned this week.

It is very likely, of course, that other matters than steel rails were also more or less informally discussed, and the presence of a number of British manufacturers other than railmakers, and, we believe, of one or more representatives of American interests, lends color to this suggestion. We hear, however, that the general opinion expressed by those who attended the meeting is that such a regulation as suggested in the Berlin telegram is impracticable, and that for the present there seems to be very little prospect of an international agreement. It is more likely, indeed, especially if the condition of trade in the United States and in Europe should become worse as the year wears on, that instead of an international agreement very serious international competition may be seen in the autumn, and if this should happen it is pretty sure that such competition would be most pronounced in the British markets.



# Price Cards Bring Striking Results

Sales Are Created When Goods shown in Windows Are Priced—Some Concrete Examples—There Are Some Kinds of Displays, However, Where Prices Should Not be Used.

*Do price cards pay? Although opinion has become pretty well settled on the point, there are still some who ask the question. In this article, concrete examples are quoted to show that results follow when a good display of goods is equipped with price cards. Such windows "have the punch." Mr. Byford is an experienced display man, who has contributed to the columns of Hardware and Metal on other occasions.—Editor.*

Written for Hardware and Metal by C. H. Byford, with Bond Hardware Co., Guelph.

There can be no doubt that direct results are secured from window displays. Any kind of window display, provided that it has merit, will bring sales. Sometimes it is difficult to trace these results, but quite frequently sales are made which are unmistakably due to the fact that the goods were shown in the windows. A good display will result in a large number of sales during the time that the trim is left in the window, and immediately following its removal. It will also, however, bring results which do not show at once.

I remember an incident which occurred some time ago, and which illustrates this point. A trim had been put in the window showing meat choppers. Several varieties were put in, each being plainly priced. It was left in for several days, and a certain number of sales were made. We were not quite satisfied with the results, however, and were inclined to think that the display had "missed fire" until enlightenment

came with subsequent events. During the week following we sold a large number of choppers. People came in and asked for choppers, describing the one



C. H. BYFORD.

they wanted and naming the price.

But, although results can be counted upon from all displays, there can be no doubt that where price cards are shown the results are larger and much more direct. I will give you an instance of how price tickets help to sell goods displayed

in a window. In the June bride window (herewith illustrated) quite a selection of cutlery was shown. Some time afterward a young man came into the store in a hurry and asked for a case of pearl-handled knives and forks that had been in the window marked for \$10. The article was brought out and purchased on the spot. No doubt the customer had picked on the article when it was in the window and the price being right, had decided to buy it.

Price tickets were used to good effect in this window and proved instrumental in getting us many sales of articles for wedding presents. The display was arranged with a pink background and floral arch. White cheese cloth was used on the floor. Two figures were used, representing the bride and groom, suitably attired for the ceremony.

Price cards should be used in practically all windows; but there are times when they can be dispensed with. It is possible sometimes to create interest in



A realistic hunting scene shown in Bond's Hardware Store, Guelph. Trimmed by Chas. H. Byford.





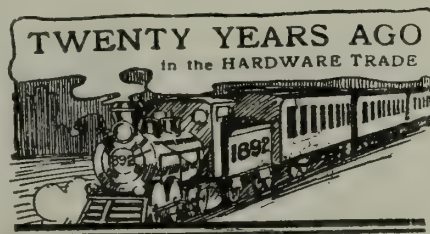
*Wedding present display in Bond Hardware Store. Trimmed by Chas. H. Byford.*

a certain line of goods by what might be termed indirect means. A window can be so dressed that it will create a desire for a certain article without even showing the article itself. Thus a realistic representation of a forest scene will stir the sportsman and create in him the desire to get out in the woods with a gun. It will frequently lead him to purchase a gun or the necessary supplies. With such displays price cards are seldom used. They are generally unnecessary and might even at times be dangerous. The object of such displays is to create desire, leaving the closing of the bargain to the salesman. To mention a price would sometimes serve to dampen the ardor aroused by the display.

Such a display is that shown herewith. A hunting window in the fall is one that stirs up the hunting fever in those who love the sport. This window display was arranged as near as possible to represent the scene of hunting, the water trickling down over the rocks and game of various kinds in the vicinity of the camp. Outside the tent was a camp fire, and on a packing box was a meal spread ready for the hunters

on their return. A boy in the act of shooting a bird on the rail fence gave a realistic appearance to the display, which without doubt was the means of drawing a large amount of trade in this line.

This display, however, was accompanied by an auxiliary window. In the end corner window was shown a stock of guns, ammunition and supplies for the huntsman.



The following items were taken from the issue of Hardware and Metal of July 8, 1893:

"J. Peaker, of Brampton, was noticed this week making one of his periodical tours among the warehouses."

"Wm. H. Carrick, manager of the Gurney Foundry Co., Ltd., and Mrs. Carrick, leave to-day for Chicago to see the World's Fair."

Editor's Note.—A few years ago Mr. Carrick became president of the Hamilton Stove and Heater Co., formerly the Gurney, Tilden Co., and is still officiating in that capacity.

...

"The stock of Wm. Darling & Co., wholesale hardware merchants, Montreal, has been sold to Lewis Bros. Co."

#### NEW FIRM

St. John, N.B.—Quinn & Co., tin-smiths and stoves, have registered a partnership between Joseph T. Quinn and J. Harry Driscoll.

If you have a salesman whom you are afraid will go out and start a competing store, why not make him a stockholder in your own concern.



# Criticisms of Recent Hardware Ads.

The Use of Black Rules and Cut-off Rules is Not Advisable in Most Cases—  
More White Space Should be Allowed—Electros Used to Splendid Advantage—  
An Improvement in Hardware Advertising.

On the opposite page three recent advertisements by Canadian hardware firms are shown. Although improvements may be suggested in arranging the advertisements, it might be stated that they possess an unusual degree of merit and show in a marked degree the methods that are being followed by a large number of Canadian retail hardware firms in placing their merchandise before the public.

Great strides in advertising have been made by the retail hardware trade in their advertising methods during the past few years. A few years ago it was the exception rather than the rule to see electros being used. It is now quite the reverse and the use of electros is the rule rather than the exception. It is claimed by several dealers, who are using electros in their ads., that without a doubt the illustrations of the goods attract a great deal more attention and impress the articles on the mind of the reader much more than if no illustration were shown.

A brief discussion of each ad. will be of interest.

The ad. of McPhee, Manning and Walker's is one that should attract considerable attention, although a few improvements might be suggested. Two series of type are used. The heading at the top is in heavy type and the firm name at the bottom of the ad. is in lighter type. The ad. would have presented a better appearance if the same style of type had been used in both places. The ad. also shows many lines which could be eliminated, the absence of which would improve the appearance, one, for instance, being the heavy black line under the heading. This line could be dispensed with or replaced by a light line. The use of heavy black lines gives an ad. a dull and far from attractive appearance. The border, although distinctive, would have appeared better had the heavy sections been eliminated. One good point in connection with the advertisement is the quoting of prices, although the majority of the lines quoted lack descriptive matter. A great many prices are quoted, but only in a few cases would the reader have any idea of what the goods looked like. Several styles of type are used for the headings of the various lines advertised. An improvement which could be suggested in this connection would be the use of one series of type which could be followed throughout the ad.

The advertisement of Cowan's Colossal Hardware is a creditable one for the space at their disposal. The appearance of the ad. could be improved by having more white space showing, especially on the right side. More white space at the top and bottom of the ad. would also help to prevent the ad. from appearing too crowded.

## THE POWER OF ADVERTISING.

*Westwood Bros. stove dealers, Queen St., Toronto, recently inserted an ad in two Toronto newspapers. They advertised a certain line for summer use and quoted the price. They did not receive a single reply for over a week and after a lapse of that length of time they made seven sales as a direct result of the advertisement. This is simply another instance which goes to show the power of advertising and that merchants should not be discouraged and discontinue their advertising on account of not receiving immediate replies.*

*The firm do a strictly cash business and show cards displayed in the store bear the following: "Our goods are sold at the lowest possible prices, our terms are cash. That is why the price is low."*

The advertisement of the Aikenhead Hardware Co. is rather a striking one and should impress readers with the fact that the firm carry a good assortment of garden tools. It is doubtful, however, if the heavy border surrounding the reading matter is of any value to the advertisement. It makes the advertisement appear very black. It is not considered advisable to use heavy black lines or borders, especially when electros are being used also. A straight border, surrounding the reading matter, would have been more attractive and would have made the heading and reading matter stand out stronger. Two styles of type are also used in showing the firm name. In this connection one style of type would have presented a much better appearance. By using a straight border

sufficient room would have been left to have the firm name at the bottom of the ad. appear in script type similar to that shown at the top.

The use of light lines and borders will make the reading matter stand out much more prominently than when heavy lines and borders are shown. A glance at the three ads. on the opposite page shows a predominance of heavy black lines which make much of the reading matter appear very dull. If lighter lines and borders had been used the descriptive matter, prices, etc., would have stood out prominently.

It is not uncommon for newspaper advertisements to be so crowded that it is hard to tell where one advertisement ends and the other commences. It is often noticed that hardware merchants attempt to put too much matter into a small space with the result that no one line receives the descriptive matter to which it is entitled. It is better not to crowd the reading matter too much. Better results will be obtained by featuring only a few lines, fully described, priced and illustrated, rather than to crowd an advertisement with a large amount of reading matter which in the end does not feature distinctly any particular line.



## IMPORTANT CHANGES IN PEASE COMPANY EXECUTIVE STAFF.

Mr. Ross recently resigned the position of treasurer of this company, which he has held for many years, and, while still a director of the company, has retired from active service.

R. B. McKinnon, who for the past two years as sales manager has so successfully reorganized and improved the selling organization, succeeds Mr. Ross, taking the title of treasurer.

R. J. Millar has been appointed in charge of the Ontario sales department. Mr. Millar has for the last seven years represented the Pease Foundry in Southern Ontario with great success.

Mr. Millar's place in Southern Ontario will be filled by J. F. Alexander, formerly manager of the Babcock & Wilcox Co., Toronto office, and will be a strong addition to the Pease Foundry staff.



## Aikenhead's GARDEN EQUIPMENT

Hand Trowels, 25c.  
Dandelion Knives, 25c.  
Spading Forks, 75c.  
Leam Forks, 75c.  
Turf Edgers, 75c.  
Grass Shears from 25c.  
Lawn Sprinklers from 35c.  
Garden Hose, per foot, from 8c.  
Garden Rakes, from 30c.

Also a large stock of Lawn Mowers, Water-weight Rollers, Hose Reels, Barrows, etc., etc. of which we will be pleased to furnish a complete description by mail or phone.

THIS NAME *Aikenhead's* MEANS QUALITY

Phone Main 7066  
**Aikenhead Hardware**  
Limited  
17 Temperance Street  
Wholesale and Retail



## Hot Weather Comforts

Refrigerators ..... \$8.00 to \$45.00  
Screen Doors ..... \$1.00 to \$2.25  
Screen Windows ..... 20c to 60c  
Charcoal Irons, English ..... 75c  
Palmer Hammocks ..... \$1.25  
Ice Cream Freezers ..... \$1.50 to \$12.00  
Ice Cream Dishers ..... \$2.25 to \$4.00  
The "Princess" Electric Iron is better than the best ..... \$3.75  
Sneepervac, the sweener that does the work of a \$60 electric machine. Our price ..... \$12.00

### Wedding Gifts

"Old Colony" Teaspoons ..... \$4.00 dozen  
"Old Colony" Dessert Spoons ..... \$6.50 dozen  
"Old Colony" Tablespoons ..... \$7.00 dozen  
"Old Colony" Berry Spoons ..... \$1.75 each  
"Old Colony" Sugar Shells ..... 75c each  
"Old Colony" Meat Forks ..... \$1.25 each  
"Old Colony" Bread Knives ..... \$2.50 each  
Richly Cut Glass, in all new designs ..... \$2.00 to \$5.00  
Casserole ..... \$2.50 to \$6.00  
Brassware from Holland, England, Austria and New York. Aluminumware from Switzerland.

Have you covered that roof with "Regal" Roofing? If not you had better get busy.

## Cowan's Colossal Hardware

125 and 127 Dundas Street. Two Phones—3461, 3462.

# Gigantic June Sale!

Screen Doors, Screen Wire Cloth, Coaster Wagons, etc.

**COMMENCING SATURDAY, JUNE 14th**

**UNTIL SATURDAY, JUNE 21st**

We are holding a GIGANTIC JUNE CLEARANCE SALE. A perusal of the following examples will convince you of the ENORMOUS BENEFITS obtainable during this Sale. Below are a few examples; there are many others which we cannot enumerate through lack of space.

### FLY-PROOF Screen Windows

Size 1	Reg. 25c to 1.50
1 1/2	30c to 20c
2	30c to 20c
3	30c to 25c
4	40c to 30c

### Screen Doors

Oval Design	reg. \$2.50 for \$1.65
Panel Bottom	2.25 " 1.50
New Pattern	2.45 " 1.50
" "	2.35 " 1.45
Special Design	1.74 " 1.40
Rack Door	1.00 " 75

### Screen Wire Cloth

18 inches wide for ... per yard	10c
24 " " " " " "	12c
30 " " " " " "	15c
36 " " " " " "	20c
48 " " " " " "	25c

Other widths in proportion

### Aluminum Ware

Tea Kettles	reg. \$2.50 for \$1.50
Tea Pots	2.75 " 2.00
Stewing Pans	1.75 " 1.10
Double Boilers	1.75 " 1.20
Cake Pans	25 " 20
Pie Plates	25 " 15

### For The June Bride

Genuine CUT GLASS at half-price	
Rogers' Silver plated Knives	33c
Forks and Spoons	5c
Cases of Cutlery	8c
Sets of Scissors, etc.	Off

### LOOK AT Washing THIS Machine

Only one in stock  
Reg. \$9.00, for **\$5.00**

### Hammocks

A limited number at 25% off



### Granite Ware AT ONE-THIRD OFF

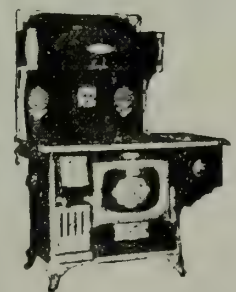
### Tin Ware

Including a large assortment of  
JELLY MOLDERS AND  
SMALL CAKE TINS, ETC.  
**AT HALF-PRICE**



### FOR THE BOYS

That ALTO COASTER WAGON—During the Sale reg. \$7.50 for \$5.50; reg. \$6.50 for \$4.75; reg. \$5.25 for \$3.90  
PIONEER No. 2 reg. \$2.00 for \$1.80 | No. 4 reg. \$2.00 for \$1.40 | No. 6 reg. \$1.50 for \$1.00  
EXPRESS WAGONS 22 " 1.60 | 30 " 1.75 | 40 " 1.25 | Bent Rail 1.25



### RANGES

We have three Ranges in stock, which we will sacrifice

#### "SUPERB"

With reservoir and high closet, six holes, large oven, reg. \$52

For **\$35**

#### "RAINBOW"

With reservoir and high closet, six holes, large oven, reg. \$52

For **\$40**

#### "PRINCE CRAWFORD"

Reg. \$35.00, for **\$23.50**



We have an assortment of **CHINAWARE**, which sell regularly from 10c to 25c each  
To clear, your choice of three pieces for 25c

**There Is A Time And A Place To Buy!**

Time:—JUNE 14th to 21st inclusive. Place:—

# McPhee, Manning & Walker's

201 King Edward Street.

Phone Sher. 3942

A group of hardware retail advertisements.



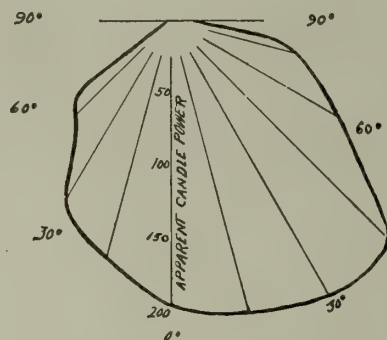


Fig. 3.—Candle power diagram, showing diffusion of light.



Fig. 1.—Lamp used in lighting show cases, etc., in store of Lipman Wolfe & Co., Inc.

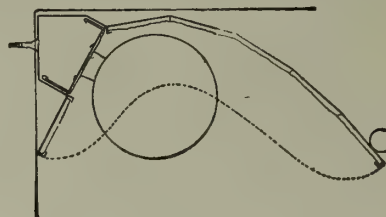


Fig. 6.—Trough Reflector used in show windows of Lipman Wolfe & Co., Inc.



Fig. 2.—Show Case Reflector, 2 in. wide by 2½ in. deep. Type used in Lipman Wolfe & Co., Inc., store.

# The Latest Methods of Show-Case Lighting

How Goods in Cases Can be Brought Out to Best Advantage by Scientific Lighting Facilities—A description of System Used in Large American Store—Splendid Results Are Obtained by Proper Facilities.

Written for Hardware and Metal by William S. Kilmer.

It seems to be the prevailing practice of many merchants to flood the exterior show windows with light, and put little thought, if any, to a proper system of show case lighting. It is quite true that prior to the last few years the methods available for this purpose were very meagre and unsatisfactory.

The show case problem is big—one of the biggest of the equipment. The average metropolitan department store has 3,000 feet of aisle and wall cases, while the frontage for show windows will not average more than 300 feet, or

10 per cent. of the show case equipment.

The merchant dresses and lights his windows to attract the interested and disinterested public. As an advertising medium, it ranks even with the newspaper. When reputation, show windows and advertising have done their work, your store is full of the great buying public. The more merchandise you can show in a short space of time, the greater your sales. A customer may come to your store for a pound of nails. A well lighted case stocked with cutlery attracts, and the sale increases by \$5 or

\$25. Another feature is: Well lighted goods sell more rapidly without handling, as a closer selection is made possible without removing them from the case, as it stands to reason that if a piece of merchandise is shown in its true color and perspective it will look the same when removed from the case. Thousands of dollars are lost by the continual handling of delicate and perishable goods unnecessarily, and many a first installation cost of a show case lighting system is saved by this single feature. While on the other



Fig. 5.—Illumination of corner aisle and show cases and shelving. Lipman Wolfe & Co., Inc., Portland, Ore.



Fig. 4.—Perfume cases lighted by lamps, Store of Lipman Wolfe & Co., Inc., Portland, Ore.

hand, a poorly lighted case is often worse than one without any form of artificial lighting, because the light rays are often of such a color as to completely change the color of the goods, and a poor distribution of light may entirely alter the form.

In selecting any form of a show case lighting system, the following vital points must be considered by the progressive merchant:

First: The system must give an illumination in the interior of the case, which is approximately double that of the general illumination of the store interior.

Second: The light must be of such a quantity and quality that the goods are shown in their true color and style.

Third: The interior temperature of the case must not be raised to any appreciable extent, and any increase, however small, must be evenly distributed, as a glass case which is warm in spots is very liable to crack with the first cold draft which strikes the exterior.

Fourth: The unit of light must be neat and inconspicuous, and permit an easy and thorough cleaning of the case.

Fifth: General efficiency.

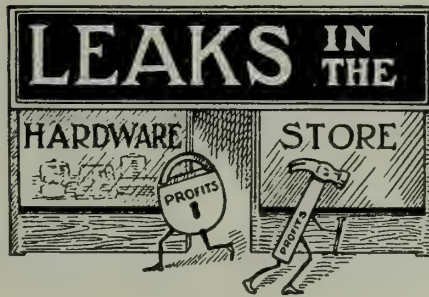
The lamp shown in figure 1 is approximately one foot long and one inch in diameter. The tungsten metal filament runs parallel to the tube through the entire length of the lamp—the electric current passing through from end to end. The interior glass area of this lamp is 31 square inches against 17 square inches of the ordinary "Bung Hole" type, and 24 square inches of the ordinary bulb lamp of the same wattage. This large glass area insures low temperature and long life, and on account of its peculiar shape it adapts itself to a very small reflector.

Fig. 2 shows the reflector 2½ inches deep and 2 inches high. It is scientifically designed, and throws a powerful and correct distribution of light, as is shown in the candle power diagram.

Fig. 4.—Perfume cases surrounding the \$20,000 Italian marble and bronze staircase leading from the first floor to the balcony. These cases are 18 inches deep and 3 feet high, with a glass door for the front and rear. All cases are finished in Circassian walnut. Four 25 watt lamps are used to each one.

Fig. 5.—Corner aisle cases—30 inches deep and 38 inches high. The even illumination over small irregular merchandise is very noticeable. Four 25 watt lamps are used for every 8 feet of frontage. This method is also followed for the display cases and shelving shown in the rear of the aisle case.

A man may be devoid of all feelings and yet know how to touch his friends.



Among the leaks or losses often found in hardware stores is the loss from depreciation entailed by allowing merchandise to become rust spotted, soiled or shop worn from dust, careless handling or the failure to keep the goods in a bright and saleable condition with the result that the goods have to be sold at reduced prices, or in some cases become completely unsaleable. Tools, cutlery, silverware, brassware, etc., are often allowed to depreciate in value simply through carelessness or thoughtlessness on the part of clerks.

This is a leak that can easily be prevented and there is no excuse for having in stock a number of pocket knives with rust spotted blades or hand saws which show plainly the result of careless handling. The goods should be carefully wiped before replacing them in boxes or cases.

The careless handling of packages of shelf hardware often results in sets of goods being broken, thus spoiling the sale of the whole set on account of the absence of one or two pieces which have become lost through not wrapping or tying the package securely.

Goods left on display in the window for a long period often become affected by the heat of the sun's rays and this depreciates the value of some of the lines on display. Lines of goods sold at cost or reduced prices or a few sets made unsaleable on account of lost parts will soon constitute a serious leak which can easily be prevented by a little foresight on the part of the merchant and his salesmen.



## CEMENT CAN BE MADE A HEAVY SELLER.

(Continued from page 39.)

of concrete. In many sections of the country we see the old stump and rail fences being made into firewood and replaced by wire fencing. We also see the old frame house disappearing and more modern houses being erected, the construction of which in many cases requires a considerable amount of concrete. Cement-block houses are also being built in large numbers.

There are many other purposes for which the farmer can use cement, such as fence and gate posts, foundations,

walks, fire-places, tanks, water troughs, blocks, bases for gasoline engines, and last, but not least, concrete silos, a structure on which the modern dairyman banks largely for his profits.

The accompanying illustration shows a concrete silo the dimensions of which are 16 x 35 feet and of 95 tons capacity. During a recent storm in one section of the country a large number of reports stated that many of the old-time wood silos had blown down but none of the reports referred to damage being done to modern concrete silos. The construction of each silo requires a considerable amount of cement. Every farmer who carries on stock-raising or dairying to any extent should have among his buildings a modern silo. Much educative work is being done by the manufacturers of cement and in this work the hardware merchant can be of great assistance.

Merchants and their salesmen should be equipped with the necessary information to point out to farmers the advantage and economy of using cement around the farm. If you get one or two farmers interested in and using cement around the farm the business will soon follow suit. Manufacturers are glad to supply literature and booklets for distribution and will gladly co-operate with the dealer in every way. If you know of a farmer in your locality who is or should be interested in cement and whom you cannot land an order from, just drop a line to the manufacturer of the cement you handle. He will gladly co-operate with you and will present many selling arguments to the prospective purchaser. When you get a customer coming to you for cement he is also a good prospect for the sale of trowels, groovers, jointers, pounders, shovels, wheelbarrows, etc.

The possibilities of cement have increased by leaps and bounds during the past few years and they will continue to increase for many years to come. The hardware dealer who gets a good cement business established and who becomes the authority on cement in his district will find that he has established a line of trade which, if properly handled, will prove highly profitable and have a far-reaching effect. If the cement end of your business has not reached the high plane to which it is entitled the present would be a good time to begin an energetic campaign to place it in the prominent position it should occupy.



## FIRE IN OIL WAREHOUSE.

Toronto, Ont.—Fire did damage to the extent of \$500 to Crescent Oil Refining Company's shipping room at the rear of the office corner Cannon and Caroline St.



## Some Suggestions for Show Cards

Every kitchen should be equipped  
with a Gas Range.

### Cook in Comfort

Our prices range all the way from  
\$..... to \$.....

What's  
In a  
Brush?

A good brush is as  
necessary as good  
paint.

.....to \$.....

Look 50c.  
These  
50c. Over

Good Tools  
Fair Prices

THESE knives and forks are just  
what you need for use at your  
summer cottage. They are durable  
but cheap.

\$.....

50 Cents

Everything in window  
the same price. Take  
your choice.

### Hardware de Luxe

Handsome, durable and serviceable.  
Will finish your house off right.

### Take a Hammock

\$6 You will need a new hammock at your  
summer cottage this year.

# Where Weekly Half-Holidays Are Observed

Centres in Ontario With Populations of 1,000 or More in Which Merchants Close For Half-day During the Week—A List Valuable to Traveling Salesmen  
—The Idea Growing Rapidly.

Below will be found a list of the majority of cities, towns and centres with populations above 1,000, where merchants recognize or otherwise a half holiday during the summer months. This list can be relied on as being correct, as this paper secured the information first hand from the clerks of the various municipalities:—

Arnprior—No half holiday.  
Barrie—Wednesday afternoon; July and August.  
Berlin—Wednesday afternoon; June, July and August.  
Blind River—No half holiday.  
Brampton—No half holiday.  
Brantford—Wednesday afternoon.  
Brockville—Wednesday afternoon; July and August.  
Bowmanville—Wednesday afternoon; June, July and August.  
Bracebridge—No half holiday.  
Carleton Place—No half holiday. Close at 6 p.m. Monday, Wednesday and Friday.  
Chesley—No half holiday.  
Chatham—Thursday afternoon during summer months.  
Cochrane—No half holiday.  
Cobalt—No half holiday.  
Collingwood—No half holiday.  
Cobourg—No half holiday as yet.  
Cornwall—No half holiday.  
Dundas—Wednesday afternoon; June, July, August and September.  
Deseronto—Wednesday afternoon; July and August.  
Fort William—Wednesday afternoon; June, July and August.  
Fort Frances—No half holiday.  
Gananoque—Wednesday afternoon. June 18 to August 27.  
Goderich—Wednesday afternoon; June, July and August.  
Galt—Nothing decided yet.  
Gravenhurst—Tourist town; no half holiday in summer.  
Guelph—Thursday afternoon; July and August.  
Hamilton—Wednesday afternoon during summer months.

*Travelers throughout Ontario will find the accompanying list of value in arranging their weekly trips during the summer months. It will be observed that Wednesday and Thursday afternoons have been most selected with Wednesday far in advance as favorite. It will be seen from this that the weekly half-holiday is rapidly growing in favor.*

Hawkesbury—No half holiday; early closing at 7, Tuesdays and Thursdays.  
Harrow—Thursday afternoon; June, July and August.  
Haileybury—No half holiday.  
Hespeler—Wednesday afternoon; June 1 to September 17 inclusive.  
Leamington—Close Wednesday afternoon at 12.30; June, July, August and September.  
London—Wednesday afternoon during summer months.  
Merlin—Friday afternoon; June, July and August.  
New Liskeard—Wednesday afternoon; July and August.  
Napanee—Close Wednesday afternoon during July and August.  
Kenora—Wednesday afternoon; June, July and August.  
Kincardine—No half holiday.  
Listowel—No half holiday; early closing at 6 o'clock except Tuesdays and Saturdays.  
North Bay—Close every Wednesday at 1 o'clock during summer months.  
New Liskeard, Ont.—Close Wednesday afternoon during July and August.  
Ottawa—Most of merchants close Saturday afternoons, but on no other day.  
Orangeville—Close Wednesday afternoon during July and August.  
Otterville—No half holiday.  
Paris—Close Wednesday afternoon during July and August.  
Port Perry, Ont.—No half holiday.

Port Hope, Ont.—Close Wednesday at 12 o'clock during July and August.

Port Arthur, Ont.—Butcher shop close Wednesday afternoon during July and August.

Port Elgin—Close every Thursday afternoon during June, July and August; also every evening at 6 o'clock, except Wednesdays and Saturdays.

Peterborough—Close Thursday afternoon during July and August.

Prescott—No half holiday observed.

Preston—No half holiday observed.

Picton—Close Thursday afternoon during July and August.

Renfrew—No half holiday.

Rockland—No half holiday. Stores close at six o'clock Tuesday and Friday of each week.

Strathroy, Ont.—No half holiday.

Strathford, Ont.—No half holiday.

St. Mary's, Ont.—Close Wednesday afternoon during July and August.

Simeoe—Close Thursday afternoon during July and August.

St. Thomas—Merchants generally close Wednesday afternoon during July and August. Grocers close same afternoon in June, July, August, September.

St. Catharines—Close Wednesday afternoon during June, July and August.

Sarnia—No half holiday observed.

Sudbury—No half holiday. Stores close 6 p.m., except Saturday, from May 1 to September 1, and 8 p.m. balance of year.

Tillbury—Thursday afternoon; June, July and August.

Teeswater—No half holiday observed.

Tavistock—No half holiday.

Toronto—Grocers generally close Wednesday afternoons.

Thorold—Wednesday afternoon; grocers and barbers.

Tillsonburg, Ont.—It is proposed to close stores on Friday afternoons during July and August.

Windsor—Retail grocers close Thursday afternoon during summer months.

Welland, Ont.—No half holiday.



# What Other Hardwaremen are Doing

Hardware Firm Issue a Monthly Bulletin—Special Sale of Enamelware Conducted—Building Up Sporting Goods Trade by Issuing Fishing Bulletins—Other Methods Adopted by Aggressive Dealers.

## ISSUE MONTHLY BULLETIN.

An Ontario hardware firm stated recently to a representative of Hardware and Metal that they get excellent results from a four-page bulletin which they issue monthly for distribution among the farm trade in their locality. They feature lines of seasonable goods interesting to the farmer and use many illustrations. Prices are also quoted on several lines. Two of the lines to which special attention is given are cement and roofing. The firm claim that they find the bulletin a good business bringer and the farmers look forward to its arrival every month.

\* \* \*

## OFFERS ENAMELWARE FREE.

A. A. Meneley of Maple Creek, Saskatchewan, has been conducting a sale of enamelware. A large selection of enamelware is shown in the store window and a half page ad. appears in the newspapers featuring several lines of enamelware ranging in price from 75c to \$1.25. Every purchaser of a large article of enamelware is entitled to any one of the following small articles for which no charge is made: wash basin, 2 qt. pudding dish, 3 qt. windsor dipper, 1 qt. stew pan, 2½ qt. sauce pan, 2½ qt. preserving kettle, 2 qt. baker, 2 qt. apple baker.

\* \* \*

## BULLETIN BOARD FOR FISHERMEN.

This is the season of the year when the ardent angler purchases many supplies and eagerly looks for any information that can be obtained regarding the best fishing resorts in his locality. One of the problems in the tackle department is that of getting the angler into the store. When a dealer gets the anglers' business coming his way he has secured a highly profitable class of trade. One good customer in the fishing tackle line will often prove the means of obtaining a large number of new customers for the dealer during the fishing season.

One large and successful fishing tackle and sporting goods firm has introduced a bulletin board that has at-

tracted the attention of fishing enthusiasts, and has proved to be a good business-bringer. The system is inexpensive and affords a method of keeping accurate bulletins on fishing conditions throughout their territory. The conditions of sport on all streams and at various points is reported frequently at the store, together with the flies or baits which are being used with the best results. The firm keep guides or sportsmen at the various good fishing spots supplied with the cards, here illustrated, one report being sent in to the store at least once a week. The cards are printed

Date .....
Ottawa
Water: Clear—Muddy—High —Medium—Low.
Fishing is: Good—Fair—Poor
What Bait and Fly is Best? .....

*Angling Information Card for Bulletin Work.*

as shown in the accompanying illustration, so that all that is necessary is that the guide cross out the words not wanted, and fill in the most satisfactory bait at the bottom. For example, if the water is high and clear, the guide will run his pencil through the words low, medium and muddy. If the fishing is fair, he will cross out good and poor. The cards are then placed on the bulletin board in the store, where anglers can readily refer to them. The firm states that these cards attract much attention, and many people visit the store daily to look them over. Every visitor to the bulletin is a prospective fishing tackle purchaser.

\* \* \*

## VACUUM CLEANERS IN SMALL TOWN.

The idea has prevailed among a few hardware firms that the sale for vacuum cleaners is confined chiefly to the deal-

er in the large towns and cities. This has not been the case in the town of St. Marys where the population is about 3,500 people. Last year J. M. Adam hardware merchant sold thirty electric vacuum cleaners, a record of which any merchant in a town that size should be proud. Mr. Adam sent the machines to the homes of prospective purchasers and in the majority of cases he sent one of his clerks to show the prospect how to work the cleaner. After instructing the customer regarding the uses of the machine he left it for a week on trial.

The result of his campaign was that he sold thirty machines, which is considered a large number of sales for one season in a town the size of St. Marys and which goes to demonstrate that the sale of cleaners is not confined to the larger places.



## THE LOSS THROUGH RUST.

One large American railway system suffers a loss of more than 18 tons of metal daily, due solely to the effect of rust. Thus far the only known preventive is to keep the metal surface always covered with a suitable paint. Some idea of the costliness of this remedy, however, may be gained from the fact that it requires about \$10,000 annually to paint one large railway bridge alone. A typical case of this kind is the Brooklyn bridge, upon which a corps of painters are constantly employed, as the weather makes repainting of one end of this large structure necessary before the workers have reached the other. Although experiments have demonstrated that pure iron surrounded by oxygen does not rust, and that some acid, especially carbonic acid, is necessary for the production of rust, the secret of manufacturing rustless steel and iron remains to be discovered.—Popular Mechanics.



The young man who can capitalize on the special occasions of the year—such as the camping season—is worth money to his employer.

## Talking Points from Ads.

*"Fishing Tackle that's fit for fishing. Have you looked over your fishing tackle, and find you will have to stock up in some line? If so, let us help you replenish that duplicated outfit. We have everything the fisherman could wish for."*

Ingram & Davey,  
St. Thomas.

*"My, but it's hot! But it's hotter still in the kitchen with a great big kitchen range chucked full of fire. Why don't you do your cooking without all that heat. The Oil Stove does it for you this way without dirt, ashes, smoke, or smell.—George Taylor Hardware Co.,*

*New Liskeard.*

*She might have been an old maid, but she bought a Hammock. Just take a look around the house and lawn and see if there isn't a lonesome corner, or a shady nook somewhere just coaxing for a hammock. When you find it come and see our dandy new lines of Hammocks. Obey that impulse.—Geo. Taylor Hardware Co., Cobalt.*

*With this splendid preparation, furniture and interior work can be made to look like new. It is a combined varnish and stain of the highest quality, very easy to apply, dries with an exceptionally high gloss, and a finish that will not mar or scratch under any ordinary conditions. The same effect can be procured with this preparation with one coat—while in the case of separate stain and varnish, from 2 to 3 coats are required to produce a satisfactory finish.—Stanley Mills & Co., Hamilton.*

*Our Screen Doors stay right, because they are made from thoroughly seasoned lumber and well braced. The wire cloth is of the best quality and put on so the edges do not show. Finished in quartered oak effect. Bring size wanted.—Martin, Finlayson and Mathier, Vancouver.*

*Our annex on Grafton Street is replete with up-to-date articles of all kinds. This is where you will find anything and everything for the Kitchen. Articles that you never thought of. We keep in touch with all the leading Manufacturers of these lines, and as soon as any new device is on the market they notify us, and we immediately stock it. Nick-Nacks of all descriptions. Call in and look over our many lines of labor-saving articles. Note the exceptional low prices listed here.—Rogers Hardware Co., Charlottetown.*

*In no other department of your household is there so much hard work as in the kitchen, and when the hot weather sets in kitchen work becomes unbearable when the broiling hot range has to be used. You can make your kitchen cool and keep so comfortable that former tasks become a pleasure by installing an oil stove.—Squair's Hardware, Gladstone, Man.*

## HARDWAREMEN DROWNED.

Roden C. Hooper, manager of Marshall Wells Alberta Co., Edmonton, Alta., and Earl Meredith, superintendent of the same company, together with their wives and two other persons, were drowned by the upsetting of a motor launch in the river. Only one person out of a party of seven was saved.

Roden C. Hooper, the manager of Marshall Wells Alberta Co., at Edmonton, Alta., was born in Alma, Michigan, May 5, 1887. His parents were Canadians. Mr. Hooper attended school and Alma College until 1904. In May, 1905, he went to Portland, Oregon, with Marshall Wells Hardware Co., remaining in



*The late RODEN C. HOOPER.*

the house until June, 1910, when he became road salesman, in which capacity he served until December, 1911, when he left for Edmonton to become manager of the Sommerville Hardware Co., Ltd. In July, 1912, Marshall Wells Hardware Company purchased Ross Bros., Ltd., creating Marshall Wells Alberta Co., and Mr. Hooper was made manager of the new concern.



As for trouble—the supply always exceeds the demand.

\* \* \*

The path to real success leads through a wilderness of experience.

\* \* \*

Most failures are some one's lack of confidence formed into a reality.

\* \* \*

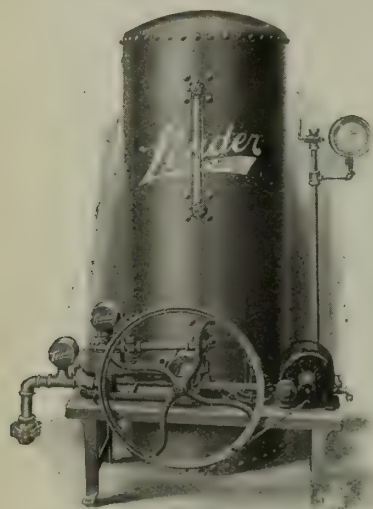
No matter how forsaken one may be, he has always enough friends to keep him posted as to his rival's good fortune.



# New Hardware Goods

## ELECTRIC WATER SUPPLY.

The wonderful advantages now offered to the people of the rural sections throughout the country in the way of available electric current have created a demand for electric driven appliances without number. The accompanying illustration shows a complete water supply equipment consisting of a tank,



pump, motor and necessary fittings. There is included in the outfit a device for cutting the motor in and out at desired pressures making the rig absolutely automatic in its operation. The equipment here illustrated is manufactured by the Leader Iron Works, Decatur, Ill., and Oswego, N.Y.

## AUTOMATIC FEEDER FOUNTAIN.

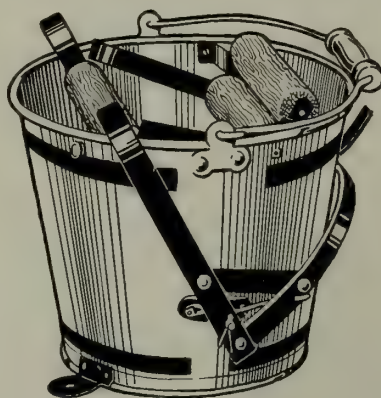
The Chi-Ken Automatic Feeder Fountain, is being offered to the hardware trade by the manufacturer, Will. H. Cotton, Salem, N.Y. The fountains are made in four sizes, and work automatically for feed or water. For filling, they are stood on end, and when in use they rest in a horizontal position. The feed bowl is of ample dimensions, and the amount of water or feed exposed at a time is small, thus insuring fresh and clean material to replenish that in the bowl as it is used out. The reservoir chamber is completely covered, excepting the small opening into the feeder bowl. Hence the material held in reserve is always clean and in proper condition for use. A special feature claimed for these fountains lies in the fact that when in use the reservoir chamber is practically sealed, thus retaining the temperature of the contents for a long time, and is a

desirable feature where warm water or feed is used. It is claimed that these fountains work satisfactorily in zero weather. The fountains are claimed to be sanitary, the bowl is boarded, and the depth of water is regulated by a screen. This screen is easily removed. It also prevents little chicks from getting in the bowl and being drowned. As the flow is automatic, the working level of the contents always remains the same. The bail has a double purpose—it serves as a handle for carrying and when the fountain is in position for use; it forms the leg or brace that prevents the fountain from rolling and keeps it steady. Booklets illustrating and describing the line will be mailed on request.

## ELY'S COMBINED WRINGER AND BUCKET.

Theo. J. Ely Mfg. Co., Erie, Pa., are offering the trade the combined automatic wringer and galvanized iron bucket here illustrated. This mop wringer is made with automatic rollers, which adjust themselves and wring the mop dry. Made without bridges or slots, there is no friction or growling. The bucket is made of galvanized iron. Among the special features claimed for this mop wringer are self-acting rollers, no noise, no friction, more sanitary, galvanized buckets will not absorb dirt and grease.

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides posts and step of malle-



able iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls.

## SHARPENING AND HONE ATTACHMENT.

The Luther Grinder Mfg. Co., Milwaukee, Wis., are offering the trade a new plane bit and chisel honing attachment for the machines of their "Best

Maide Type." The chisel and plane bit is held rigidly in a clamp and is moved back and forth across the side face of the wheel. This insures a perfect angle and a perfectly smooth edge for the wheel. The wheel is run in a horizontal plane. The Best Maide Type of machine has a double grit wheel, the side face of



the wheel on which the hone runs being extra fine for finishing purposes. This same attachment can be used on the round face of the wheel and the machine clamped into the horizontal position. This gives an even edge but one that is slightly hollow ground. It is claimed that a straight edge or a hollow ground edge can be given with this attachment.

## AUTO CLOCK.

The Peek-Hamre Mfg. Co., Berlin, Wisconsin, have recently brought out the new auto clock. It is claimed that this is a clock that will meet with the favor of those who handle automobiles or automobile accessories. The firm claim that the clock can be sold at a very reasonable price and can be readily attached to the dash of an auto.

## PRACTICAL POINTERS.

*Stockkeeping is as essential to a successful paint business as stocktaking.*

*Keep a separate paint and stock book.*

*Clean labels and a well lined-up row of cans will attract the attention of customers.*

*Size up broken sheets of glass before stocktaking starts.*

# Current News of Hardware Trade

## Hardwareman is Wedded.

Lucan, Ont.—Charles McLean, of McComb & McLean, hardware merchants, was married on June 25 to Miss Helen Murray, daughter of Robert Murray, of Lucan.

## Hardware Employee Injured.

Wallaceburg, Ont.—Wm. Pierce, employed by the Shaw & Husband hardware store, was badly burned by a pail of hot tar while engaged on a roofing job.

## Fire Losses.

Ottawa, Ont.—Fire on June 16 destroyed the main building of the Ohio Brick and Tile Co.

Sydney, N.S.—No. 2 ore pier of the Dominion Iron and Steel Co. was damaged by fire on June 22.

## New Firms.

Asquith, Sask.—Picketts & McGinn have started a hardware store.

Medicine Hat, Alta.—The Pettet Bell Hardware Co. are starting business.

Sault Ste. Marie, Ont.—W. S. Brown is opening a hardware store at 59 Dufferin Street.

New Michel, B.C.—The Western Grocery Co. are extending their premises and adding a hardware department.

## Companies Incorporated.

Resilient Spring Wheel Co., Toronto, capital \$400,000.

Armstrong Cork Co., Toronto, Ont., capital \$100,000.

London Asbestos and Supply Co., capital \$25,000, to buy and sell asbestos at London, Ont.

Radio Electric Co., of Canada, Ltd., Montreal, Que., capital \$200,000, to manufacture telephones and telegraph apparatus.

## Business Changes.

Southey, Sask.—J. R. Blough hardware stock has been sold to R. J. Wells.

Southey, Sask.—J. R. Blough, hardware dealer, has sold his stock to R. J. Wells.

Osler, Sask.—J. J. Heinrich, hardware dealer, has been succeeded by A. D. Schellenburg.

Calgary, Alta.—The Queen Quality Oil Co. have been succeeded by McDonnell and Robertson.

Guelph, Ont.—The Adams Hardware Co., F. Adams, proprietor, have sold out to Reg Scott, formerly with the Arcade Hardware Co., Forest, Ont.

## Personal Notes.

Ernest Millar, of the Millar Hardware Co., Briercrest, Sask., is visiting his parents in London Ontario.

A. W. Poole, manager, Toronto branch of Brandram-Henderson, Ltd., has left for a trip down the St. Lawrence.

W. J. W. Brown has resigned from the staff of the Lawrence Hardware Co., Revelstoke, B.C., and has left to reside at the Pacific Coast.

Geo. H. Dawson, of the Bond Hardware Co. staff, Guelph, Ont., left on Wednesday morning for a trip through the West and to the coast.

J. S. N. Dougall, president of the Dougall Varnish Co., Montreal, and past president of the Canadian Manufacturers' Association of that city, is on his annual inspection trip through the West.

## Early Closing Items.

Goderich, Ont.—During July and August the hardware stores here will close on Wednesday afternoons at 1 o'clock.

Little Current, Ont.—The merchants here have decided to close their stores at 6 p.m. on Tuesdays and Thursdays in July, August, September and October.

Dutton, Ont.—The merchants here have agreed to close their stores at six o'clock every day, except Saturdays and evenings before holidays, commencing July 2.

Galt, Ont.—The Merchants' Association is discussing early closing, and a plan has been informally agreed upon by a number of merchants for closing the stores at 6.30 every evening except Tuesday, when they will remain open till 8. A weekly half holiday on Thursday afternoons is also favored. A committee has been appointed to interview the various merchants and see if an agreement cannot be made.

## Industrial Notes.

Peterborough, Ont.—The Canadian General Electric Co. will erect two new factory buildings here.

St. John, N.B.—T. McAvity & Sons, Ltd., expect to complete plans for their new plant by the middle of the month.

Prince Albert, Sask.—It is expected that work will be commenced at once on the plant of the Imperial Iron and Steel Co.

Hamilton, Ont.—The Massachusetts Saw Works of Springfield, Mass., will

locate a factory here to be known as the Victor Saw Works, Ltd.

Port Colborne, Ont.—The Buffalo Union Furnace Co., Buffalo, N.Y., who are building a blast furnace here, expect to begin operations in August.

Sarnia, Ont.—The Doherty Mfg. Co., makers of stoves, are constructing an addition to their plant, which should be ready for occupancy by July 10.

St. Catharines, Ont.—The Canadian Flax Mills, Ltd., Toronto, capitalized at \$1,000,000, will build a plant here, costing \$150,000, employing 150 hands, if given a site and fixed assessment.

Hamilton, Ont.—The Canadian branch of the Massachusetts Saw Co. will establish a hack saw factory in Hamilton. Temporary premises are being fitted up in the Laidlaw Bale Tie Co. property, and 75 hands will be employed.

Chatham, Ont.—The Canadian Concrete Products Co. will establish a factory here for the manufacture of concrete culverts, railway signal appliances, concrete posts and similar lines. Work on the factory building will be commenced at once.



## LUCKY THIRTEEN FOR PEASE FOUNDRY, LTD.

On Friday, June 13, thirteen members of the Ontario selling staff of the Pease Foundry Co. left on the 1 p.m. train for Brampton to visit and inspect the new large, modern works of this company recently completed.

The party consisted of the following members of the staff: R. B. McKinnon, treasurer; R. J. Millar, chief of the sales department; Jeff Hunter, J. F. Alexander, Jack Clarke, R. H. Cole, A. Ramsay, W. C. Scott, A. M. Bond, A. H. Power, W. J. Faulkner, L. V. Dixon, Fred Simpson and George Brydon.

The new plant of the Pease Foundry Co. at Brampton is most modern, devoted exclusively to the manufacturing of heating apparatus. It brought forth great expressions of amazement and appreciation from the visitors.

They were shown various methods of construction of Pease heating devices from start to finish, commencing with an ingot of raw iron and steel.

After the inspection the party adjourned to the "Victoria Hotel," refreshed the inner man, and returned on the eight o'clock train to Toronto.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

Business has been brisk during the past week. The warm weather has brought a heavy demand for summer goods, which previously had been selling rather slowly.

The price tendency of the week has been downward. A number of changes have been noted, all in the nature of the decreases, but no substantial changes have occurred.

### MONTREAL.

Montreal, July 2.—The past week has been slightly quieter owing to the holiday, but, apart from this, business is continuing good in all branches of hardware. Wholesale houses report that orders are coming in in a very satisfactory manner. Very satisfactory reports are being received regarding collections, which are said to have improved very considerably in this section recently. The money tightness has not as yet affected the hardware trade as far as can be seen, and reports show that all of the wholesale houses are having as big a business as is usual at this time of the year.

The only change in price which has been heard of since last week is in screws, which have dropped in price owing to foreign competition. In all other departments the prices remain the same. The discounts on screws have been advanced  $7\frac{1}{2}$  per cent, the new discounts being as follows:

Flat head iron ..... 85-10 &  $7\frac{1}{2}\%$   
Round head iron ..... 80-10 &  $7\frac{1}{2}\%$   
Flat head brass ..... 75-10 &  $7\frac{1}{2}\%$   
Round head brass ..... 70-10 &  $7\frac{1}{2}\%$

There is a good demand at the present time for fly pads and catchers, while lawn supplies are also receiving good attention. A vast quantity of lawn hose has been sold recently, the dry weather having stimulated the sale of this. The present net prices for  $\frac{3}{4}$ -inch hose is 8c, 9c,  $10\frac{1}{2}$ c, 12c,  $13\frac{1}{2}$ c, 17c per foot, according to grade. A large number of orders now being received are for sorting up on hot weather goods, this being the best time of year to concentrate on these lines.

### Stove Trade.

It cannot be said that the stove trade is particularly brisk at the present time, though such a state of affairs is not out of the ordinary for the time of year. A few furnaces are being sold and many mail orders are received for steel ranges, but the line which is going well is the oil stoves. Only those who have used them in the country where gas is not available can understand what a

blessing they are to the housewife on hot days. These stoves are almost as handy as gas and quite as odorless, and are getting to be very popular. It is said that an enormous number are being sold. Sales of heaters, of course, there are none, but gas ranges are going well, and business is reported good in this line.

The demand for enamelware and tinware is good, and the presence of the preserving season is still causing a good flow of orders for preserving kettles. Galvanized ware seems to have been a little quieter during the past week, with the exception of a few lines.

### The Metal Market.

In the metal market things are a good deal better than might have been expected. Business is reported to be in excellent condition, and prices have held well. This market depends a good deal on what is doing in the building line, and at the present time there are still a number of buildings under construction. It is thought, however, that money conditions will make things quieter here. There is without doubt a large number of plans for buildings in the hands of architects which will not get any further until the present state of financial affairs improves. Up to the present, however, things have been very bright from all reports. Metal jobbers report a busy time and lots of orders are being received. Prices have held fairly well, and quotations are mostly the same as last week.

Lead has advanced and declined, until at the time of writing it is quoted at a slightly lower figure than last week.

Tin has had quite a drop, being quoted in London £3 15s lower than our last quotations.

Iron Pipe.—The prices remain the same as per the recent advance, though there is a tendency to shade these to some extent in the case of substantial orders.

Pig Iron.—Pig iron has been fairly steady during the past week, although it has fluctuated to some extent. The London quotation, however, is now back to the figure quoted last week, which is 54s 7d. There is talk of an advance, though it may not come immediately.

Solder.—No change has taken place here, and last week's quotation of  $29\frac{1}{2}$  for half-and-half and  $27\frac{1}{2}$  for wiping holds good. There is not a very great demand.

Spelter.—While the London market has dropped from £21 to £20 15s, this has not affected the local market, and the quotation remains the same at \$7.

Tin.—Another drop has taken place here. The London market two weeks ago quoted £205 5s; last week £202 15s; while this week the figure is £188 10s. The market there is very weak, and buyers seem uncertain what to do. It is hard to say what the future of tin will be, and no one seems willing to make a prediction.

Lead.—Following the decline of last week, lead has remained steady, and last week's quotation of \$5.50 has given place to \$5.35. The market is not very steady, though it has been lower than this during the week.

### TORONTO.

Toronto, July 30.—During the past week a number of price changes have

## NEW PRICES IN TORONTO

Flat Head Bright Screws ..... 85—10— $7\frac{1}{2}\%$   
Round Head Bright Screws ..... 80—10— $7\frac{1}{2}\%$   
Flat Head Brass Screws ..... 75—10— $7\frac{1}{2}\%$   
Round Head Brass Screws ..... 70—10— $7\frac{1}{2}\%$   
Tin ..... 45c lb.  
Copper and Nickel Ware ..... 40—5%  
Wire Nails ..... \$2.25 base.  
Raw Linseed Oil, Single Barrels ..... 59c gallon.  
Boiled Linseed Oil, Single Barrels ..... 62c gallon.



occurred all of which have been in a downward direction. Among the lines which have declined in price are iron and brass wood screws, copper and nickel ware, ingot tin which has taken a decided slump, pig lead which has declined 25c per hundred lbs., raw and boiled linseed oil both of which have declined 1 cent per gallon. A decline of 15 cents per hundred lbs. in the price of nails was reported in our last issue.

The metal markets have been showing continued weakness, much caution has been observed by buyers in making purchases.

Hardware jobbers have been doing a good business and during the past week there has been a big movement in summer lines caused by the advent of hot weather, the absence of which was causing the sale of summer goods to lag somewhat. Paint manufacturers and jobbers are busy. Store manufacturers and dealers are doing a good business in summer stoves and there has been a scarcity in some lines of gas ranges. There has been a heavy demand for gas ranges this season. A large number of warehouse employees, travellers, branch managers, members of office staffs connected with the hardware, paint and stove trade have commenced taking their vacations.

#### **Decline in Price of Tin.**

Tin has taken another big slump and is quoted in Toronto at 45c lb. During the early part of last week the tin market took a decided slump but recovered towards the end of the week. Since then another decline has taken place and the above prices are being quoted in Toronto at present.

#### **Decline in Lead.**

Lead has also declined in price and a reduction of 25c per hundred lbs. is reported. For some time lead has been at a very high level and many advances have taken place. This is the first decline that has been noted for some time.

#### **Iron Pipe.**

Quotations on pipe are unchanged and are shown in current market quotations. The demand is fair.

#### **Iron and Steel.**

An American report states: "The depression that exists in other lines seems to make no impression on iron and steel manufacturers. They are kept running full on old orders and specifications, instead of being tardy, are being sent in, if anything, in increased volume, while cancellations are almost unknown. The situation locally is in very much the same condition as it has been for some time past."

#### **Copper.**

Copper remains rather weak with

quotations unchanged. Toronto quotations range from \$15.85 to \$16.25.

Spelter and aluminum remain unchanged and the market in both lines is quiet.

#### **Decline in Price of Screws.**

A decline of 7½ per cent. has taken place in the price of iron and brass wood screws which makes the prices as follows: Flat Head, iron bright screws, 85-10-7½ per cent.; Round Head, iron bright screws, 80-10-7½ per cent.; Flat Head, brass, 75-10-7½ per cent.; Round Head, brass, 70-10-7½ per cent.

#### **Decline in Nickel-Plated Ware.**

A decline of 5 per cent. has taken place in the price of copper and nickel ware, the discount now being 40-5 per cent. instead of 40 per cent.

#### **Enamelware, Tinware, Etc.**

No change has been reported in the price of enamel or tinware and the demand is active.

#### **Rope, Twine, Etc.**

Quotations on rope and twine remain unchanged. Pure manilla rope is quoted at 17c base; African hemp, 13c base; British manilla rope 13c base; Sisal 12c base. Binder twine, 650 ft. to lb. 12½c lb.; 600 ft. 11c. lb.; 550 ft. 10c. lb.; 500 ft. 9½c. Hay fork rope is in good demand.

#### **Nails, Wire, Etc.**

Nails are still being quoted in Toronto at \$2.25 base, the price not having changed since the decline of 15c. per keg reported in last week's issue of Hardware and Metal. Barb wire is quoted at 2.42½. Poultry netting remains at 50 per cent. discount; smooth steel wire \$2.30 base; rustless bronze screen cloth 7c square foot in rolls and 8c square foot in shorter lengths.

#### **Harvest Tools, Etc.**

Harvest tools are moving freely and are quoted at 50 per cent. discount; special brands 47½ per cent. discount; snaths 35 per cent. discount. Shovels and spades remain unchanged at prices shown in current market quotations.

#### **Lead Pipe Fittings, Etc.**

Traps and bends are quoted at 35 per cent. discount; lead pipe 7½c less 10 per cent.; lead waste pipe, 9c less 10 per cent. Fittings are quoted as follows: Malleable fittings, 40 per cent. discount; cast iron fittings 65 per cent. discount; standard bushings 70 per cent. discount; malleable, 65 per cent.; flanged unions, 65 per cent.; malleable lipped unions, 65 per cent.; nipples, 75 per cent.

#### **Belting and Lacing.**

Extra leather belting is quoted at 60 per cent. discount; standard belting 60-10 per cent.; cut lacing 95c per lb.; lace leather in sides 85c lb.

#### **Electrical Goods.**

Hardware merchants are finding a good sale for electric irons, toasters, Vacuum cleaners, etc. Table lamps and electric lighting fixtures are also being featured in several hardware stores and it is reported that a nice business is being done in this line. The goods present a nice appearance and allow a very fair margin of profit.

#### **Summer Goods.**

The advent of warm weather has caused a general movement in summer goods. Refrigerators are beginning to move freely, this line has been causing anxiety on the part of a few of the retailers on account of the cool weather during a large part of the month of June. Their fears have been allayed by the exceedingly hot weather of the past week which has caused the stock to move freely. Hammocks, ice cream freezers, ice picks and shaves, screen doors and other lines of summer goods are now moving in a very satisfactory manner.

#### **Stoves and Ranges.**

There has been a heavy demand for gas ranges and difficulty has been experienced in filling some orders. Gas plates, summer oil and gasoline stoves have also been in heavy demand. Retail stove merchants report that a very satisfactory volume of business is being done. One retailer ventured the opinion that there would be a scarcity of some lines of stoves during the coming fall. There is a considerable call at the present time for cheap camp stoves for use at summer resorts.

#### **Sporting Goods.**

Fishing tackle, baseball goods, football, lacrosse and tennis goods are in good demand at the present time. Cricket and golf supplies are also finding a ready sale. Some of the larger sporting goods houses are doing a nice business in canoes and row boats. A large number of retail hardware merchants are stocking baseball goods this season for the first time and in the majority of cases they are meeting with splendid success in selling the line.

#### **WINNIPEG.**

Winnipeg, July 1.—The market for hardware generally is quiet and without features of special interest. Most of the wholesalers and jobbers are doing a satisfactory trade, but there is not the activity characteristic of a year ago.

There is a good retail movement in warm weather goods, and harvest tools are now going out from the wholesalers quite freely, as are also fall sporting goods, ammunition, etc.

(Continued on page 56.)



# Methods of Retailing Paints and Varnishes

## Every Man is a Prospective Customer

**An Incident Which Shows That Even the Hardest and Closest of Men Can be Made Purchasers of Paints—How Hardwareman Smith Sold a Big Order of Paint to Farmer Jones.**

Farmer Jones was one of those hard-headed old agriculturists who do not believe in spending money. He had made a lot in his day, and very little of it had escaped from him. He was a close as well as infrequent buyer, as the grocer, hardwareman and dry goods merchant with whom he traded could testify.

When he reached the age of three score years and ten, Farmer Jones decided to retire, having piled together enough shekels to last him, at his normal rate of expenditure, for at least three score more years. He put his farm up for sale.

One day he walked into Smith's hardware store with a bundle of bills under his arm.

"Smith, I've traded with you for forty years," he said, "and it's time now for you to do me a favor."

"Forty years of favors," soliloquized Smith to himself. "What I've made out of this old curmudgeon's trade in forty years could be changed into coppers and put in the bowl of my pipe. However," he added aloud, "what can I do for you?"

"Put one of these sale bills up in your window," said Jones, "I'm selling my farm."

"You don't say," remarked Smith, doing some tall thinking meanwhile. Here, he said to himself, was his last chance to get trade out of Jones. Furthermore, he had just been reading an article which had for its subject the fact that every man was a paint prospect if you only knew how to get at him right. Farmer Jones might possibly be a paint prospect. It did not look probable that Jones would be a prospect for anything, but Smith decided to "have a try" anyway.

"Yes, I'll put it in the window," he said, accepting the bill. "By the way, I suppose you wouldn't object to trying out a sure method of getting \$500 or more extra on your price?"

"How much would I have to pay out?" asked Jones, suspiciously.

"A small fraction only of what you would make," said Smith. "You've never painted your house, have you?"

"Not much," said Jones. "I could never afford money for such tomfoolery. We've been just as warm and com-

fortable in that house than as if it was painted all the colors of the rainbow."

"Your house is the only one for five miles which isn't painted," pursued Smith. "I'm going to speak frankly. There are very few farmers nowadays who would be content to live in a house which had never been painted, and you'll find that purchasers will be slow to buy your farm when the home is so unsightly. When you do get a purchaser he will decide that it will be necessary for him to get the house painted right away, and you may be sure he'll beat down on the price to cover the cost. You'll have to pay for the painting of the house in the long run. Well, then, why not do the painting yourself? If you paint the barn, too, you'll be able to add \$500 to your price—and get it."

"Maybe and maybe not," said Jones, but it was apparent that he was interested just the same." The only sure thing about it, Smith, would be that you would get your profit on the paint."

"I'd get the sale, of course," said Smith, "but as I've never made any profit on what I've sold you, I don't suppose there will be much in this for me. You're a close buyer, Mr. Jones."

Jones chuckled. "I never let anyone skin me," he said. "Look here, how much would it cost to do this painting?"

A protracted argument ensued, during the course of which the hardwareman managed to impress the fact on his customer that paint was an investment, not an expenditure. Jones thought it over. He came back for more information and incidentally to haggle further over the price. Finally, he bought the paint.

Shortly afterward the farm was sold for a very satisfactory figure.

\* \* \*

The above instance is quoted as an evidence of the fact that every man more or less is a prospective purchaser of paint, if he can only be approached on the proper basis.

It has been figured out by statisticians that only 25 per cent. of America is painted; in other words, that only a quarter of the surfaces, which should be painted, have been attended to as yet.

There are a number of reasons why the use of paint has been so restricted, comparatively speaking. The chief one is ignorance of the real value and utility of paint. Very few people appreciate how much value can be secured from paint.

To them paint is an expenditure. In reality it is an investment.

It has so often been asserted that the hardware and paint dealer should increase his sales by helping to spread public knowledge of paint that it seems unnecessary to make the statement again. Nevertheless, the need for an improvement in this respect is so great that the truth must be repeated again and again. The retailers of paint should see to it that the public is kept informed of the value of the commodity.



## WEEKLY REPORT ON MARKET CONDITIONS.

(Continued from page 55.)

There is a decided improvement in the crop outlook, and with an average July Western Canada should have a fair if not a bumper crop. Saskatchewan on the whole seems in better shape than Manitoba and Alberta.

Next week will be devoted to the Winnipeg industrial exhibition, and the six great summer fairs at Brandon, Regina, Saskatoon, Calgary and Edmonton follow. They undoubtedly stimulate business, more especially in house furnishing lines of hardware, such as stoves, washers, separators, churns, etc. They are, however, by no means an unmixed blessing, and through them a good deal of money is squandered, as is in the annual circus invasion, that might be used to better advantage. The really fine exhibits of live stock and machinery are, of course, of much interest and value, but are not examined by the bulk of visitors.

### Paints, Oils and Glass.

There is nothing to report in special lines. Linseed oil is firm, and is slated for an advance to judge from the flax markets. Business in paints, oils and glass is steady, and the outlook for these lines is as bright as for any class of business that can be mentioned.

### Stoves and Kitchenware.

Stove dealers generally consider the fair time as the opening of the fall trade in ranges and heaters, and with this end in view exhibit extensively.



# Portable Baskets

All Latest Designs

With the increasing popularity, during the past few years, of the open fire-place, has developed a strong demand for these portable baskets. Each season ushers in its new styles and designs, and it is in your best interests to **stock the latest**. We have just issued a new catalogue setting forth all the new ideas and designs in Mantels, Grates, Fire-Place fittings, etc.

Write for this 60 page book. It will help to increase your sales.

## The Winnipeg Paint and Glass Company, Ltd.

CALGARY PAINT AND  
GLASS COMPANY Ltd.  
Calgary

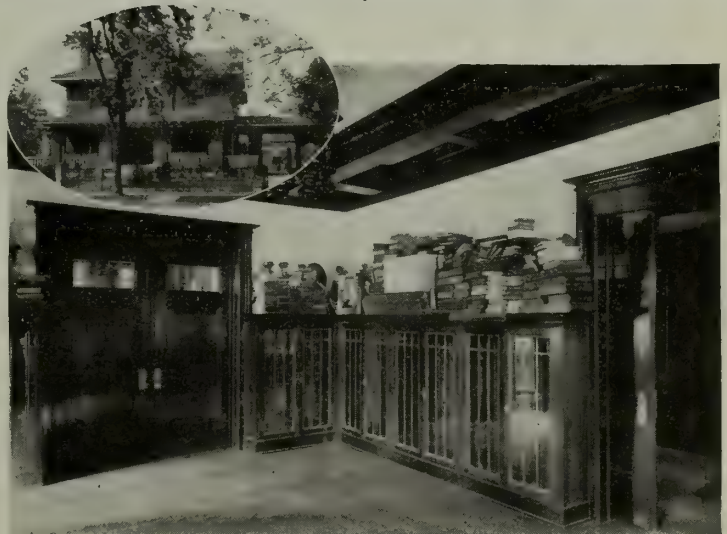
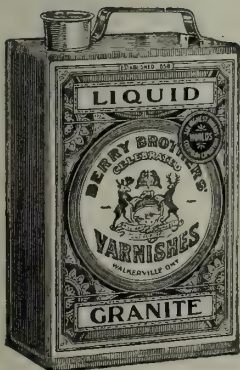
"Everything for a Building"  
**WINNIPEG**

EDMONTON PAINT AND  
GLASS COMPANY, Ltd.  
Edmonton

## Ohio Floods

Don't  
Affect

**BERRY  
BROTHERS  
VARNISHES**



Here is a picture of the library of W. B. Shuler's residence at Hamilton, Ohio.

During the recent flood the water rose to such a height that it flooded the entire first floor of the house, reaching to the top of the book-cases and just touching the lowest of the books piled on top.

After the flood receded the room was coated with slime and mud. Apparently everything was ruined. But a generous application of soap and water showed that the varnish on floor, walls, doors and bookcases was as fresh and beautiful as ever.

The floor was finished with Berry Brothers' Liquid Granite; other trim with Berry Brothers' Luxeberry Light Wood-Finish. The house was built in 1911.

Similar experiences were reported from all through the flooded district. Everywhere Berry Brothers' Varnish stood the flood test.

Isn't this the kind of varnish you want to sell to your customers? Write us to-day for full data regarding our dealers' profit-making plan.

**Berry Brothers** The World's Largest Varnish Makers **Walkerville, Ont.**



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, July 2.—Judging from reports from all quarters, both in the wholesale and retail line, business in the paint line is continuing to give satisfaction all around. The wholesalers report that orders are very satisfactory, and that no dulness can be seen; while the retailers state that sales are in advance of previous seasons. The market is very firm. Prices in every department are the same as last week, excepting lead, which is up 25c.

White Lead.—Owing to the advance in the price of pig lead white lead advanced 25c this week from last week's quotation of \$8.25. To-day, however, advices from London, England, stated that pig lead had dropped 10s per ton. The price of pig lead, however, is fluctuating. To-morrow may see another drop, or it may see an advance. The future is uncertain, and it is impossible to make a prediction.

Glass.—The demand for glass continues good, and jobbers express themselves as being satisfied with the outlook. If there is any let-up in the building activity, which has been seen during the past couple of years, there will, of course, be a diminished demand for glass. Such a state of affairs is not at all improbable, considering existing conditions in the money market, but at the present time business is so good that nothing of this nature appears to be immediately imminent. Stocks appear to be good at the present time, while prices remain firm.

Linseed Oil.—The price of linseed oil remains the same as last week, at 59c and 62c, though slightly lower prices have been heard of during the past week. It is not thought that cheaper oil will be seen than at the present time, judging from crop conditions. The "Paint, Oil and Drug Review" estimate that the acreage of flax in Canada and the United States will be 25 per cent. less this year than last, and there do not seem to be any prospects of a heavier yield. This means that the supply from these districts will be 25 per cent. less at least than last year, and unless the demand diminishes greatly, the only result will be that the price of oil will advance.

Turpentine.—The market here is a little stronger, although quotations remain at 56c. The demand here is good, and an advance is not at all out of the question.

Ready Mixed Paint.—Excellent conditions still prevail here, and the manufacturers are still very busy. Retailers report steady sales and a business in advance of previous seasons is being done.

## TORONTO.

Toronto, July 2.—Manufacturers and jobbers of paints report business as being exceedingly good and state that a good demand continues for painting materials, particularly ready mixed paints and paint specialties. A slight falling off has been noticed in the demand for oil and turpentine. Oil has declined in price, but lead remains unchanged. Turpentine is still quoted at the same price as last week. A large volume of business has been done in the paint line this year and a number of firms report their volume of business as being far in excess of the corresponding period of last year.

## Linseed Oil.

Linseed oil has declined one cent per gallon and is now being quoted at the following prices: Single barrels, raw linseed, 59c per gallon; boiled linseed, 62c per gallon; 3 to 5 barrel lots, raw linseed oil, 58c, boiled linseed oil, 61c; 6 to 9 barrels, raw linseed, 57c per gallon, boiled linseed, 60c; 10 barrels or over, open. The difference between the price of oil at the present time and the price quoted a year ago is shown in the accompanying table.

## Turpentine Unchanged.

Turpentine is still quoted in Toronto at 56c per Imperial gallon in single barrels; 2 to 4 barrel lots 55c per gallon; 5 gallon lots, 63c per gallon. The market in the South has been very weak for some time. The resin market has also been weak, but reports from the South state that the market has shown firmness during the past few days.

## No Change in Lead.

Pure lead is quoted at \$8.20 in ton lots and \$8.40 in smaller quantities. The lead market has been very firm and further advances have been expected for some time. Toronto dealers report good business being done at present prices.

## Paris Green.

Quotations on pure paris green remain unchanged. One-lb. packages are quoted at 22 $\frac{3}{4}$ c per lb.; barrels are quoted at 19 $\frac{1}{4}$ c lb.; prices on other sizes are shown in current market quotations.

## Glass and Putty.

No price changes are reported and the demand is normal. Toronto dealers quote glass at a discount of 15 per cent. Putty is unchanged at prices shown in current market quotations.

Ready mixed paints and varnishes are in good demand. No price changes have been reported. There is a good demand for paint sundries such as porch furniture enamel, screen enamel, buggy paint, etc. Flat finishes for walls are also in good demand.

Table showing trend of oil and turpentine quotations from Jan. 1, 1912, to July 1, 1913:

Date.	Turpentine.	Raw Linseed.	Boiled Linseed.
Jan 1, 1912	73	95	98
Feb. 1	68	94	97
Mar. 1	67	92	95
Apr. 1	72	94	97
May 1	70	98	1.01
June 1	71	1.03	1.06
July 1	68	1.08	1.11
Aug. 1	67	96	99
Sept. 1	65	87	90
Oct. 1	61	83	86
Nov. 1	62	69	72
Dec. 1	58	56	59
Jan 1, 1913	58	56	59
Feb. 1	62	55	58
Mar. 1	66	58	61
Apr. 1	63	58	61
May 1	60	60	63
June 1	60	60	63
July 1	56	59	62

Quotations are for single barrel lots. Note difference between July, 1912 and 1913 quotations.

## PAINTING?

Forget color schemes & while, get endurance truths first

Take this good advice now, before you paint or let a contract. Four years from now you'll be glad you did. Learn how vital is the large percentage of Brandram's B. B. Genuine White Lead--World's hundred year standard--combined in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

We have a telling booklet that will arouse you to new interest in paint.  
**SMITH & SCHAEFER,**  
Bolton, Ont.

## UNDERSTAND PAINT!

Before you paint or let the contract, inform yourself thoroughly. Get endurance truths first. Vague impressions mislead. You need intimate, exact knowledge.

A unique formula that gives unique wear is revealed in its relation to your pocket in a gladly-free booklet. Said formula is unique because its makers hold an exclusive advantage in Canada's Paint market. The booklet specifically details

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Come in! We'll give you this informing booklet. You should read it now.  
**MONTGOMERY & FERGUSON**  
HAILEYBURY ONT.

## UNIQUE PAINT!

Unique in endurance because unique in formula. It's makers are the only paint manufacturers in Canada who corrode and grind their own white lead. White lead is paint's first essential.

An uniquely large proportion of Brandram's B. B. Genuine White Lead--World's standard for a hundred years--is guaranteed in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! Get endurance truths first (in an eye-opening booklet) before you paint or let a contract.  
**W. N. MOORE & SON,**  
DUNVILLE, ONT.

## A PAINT HINT!

Forget color schemes while get endurance truths first. Before you paint or let a contract get at the heart of the paint question.

Learn how vital white lead is to paint. Find that Brandram's B. B. Genuine White Lead is the World's hundred year old standard. Know that its makers are the only paint firm in Canada who corrode and grind their own white lead. You'll then understand why such large proportion of white lead--70%--is guaranteed, and what it does for you, in

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"ENGLISH" PAINT

Come in! Get the right, interesting paint to add here to a booklet. Get it!  
**MACKENZIE, MILNE & CO. Limited**  
Sarnia, Ont.

## YOU KNOW PAINT?

Don't paint or let a contract till you do. Vague impressions are useless. You must get definite endurance truths.

You should know how good and how much white lead is in the paint you use. White lead is paint's first essential. You will find not only more, but the world's standard white lead guaranteed in

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! We have some eye-opening truths for you condensed into a booklet.  
**THE JONES HARDWARE CO. Limited,**  
Uxbridge, Ont.

## ENQUIRE THEN PAINT!

Seek endurance truths first. Then you can paint or let a contract with discernment.

Do you know how vital quality and quantity of White Lead are in paint? Do you know that only one paint firm in Canada corrodes its own White Lead? You ought to know what an unique effect endurance of

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! We will meet your enquiring mind with a booklet brimming with paint tips.  
**MASON & DALE,**  
Bowmanville, Ont.

## BEFORE YOU PAINT!

Before you paint or let a contract, understand paint thoroughly. Color schemes and details can wait. Get endurance truths first.

You'll find that only one paint firm in Canada corrodes and grinds its own white lead. That fact is important. For white lead is paint's first factor. Actually 70% of a white lead that has set the world's standard for a hundred years is guaranteed in

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"ENGLISH" PAINT

Come in! Get more striking endurance truths in a booklet--free.  
**W. H. KENNEDY,**  
Ailsa Craig, Ont.

## TIME YOUR PAINT!

In paint, figure it's time, it's life first. How many years of wear? Depends chiefly on paint's first essential--White Lead.

What quality White Lead? How much? Time Act proves the quality. For a hundred years and more Brandram's B. B. Genuine White Lead has been World's standard. And the quantity is as good as the quality.

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Come in! Today is the time. Before you paint or let a contract. We have an eye-opening booklet for you.  
**RICHARDSON & RAE**  
INGERSOLL ONT.

## PAINT KNOWINGLY!

Apply a simple business rule. Before you act know the whole truth. Don't paint or let a contract till you get endurance facts.

Learn about paint's first essential--White Lead. You'll find that the World's standard for more than a hundred years is Brandram's B. B. Genuine. Guaranteed figures will prove to you that an uniquely large proportion of this World's premier white lead is combined in

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"ENGLISH" PAINT

Come in! We have a booklet of plain but convincing paint facts awaiting your judgement.  
**JOHNSON'S**  
Grimsby, Ont.

## PAINT EYE-OPENER!

Other business questions you approach with eyes wide open. Don't break your rule when you paint or let a contract. Get endurance truths first.

Examine facts and figures as to quality and quantity of white lead in paint. For white lead is paint's first essential. You will find that only one paint firm in Canada corrodes and grinds its own white lead. And that white lead is the World's hundred-year-old standard. You will sense the significance then of the guaranteed formula of

**BRANDRAM-HENDERSON**  
"ENGLISH" PAINT

Parts and figures are laid out plainly for you in a booklet.  
**J. E. MOSLEY,**  
Huntville, Ont.

A few newspaper ads. that help sell more B.-H. "ENGLISH" Paint.

Write our nearest office for full Agency Proposition.

# BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg



## CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

Aluminum, 24c lb.  
ANTIMONY.  
Cookson's or Hallett's, per lb. \$10.25 11 00

## BABBITT METAL.

Canada Metal Company—Imperial, genuine, 1/2 Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.  
Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.  
Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c.  
Nicolunnam Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.  
Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2.

## BOILER PLATES AND TUBES.

Montreal Toronto  
Plates, 1/4 to 1/2 inch, per  
100 lbs. 2 40 2 50  
Heads, per 100 lbs. 2 65 2 75  
Tank plates, 3-16 inch. 2 70 2 80  
Boiler tubes, 100 ft. 1 1/2 in. 10 45 9 75  
" " 2 " 9 60 8 70  
" " 2 1/2 " 12 25 11 00  
" " 3 " 13 30 12 70  
" " 3 1/2 " 15 55 15 80  
" " 4 " 19 80 19 00

## BRASS.

Spring sheets, up to 20 gauge. 0 27  
Rods, base 1/4 to 1 inch, round. 0 23  
Tubing, seamless base, per lb. 0 26  
Tubing, iron pipe size, 1 inch base 0 26  
Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot 16 75 16 25  
Cut lengths, round bars, 1/2 to 2 in. 27 00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches. 29 00  
Copper sheet, tinned, 14 x 60, 14 oz. 30 00  
Copper sheet, planished, 14 x 60, base 37 00  
Brazier, insheets, 8 x 4. 29 00

## COPPER AND BRASS WIRE.

Brass, 45 & 2 1/2 p.c.; copper, 45 p.c.

## IRON AND STEEL.

In car lots, Montreal Toronto  
Canadian foundry, No. 1. 21 00 21 00  
Canadian foundry, No. 2. 20 50 19 50  
Summerlee, No. 2 pig iron 22 50 24 50  
Carron, soft 23 75  
Cleveland, No. 1 22 00 25 00  
Clarence, No. 3 21 50 24 50  
Jarow 25 50  
Glenamock 26 00  
Radnor, charcoal iron 31 00 34 50  
Aysome, No. 3 25 00  
Ferro Nickel pig iron (800) 25 00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh 27 50

Angles	base	2 50	2 50
Common bar, per 100 lbs.		2 15	2 05
Forged iron, per 100 lbs.		2 30	2 35
Refined iron, per 100 lbs.		2 40	2 40
Horseshoe iron, per 100 lb.		2 40	2 40
Mild steel		2 25	2 20
Sleigh shoe steel		2 25	2 25
Domestic		2 30	2 25
Iron finish steel (foreign)		2 50	2 50
Reeled machinery steel		2 75	3 00
Tire steel		2 35	....
Sheet cast steel		0 15	0 15
Toe calk steel		3 10	3 15
Mining cast steel		0 07 1/2	0 08
High speed		0 65	0 65
Capital tool steel		0 50	....
Cammell Laird		0 15	....
Black Diamond tool steel		0 08	0 08
Corona tool steel		0 06 1/2	....
Silver tool steel		0 12 1/2	....

## Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
1/4 to 1 7-16 inch	0 05 1/2
1 7-16 to 3 inch	0 65

Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 55
18 gauge	2 50	2 55
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

## CANADA PLATES.

Ordinary, 52 sheets	3 18	3 00
All bright, 52 sheets	3 70	4 15
Galvanized—Apollo D. Crown	Ordinary	
18x24x52	4 45	4 75
18x60	4 70	5 10
20x28x80	8 90	9 50
20x28x80	9 40	10 00

## GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	6 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

## GALVANIZED SHEETS.

B.W. Gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.			
Apollo brand—			
24 gauge, American	3 75	3 70	
26 gauge, American	3 95	3 90	
28 gauge (26 English)	4 30	4 20	
10% oz., equal to 28 English	4 50	4 40	

## IRON PIPE.

Size.	Black.	Galvd.
1/4 in.	2 28	3 18
3/8 in.	2 28	3 18
1/2 in.	2 72	3 57
3/4 in.	3 28	4 43
1 in.	4 85	6 55
1 1/4 in.	6 55	8 86
1 1/2 in.	7 84	10 59
2 in.	10 55	14 25
2 1/2 in.	16 67	22 52
3 in.	27 60	39 45
3 1/2 in.	28 22	35 42
4 in.	31 07	41 97

## Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 1/2 in.	11 66	15 36
3 in.	17 26	23 11
3 1/2 in.	22 57	30 22
4 in.	27 14	36 34
4 1/2 in.	32 16	43 06
5 in.	36 20	48 90
5 1/2 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 32	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 8 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings, 70 p.c. Light pipe, 60; fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11 1/2	0 11 1/2
Light copper & Bottoms.	0 10 1/2	0 09 1/2
Heavy red brass	0 10 1/2	0 10 1/2
Heavy yellow brass	0 08 1/2	0 08 1/2
Light brass	0 06 1/2	0 06 1/2
Tea lead	0 02 1/2	0 02 1/2
Heavy lead	0 03	0 02 1/2
Scrap zinc	0 02 1/2	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap,		
No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08 1/2	0 08 1/2

## LEAD.

	Montreal	Toronto
Domestic (Trail), pig, 110 lbs.	5 35	5 20
Imported pig, per 100 lbs.	5 35	5 00
Bar pig, per 100 lbs.	5 60	5 50
Sheets, 2 1/2 lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3 1/2 lb. sq. ft.	6 62 1/2	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50
Cut sheets, 1/4 per lb. extra.		
Cut sheets to size, 1/4 per lb. extra.		

## LEAD PIPE.

Lead pipe, 7 1/2 c, 10 per cent. off.  
Lead waste pipe, 9c; 10 per cent. off.  
Traps and bends, 35 per cent.

## SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guarant'd 0 29 1/4	0 28 1/2		
Wiping	0 27 1/2	0 28	

## SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

## SPELTER.

Foreign, per 100 lb.	7 00	7 00
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## TIN AND TINPLATES.

Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. 51 00 0 45  
Redipped Charcoal Plates—Tinned.  
M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

## COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

## BRIGHT COKES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—	
I C, 20x26, 112 sheets	8 25
I X, Terme Tin	9 75

## CHARCOAL TIN BOILER PLATES.

Cookley Grade—  
XX, 14x55, 50 sheet bxs.)  
XX, 14x60, 50 sheet bxs.)  
XX, 14x65, 50 sheet bxs.)  
7 50

## TINNED SHEETS.

72x30 up to 24 gauge, case	8 50
72x30 up to 26 gauge, case	8 95
lots	8 95
Less than case, 25c 100 lbs. extra.	

## WIRE.

Annealed Cut Hay Bailing Wire.  
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

## FENCE STAPLES.

Galvanized	2 85
Plain	2 55

## HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

## POULTRY NETTING.

2-in. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.  
Extra net per 100 lb.—Oiled wire 10c, spring wire, \$1.25, bright soft drawn wire, charcoal (extra quality), \$1.25, packed in casks or cases, 15c bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in 1/2-lb. hanks, 75c, in 1/4-lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.  
Rustless screen cloth, 7c sq. foot.  
Cut lengths, 8c sq. ft.

## WIRE FENCING.

Galvanized barb	2 42 1/2
Galvanized, plain twist	2 95
Car lots and less.	
F.O.B., Montreal.	

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 3/8, \$5; 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## PAINTS, OILS SAND GLASS.

## BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

## BEESWAX.

Per lb.	0 40
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## CHEMICALS.

## (ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	\$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.90

In casks per lb.  
Sulphate of copper (bluestone) 0 07  
Litharge, ground 0 07  
" flaked 0 0



# TWO PROFIT PRODUCING SPECIALTIES

REVIVES &  
RENEWS OLD  
FURNITURE  
&  
WOODWORK



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THE  
HOUSEHOLD  
LACQUER

ENDS ALL FLOOR  
TROUBLES

TRADE  
**ELASTICA**

MARK  
FLOOR  
FINISH



The one  
perfect  
Floor Varnish



**INTERNATIONAL VARNISH CO. LIMITED**  
TORONTO WINNIPEG

BRINGS  
BIGGER BUSINESS  
BETTER PROFITS

STERLING PREPARED PAINTS

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## The Kind That Will Make Your Sales Repeat

Sterling Prepared Paints are absolutely pure.

Their durability, attractiveness and their exceptional surface covering qualities are the most positive assurance of re-orders.



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**PAINTS of QUALITY**

These paints are carefully tested and inspected before being placed on the market. Let us get you in touch with some dealers and users—find out what they have to say.

**The Canadian Oil Companies, Ltd., Toronto**

Halifax  
Calgary

St. John  
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Quebec  
London

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Ottawa

STERLING PREPARED PAINTS



# HARDWARE AND METAL

## COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure .....	0 18
Golden ochre, pure .....	0 13
French ochre, pure .....	0 12
Chrome green, pure .....	0 13
French permanent green, pure.....	0 15
Signwriters' black, pure .....	0 19
Marine black, 25 lb. irons.....	0 36½
Combs, graining, set .....	0 65

## ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & Co.)	1 80
Cee Pee Co. enamel .....	4 50
Sterling Enamels .....	3 20
Anchor Floorlustr .....	1 80

## Glue.

French medal .....	0 14
German common sheet .....	0 10
German prima .....	0 17
White pigfoot .....	0 21
Brantford medal .....	0 13
" golden medal .....	0 11
" brown sheet .....	0 10
" Golden sheet .....	0 13
" Gelatine .....	0 22
" white gelatine .....	0 12
" white glue .....	0 12
" 100 flake .....	0 10
Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	
Brantford all-round glue, ¼-lb. pack-	
ages, 10c; ½-lb., 15c; 1-lb., 25c.	
" count.	
XXL .....	0 13
XL .....	0 11½
CL .....	0 12
C .....	0 11

## PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.....	0 19¼
In Arsenic kegs, 250 lbs., per lb ..	0 19¼
In 50 & 100 lb. drums, per lb.....	0 20¼
In 25 lb. drums, per lb.....	0 20¼
In 1 lb. pkts., 100 lb. in cs., lb.....	0 22¾
In 1 lb. pkts., 50 lb. in cs., lb.....	0 23¼
In ½ lb. pkts., 100 lb. in cs., lb.....	0 24¼
In 1 lb. tins, per lb.....	0 23¼

## PARIS WHITE.

In bbls. ....	0 90
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## PIGMENTS.

Orange Mineral, casks .....	0 08½
" 100-lb. kegs.....	0 08¾

## PREPARED PAINTS. Per gallon

Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....	1 75
Globe house paint (Windsor).....	1 60
"New Era" house paint (Windsor)	
" .....	1 85
Benj. Moore Co.'s "Egyptian" .....	1 50
Brand .....	1 50
Moore's pure linseed oil, H.C.C.	
" .....	1 55
Brandram-Henderson's "English" ..	2 00
Ramsay's paints, pure .....	1 80
Ramsay's paints, Thistle .....	1 60
Martin-Senour, 100 p.c. purg.....	2 00
Senour's floor paints .....	1 60
Sterling Pure .....	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
" .....	1 60
Jamieson's Crown and Anchor brand	
" .....	1 60
High Standard .....	2 00

## PLASTER OF PARIS.

Per barrel .....	2 50
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## PINE TAR.

Half-pint tins, per dozen .....	0 80
Pint tins, dozen .....	1 10

## PUTTY.

Bulk, in casks .....	2 30
Bulk, 100 lb. drums.....	2 50
Bladders, in bbls.....	2 80
Pure Putty, 70c hd advance.	

## RED DRY LEAD.

Genuine, 560-lb. casks, per cwt. 6	15 6 00
Genuine, 100 lb. kegs, per cwt. 6	40 6 25
No. 1 casks, per 100 lbs.....	5 90 5 75
No. 1 kegs, per 100 lbs.....	6 15 6 00

## SHINGLE STAINS.

In 5-gallon buckets .....	0 75
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## (TURPENTINE AND OILS, ETC.

Montreal. Toronto.

Canadian Prime White Petrol-	
" .....	15
U. S. Water White .....	17 15½
U. S. Pratts Astra .....	17½
Castor Oil, per lb. in bbls. 8¼	8¼
Black Oil, Summer .....	12c
Black Oil, Winter .....	14
Cylinder Oil, Green .....	35
Paraffine Oil .....	22
XXXX Machine .....	22½
Benzine .....	21½
Motor Gasoline, in drums.....	24½
Motor Gasoline .....	26
Pure turpentine, single bbls. 56	56
Linseed Oil, raw, single bar-	
" .....	0 59 0 58
Linseed Oil, 3 to 5 bbls.....	58
Linseed Oil, 6 to 9 bbls.....	57

Linseed Oil, boiled—	
" single bbls. ....	0 62 0 61
" 3 to 5 bbls.....	61 60
" 6 to 9 bbls.....	61 59
Alcohol, 5 gal. lots, per gal. 1.00	1.00
Resin Grade G, bbl. lots .....	7.25 8.00

## VARNISHES.

Per gal. cans

Carriage, No. 1 .....	1 50
Pale durable body .....	3 50
" hard rubbing .....	3 00
Finest elastic gearing .....	3 00
Elastic Oak .....	1 50
Furniture, polishing .....	2 00
Furniture, extra .....	1 20
" No. 1 .....	0 95
" Union .....	0 90
Light oil finish .....	1 25
Gold size Japan .....	2 00
Turps, brown Japan .....	1 00
No. 1 brown Japan .....	0 90
Backing black Japan .....	0 75
No. 1 black Japan .....	0 70
Benzine black Japan .....	0 40
Crystal Damar .....	2 50
No. 1 .....	2 25
Pure asphaltum .....	1 40
Oilcloth .....	1 40
Lighting dryer .....	0 85
Elastilite varnish .....	0 95
Copaline varnish .....	2 25
Granitine floor finish .....	2 25
Jamieson's floor enamel .....	1 75
Sherwin-Williams kopal varnish.....	2 50
Canada Paint Co.'s sun varnish ..	2 25
"Kyanize" interior finish .....	2 40
"Flint-Lac" coach .....	1 50
B.H. Ltd., "Gold Medal," cases ..	2 25
Depend on Lt. H. Oil Finish.....	1 55
Everlastic Floor .....	2 65
Flatline floor finish .....	3 00
Elastica exterior finish .....	4 25
Stovepipe varnish, ½ pts., gross	
" .....	1 80
Pure white shellac varnish, bbls. 1	1 65
Pure orange shellac varnish, bbls 1	1 49
No. 1 orange shellac varnish, bbls 1	1 49

## WINDOW GLASS.

Size United	Double
Inches.	Star Diamond
Under 26 .....	\$ 4 25 \$ 6 25
26 to 40 .....	4 65 6 75
41 to 50 .....	5 10 7 50
51 to 60 .....	5 35 8 50
61 to 70 .....	5 75 9 75
71 to 80 .....	6 25 11 00
81 to 85 .....	7 00 12 50
86 to 90 .....	15 00
91 to 95 .....	17 50
96 to 100 .....	20 50

Toronto, 15 per cent.  
Montreal prices, no discount.

Size United	Double
Inches.	Star Diamond
Under 26 .....	3 40 5 00
26 to 40 .....	3 60 5 45
41 to 50 .....	4 00 6 25
51 to 60 .....	4 25 6 75
61 to 70 .....	4 50 7 25
71 to 80 .....	4 75 7 75
81 to 85 .....	4 80 8 50
86 to 90 .....	10 00
91 to 95 .....	11 00

## WHITE LEAD GROUND IN OIL.

Montreal Toronto

Ton Lots.	Per 100 lbs.
"Anchor," pure .....	8 25 8 20
Brandram's B.B. Genuine .....	8 25 9 40
C.P.C. decorators, pure .....	8 25 8 20
Crown and Anchor, pure .....	8 25 8 40
Elephant, Genuine .....	8 55 8 50
Essex, Genuine (Windsor) .....	8 00
Island City Decorators' pure .....	8 25 8 50
Lily Pure .....	8 25 8 20
Moore's Pure White Lead .....	8 25 8 20
Monarch (Windsor) .....	8 50
Munro's Select Flake White .....	8 50 8 65
Purity C.O. Co.'s, Ltd.....	7 90
Ramsay's Pure Lead .....	8 25 8 40
Ramsay's Exterior .....	7 80 8 15
Sterling Pure .....	8 20
Tiger Pure .....	8 25 8 25
"James Genuine" .....	8 25

## WHITE ZINC (DRY).

Extra Red Seal, V.M. ....	0 07½
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## WHITE ZINC IN OIL.

Pure, in 25-lb. irons .....	0 10
No. 1, " .....	0 07
No. 2, " .....	0 05¾

## WHITING.

Plain, in bbls. ....	0 70
Gilders bolted, in barrels .....	1 00

## HARDWARE.

### ADZES.

Carpenters', per doz. ....	12 50 14 00
Plain ship .....	18 00 22 00

### AXLES AND HATCHETS.

Single bit, per doz.....	6 75 9 50
Double bit .....	10 50 12 00
Bench Axes .....	6 75 10 00
Broad Axes .....	22 75 25 00
Hunters' Axes .....	5 00 6 00
"Boys" Axes .....	5 75 6 50

Lathing hatchets .....	4 70 10 00
Shingle hatchets .....	1 45 6 75
Claw hatchets .....	1 70 6 00
Barrell hatchets .....	5 50 6 85

## ANVILS.

Buckworth, per lb. ....	0 10½
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2½ p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1,200 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits .....	30 and 10
Irvine's auger .....	47½
Gilmour's auger .....	70
Rockford auger .....	50 and 10
Gilmour's car .....	47½
Clark's expansive .....	40
Jennings' Gen auger, net list.	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	

## BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trol-	
" .....	0 80
Richards Wilcox No. 117 P.D.	
" .....	2 75
Stearns wood track .....	Special
Zenith .....	9 00
Atlas, steel covered .....	5 25 6 60
Perfect, No. 1 .....	8 50
Perfect, No. 1½ .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible .....	6 00
Double strap hangers, dozen	
" .....	6 50
Standard jointed hangers .....	6 45
dozen sets .....	6 45
Steel King hangers, doz. sets .....	6 40
Storm King and safety hang-	
" .....	6 25
Storm King rail .....	4 25
Crown .....	4 85
Crescent .....	6 50
Sovereign .....	7 25
Chicago Friction, Oscillating and Big	
" .....	7 25
Twin augers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.) 3	3 25
Steel track, 1¼ in. ....	4 75

## BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
Lace leather, per side, 85c; cut laces, 95c.	

## BIRD CAGES.

Brass and Japanned, 40 p.c. ....	
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## BOLTS AND NUTS.

Carriage Bolts, common, new, \$1	
Carriage Bolts, ¾ and smaller, 60 & 15	
Carriage Bolts, 7-16 and up.....	55
Carriage Bolts, Norway Iron (\$3	
" list) .....	55 & 15
Machine Bolts, ¾ and less.....	65 & 5
Machine Bolts, 7-16 and up.....	57½
Plough Bolts .....	55 & 5
Blank Bolts .....	57½
Bolt ends .....	57½
Sleigh Shoe Bolts, ¾ and less.....	55 & 10
Sleigh Shoe Bolts, 7-16 and larger.....	50 & 5
Coach screw .....	70 & 10
Nuts, square, all sizes .....	4c per lb. off
Nuts, Hexagon, all sizes.....	4¼c per lb. off
Stove rids, per lb., 5½ to 6c.	
Stove Bolts, 80, 7½ per cent.	

## BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.....	0 95
O.K. Paper, No. 1, per roll.....	0 95
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, p. 400 ft. roll	
" .....	0 50
Plain Fibre, No. 2, p. 400 ft. roll	
" .....	0 35
Tarred Fibre, No. 1, 400 ft. roll.	
" .....	0 62
Tarred Fibre, No. 2, 400 ft. roll.	
" .....	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	
" .....	0 62
Dry Cyclone, 15 lbs. ....	0 50
Plain Surprise, per roll .....	0 42
Resin sized Fibre, per roll.....	0 42
Asbestos Building Paper, p. cwt.	
" .....	3 25
Heavy Straw, plain and tarred,	
" per ton .....	36 00

Carpet felt, per cwt. ....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	
" .....	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft.,	
" per 100 lbs. ....	2 60 3 00
2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bbls., per	
" gallon .....	0 17
Liquid tins cement, 55 .....	0 19
Crude coal tar, per bbl.....	4 50
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Caps, per lb. ....	0 05
Rails, per lb. ....	0 05
Mop Cotton, per lb. ....	0 17

## BUTTS.

Plated, bower barf & Nickel, No. 241,	
" 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
" 70 p.c.	
Crescent brands, 70 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per	
" bbl. ....	1 55 1 70
White Bros. English .....	2 00 2 05
" Lafarge cement, in wood .....	3 40
Fire brick, Scotch, per 1,000. 23 00	23 00
" English .....	17 00 21 00
" American, low .....	23 00 25 00
" " high.....	27 50 31 00
Fire clay (Scotch), net ton .....	5 50
Fire clay (American), net ton .....	5 00 10 00

## CHALK AND PENCILS.

Carpenters Colored, per gross 0 65	0 80
" lead pencils, p. gr. 2 40	6 75
Crayons, per gross .....	0 20



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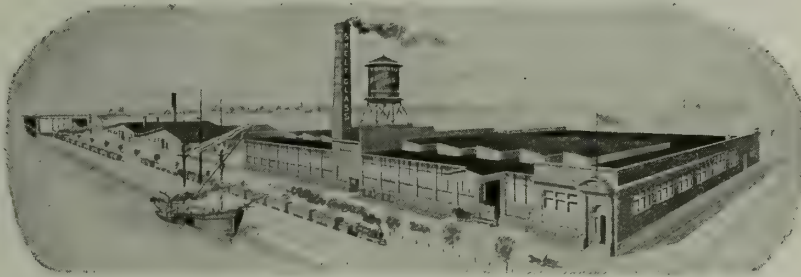
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MONTREAL

F. J. COX, Winnipeg—Sole Agent for the West

RED  
**S**  
BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

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TORONTO



If You Want to Give Your Customers Complete Satisfaction

Sell Them **“HEINISCH” SHEARS**

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

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Newark, N.J., U.S.A.

We also manufacture a full line of Trimmers, Tailors' Shears, Tinners' Snips, etc., which are strictly in a class by themselves.

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## ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

**They Save  
Time, Labor  
and Material**

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

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We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

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The Ontario Metal Products Co., 102 Front Street East

Agents for Alberta  
Tees & Persee of Alberta, Ltd. Calgary, Alta.



# HARDWARE AND METAL

## EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft.	3 02
10 " " " "	3 31
12 " " " "	3 88
15 " " " "	5 85
Add extra 10c per 100 ft. O.G. Round Bead Trough.	

## FACTORY MILK CANS.

Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Chilled factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 75% and 4.	
Plain, 72% and 15. Creamery trimmings, 75 and 12% per cent.	
Common, cork-lined, 35 per cent.	

## FILES AND RASPS. Per cent.

Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65%
Delta Files	60
Nicholson	65%
Jewett's (English list)	57%
Spear & Jackson (English list)	57%

## FORGES.

Blacksmiths portable, 135 lbs.	9 85
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## GALVANIZED WARE.

Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtubs, 45 per cent.	

## GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

## HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adie eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 00
Tinners setting, 1/4 lb., doz.	4 50
Machinists, 1/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

## HARVEST TOOLS.

50 per cent.	
Samson, 47% per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	

## HALTERS (SNAP AND RING).

Jute Rope, 1/4-inch, per gross.	8 00
" " 1/2-inch, per gross.	15 00
" " 3/4-inch, per gross.	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 65

## SISAL HALTERS (SNAP & RING).

1/4-in., \$3.00; 7-16-in., \$10.20; 1/2-in., \$11.40; 9-16-in., \$13.20; 3/4-in., \$15.00.	
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## HIDES.

Trimmed hides, green	0 12
Trimmed, green and partly cured	0 13
Usual 2 lbs. tare.	0 12% 0 13%

Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 80
Horsehair, 35 to 38c lb.	

## HINGES.

Blind, discount, 50 per cent.	
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## HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60
Light T and strap, discount 55 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 00	
over 12 in., per 100 lb.	3 80	
Grate hinges and back flaps, 65 and 5 p.c.		
Chest hinges and hinge hasps, 65 p.c.		

## HINGES (SPRING).

Spring, per gross—No. 5, \$17.40; No. 10, \$19.50; No. 20, \$39.00; No. 50, \$21.00; No. 61, \$39.60; No. 120, \$17.40.	
Screen door sets—No. 2280, \$14.95; No. 2260, \$19.65; No. 2275, \$21.85; No. 1132, \$14.15.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12% p.c.	
"Chief" floor hinge, 80 p.c.	

## HOOKS.

Wrought iron hooks and staples—	
1/4 x 5, per gross	3 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	

Bright steel gate hooks and staples.  
Iron screw hooks, 60 and 50 p.c.  
Iron gate hooks and eyes, 60 & 20 p.c.  
Crescent hat and coat wire, 60 p.c.  
Stove pipe eyes, kitchen and square hooks, 60 p.c.

## HORSE NAILS.

M.R.M. cold forged process list, 10th	
January, 1912.	
Size	Length
Nos. 3	1 1/4-inch
4	1 1/2-inch
5	1 15-16
6	2 1/4
7	2 1/2
8	2 3/4
9	2 11-16
10	2 3/4
11	3 1-16
12	3 1/4

## HORSESHOES.

Iron shoes, light, medium and heavy.  
No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40.  
"X.L." steel shoes, new light pattern, 1 to 4, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, leather weight pattern all sizes, No. 6 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Tocalsks Standard, J.P. & Co.  
"Blunt" No. 1 and smaller, \$1.60; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.90 per box. Put up in 25-lb. boxes.

## HORSE WEIGHTS.

Smarts, 3 1/4 lb.

## ICE CREAM FREEZERS.

White Mountain, 50 per cent.

## KITCHEN ENAMELED WARE.

White ware, 75 per cent.  
London and Princess, 50 per cent.  
Canada, Diamond, Premier, 50 and 10 per cent.  
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.  
Premier steel enamelware, 50 & 10 p.c.  
Star decorated steel and white, 33% per cent.  
Hollow ware, tinned steel, 45 per cent. off.  
Enamelled street signs, 50 per cent.

## KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.  
Can openers, per doz. 0 60 0 75  
Mining knifes, per doz. 0 60 0 90  
Potato mash s, wire, per doz. 0 60 0 70  
" wood, per doz. 0 60 0 80  
Vegetable slicers, per doz. 2 25  
Universal meat chopper, No. 1 1 15  
Spiders and fry pans, 50 and 5 p.c.  
Star Al chopper, 5 to 32 1 35 4 10  
" 100 to 103 1 35 2 90  
Toasters, 50 per cent.  
Fire shovels, 50.  
Oil stoves and ovens, 80 and 10.

## LADDERS, TRESTLES, ETC.

Step Ladders—  
Shelf-lock 16c ft.  
Ontario 16c ft.  
Faultless 20c ft.  
Extra Heavy 28c ft.  
Hercules 23c ft.  
Decorator 18c and 20c ft.  
Chair Ladders, each \$1.00

## (ROPED EXTENSION LADDERS)

20 ft.	\$ 3.00	42 ft.	\$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

## (COMMON EXTENSION LADDERS).

20 ft., each	\$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.47
38	5.70
40	6.00
42	6.48

## (COMMON SINGLE LADDERS)

8 ft., each	\$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

## (PAINTERS TRESTLES).

6 ft., each	\$1.50
8 ft., each	2.00
10 ft., each	2.50
12 ft., each	3.00

## LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

## LAWN HOSE.

Competition	70 5 p.c.
Corrugated, 1/2 in., ft.	0 13%
Corrugated, 3/4 in., ft.	0 17
500 ft. coils extra, 5 per cent.	

## LAWN MOWERS.

D. Maxwell & Sons—3-inch open wheel, 3 knives, 12 in., \$5.25, do., 14 in., \$5.50, do., 16 in., \$5.75; do., 4 knives, 12 in., \$6.25, 14 in., \$6.50, 16 in., \$6.75, 18 in., \$7.00; 9-inch open wheel, 3 knives, 12 in., \$6.75, 14 in., \$7.25, 16 in., \$7.75, 18 in., \$8.50; do., 4 knives, 12 in., \$7.25, 14 in., \$7.75, 16 in., \$8.25, 18 in., \$9.00; do., 5 knives, 12 in., \$7.75, 14 in., \$8.25, 16 in., \$8.75, 18 in., \$9.50, 20 in., \$10.00; 10 1/2-inch high wheel, 4 knives, 12 in., \$8.50, 14 in., \$9.00, 16 in., \$9.50, 18 in., \$10.00, 20 in., \$11.00; 10 1/2-inch, high wheel, ball bearing, 4 knives, 12 in., \$10.00, 14 in., \$10.40, 16 in., \$10.85, 18 in., \$11.30, 20 in., \$12.25; do., 5 knives, 12 in., \$10.50, 14 in., \$10.90, 16 in., \$11.35, 18 in., \$11.80, 20 in., \$12.75. Discount 50 per cent. 2 per cent. 30 days.

## LOCKS AND KEYS.

Canadian, Peterboro, 50 and 10 per cent. off list.

## LUMBERMEN'S SUPPLIES.

Ant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80
Cross cut saws, per foot.	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

## MALLETS.

Tinsmiths' 2 1/2 x 5 1/2 in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

## MATS.

Wire door mats, standard, 16x24, doz.	0 00
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## METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50

## MINERS SUPPLIES.

Mattocks, 6 lb., 15 inch, \$6 dozen.  
Picks, 6 to 7 lbs., \$4.65 dozen.  
Pick handles, \$1.85 dozen.  
Prospectors' hammers, 16 1/2c per lb.  
Drilling hammers, 6 cents per lb.  
Crowbars, 3% cents per lb.

## MOPS AND IRONING BOARDS.

Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00

## NAILS.

Standard steel wire nails, 2.25 base.  
Cut nails—Montreal, \$2.60; Toronto, \$2.80.  
Miscellaneous wire nails, 75 per cent.  
Coopers' nails, 33 1-3 per cent.  
Pressed spikes, 1/2 diameter, per 100 lbs. \$3.00 base

## OAKUM.

Plumbers....per 100 lbs.	3 25
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## OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 6 gallon, per dozen..... 10 00  
Davidson oilers, 40 per cent.  
Zinc and tin, 50 per cent.  
Coppered oilers, 60 per cent. off.  
Brass oilers, 50 per cent.  
Malleable, 25 per cent.

## PLATED GOODS.

Holloware, 40 per cent. discount.  
Flatware, staples, 40 and 5; fancy, 10 and 50.  
Hutton's "Cross Arrow" flatware, 42% per cent. "Singleaxe" and "Alaska," Nevada silver flatware, 42 per cent.

## PIECED TIN WARE.

Discount, 35 per cent.  
10-gt. flaring sap buckets 35 p.c.  
6, 10 and 14-gt. flaring pails, 35 p.c.  
Cooper bottom tea kettles and boilers, 40 and 5 per cent.  
Coal hods, 35 per cent.  
Roller and tea kettle patts, 30 and 5 p.c.

## CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

## PLANES.

Wood bench, Canadian, 15 p.c.  
Wood, fance, 30c to 35 per cent.  
Prices, Pliers and Nippers.  
Button's genuine, 37% to 40 per cent.

## PLOUGH LINES.

Russia snap	per gross	30 00
Indian snap	per gross	25 00

## RAZORS.

Boker's	Per doz.	7 50
Boker's King Cutter	13 20	14 40
Henckel's	7 50	20 00
Gillette Safety, each	3 75	
Star Safety Razor, 33 1-3 p.c.		
Edwards	16 00	

## ROPE AND TWINE.

Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
African Hemp	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-16 and upwards, 10 1/4c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/4
Sisal bed cord, 45 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 06
Cotton clothes line, 18 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 30
" 4-ply twine	0 35
Staging	0 45

## BINDER TWINE.

650 ft., per lb.	0 12 1/2
600 ft., per lb.	0 11
500 ft., per lb.	0 10
500 ft., per lb.	0 09 1/2
5 ton lots, 3/4 lb. allowance.	
10 ton lots, 3/4 lb. allowance.	

## REFRIGERATORS.

Sanderson-Harold, 40 per cent.  
Galvanized, 40 per cent.

## RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.  
Iron Burrs, 60 and 10 and 10 p.c.  
Copper Rivets, usual proportion burrs, 30 and 2 1/2 per cent.  
Extras on Coppered Rivets, 1/4-lb. pack-ages 1c per lb.; 1/2-lb. pkgs., 2c lb.  
Tinned rivets, net extra, 4 1/2c per lb.  
Coppered Rivets, net extra, 2 1/2c per lb.

## RIVET SETS.

Canadian, 35 to 37 1/2 per cent.

## RULES.

Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1223, 2 foot, each	3 60

## SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 95
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	6 40
Common, plain	4 25
" plated	5 80
Asbestos, per set	1 80

## SAND AND EMERY PAPER.



# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

**YOU**

Should know our proposition. It's worth while.

Should write us to-day for full particulars.

Should sell, the MOORE Line and make more money with less investment.



**CHRISTOPHER JOHNSON  
& CO.**

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,  
Pocket Knives,  
Scissors, Razors,  
Spoons and Forks

## FORD



An Auger Bit You Can Depend on. Fully Warranted  
FORD AUGER BIT CO. HOLYOKE, MASS.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

**The International  
Nickel Company**

WRITE US FOR  
PARTICULARS AND PRICES

General Offices  
**43 EXCHANGE PLACE**  
NEW YORK CITY

# Western People

Patronize the Dealer Who Handles

## Stephens

## Pure Ready Mixed PAINT

This Paint Always Gives  
Splendid Service.



We purchase our pigments in the best market in the world, and combine them with Pure Manitoba Linseed Oil.

By use of our up-to-date mills and mixers we are enabled to turn out paints that are unequalled.

Our sales have increased over ten times during the past ten years—this is practical evidence of their excellence.

Stock them now. Our guarantee protects you and your customers. Write for agency proposition.

## G. F. STEPHENS & CO.

LIMITED

WINNIPEG,

CANADA

Branch at Calgary, Alta,







# JAMIESON'S Pure Prepared Paints

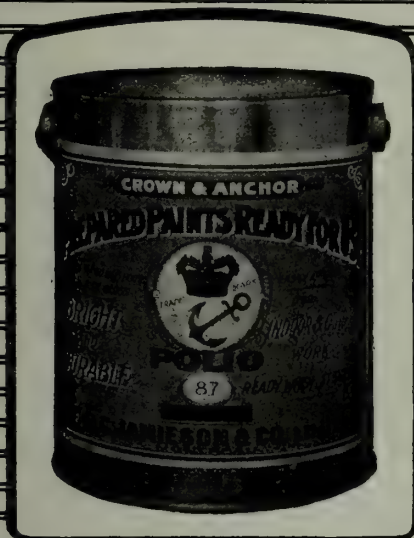
are the result of over half a century of concentrated effort along one line,—the production of a high quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co.,  
LIMITED

Montreal Vancouver

Established 1858



## There's Money ON THE FLOOR for the Dealer

The paint dealer who makes a success and banks it does not overlook the profit the floor offers him. The church spire that lifts skyward brings him profit, if he sells the paint to protect it from old Sol's sharp rays—but the floor beneath his feet interests him too, because it also needs paint and floors are infinitely more numerous. Selling paint is just a case of grasping opportunity—with

SENOUR'S  
FLOOR  
PAINT  
GET'S  
IT

### Senour's Floor Paint

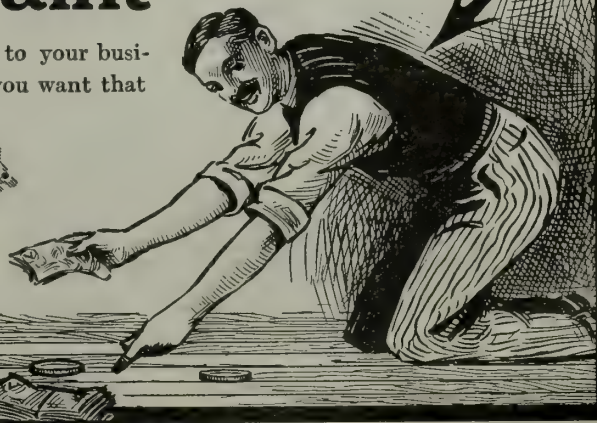
it is a case of grasping opportunity and hitching it to your business so that it may pull profit for you. If you want that kind of a pull, write for the agency today.

**The Martin-Senour Co.**

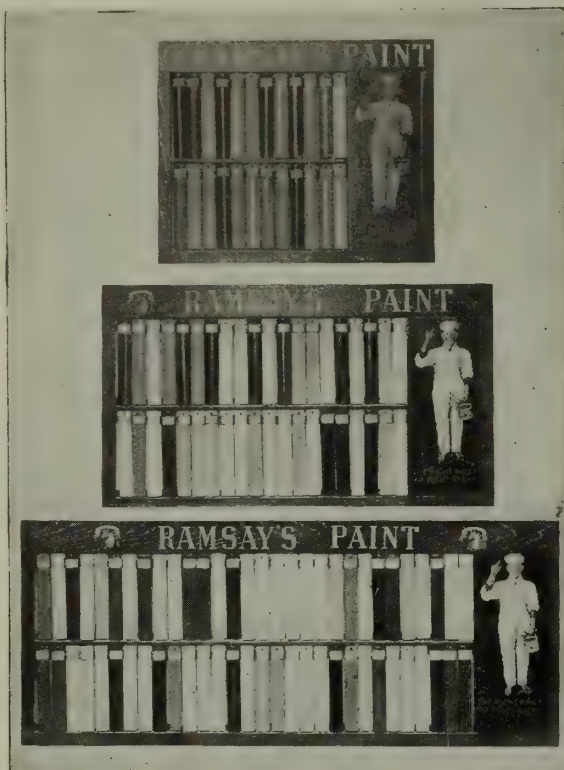
Limited

Pioneers of Pure Paint

Montreal Chicago Winnipeg Lincoln







## Here's another help for the Ramsay Agent

These paddle racks are very attractive and distinctive. Made in various sizes, according to the amount of stock carried. Are you interested in the agency for the Right Paint to Paint Right?

*Send a post card and get full particulars.*

**A. Ramsay & Son - Montreal**

Paint Makers Since 1842

## We Will Mail It To You FREE

The selection of a good design for your next ceiling or side-wall job will be very easy if you have a copy of our new **Ceiling Catalog**.

It contains scores of beautiful designs for all kinds of building, such as churches, schools, theatres, commercial buildings and private residences.

Drop us a card to-day.



**McFARLANE-DOUGLAS CO., LIMITED**  
OTTAWA, CANADA



## If you are looking

for a paint that will give satisfaction under all conditions, sell **NEW ERA PAINT**. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for **NEW ERA** everywhere its merits are known.

*WRITE FOR PRICES.*

**Standard Paint and Varnish Co.**  
**WINDSOR, ONT.** LIMITED

It is quality the farmer wants, not cheapness, when he buys Paris Green.

The farmer knows that Paris Green that does its work thoroughly with one application, is a great deal more economical than lower priced Paris Greens that fail to kill. A pure, strong Green like Berger's, saves his time and labor, kills the bugs and protects his crops.



## Berger's Pure Paris Green

Berger's Pure Paris Green is the highest quality Paris Green on the market. It is the Paris Green the farmer can depend on to have immediate and effective results when he puts it on his garden crops. It is strictly pure, and is very fine in character so that it will go further than cheaper brands and yet be more deadly to the bugs. Sell Berger's Paris Green, it will give best satisfaction to the farmer and give him confidence in the other goods you sell. We carry a large quantity of Berger's Pure Paris Green in stock at this time of year and can fill your order promptly. It is put up in  $\frac{1}{2}$  lb. packages and tins, 1 lb. packages and tins, 25 lb. drums, 50 lb. drums, 100 lb. drums, and arsenic kegs. Ask us for prices to-day.



***THE SHERWIN-WILLIAMS Co.***  
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.







# Fire Retardants

Fire retardants are constructional fixtures. But, because most of them are easily installed in buildings that are not fire-proof or of modern construction, and add greatly to the safety of such buildings, they are considered separately.

In almost every instance the cost of improvement is more than offset by the protection they render. In a majority of cases they pay for themselves in reduced premiums.

## BOWSER SAFE OIL STORAGE SYSTEMS

are built to conform to that measure of safety prescribed by the National Board of Fire

Underwriters. Not only do they do away with dangerous oil-soaked floors in the average paint oil room, but they insure scientific storage and distribution that is of the highest efficiency.

## TIRELESS AUTOMATIC IRON CLERKS

Each unit is a tireless automatic iron clerk. It stores the paint oils, varnishes, turpentine, etc., in an evaporation, leak, fire, burglar and "fool"-proof steel safe that has contained within itself a powerful combination force and suction pump, which will not "gum-up," and it will accurately measure and record all the oils drawn.

Contrast this scientific method with the old way of dispensing paint oils from the original package in "gummed-up" containers, dirty, messy, mussy funnels, etc.

## AVOID FORMATION OF "FOOTS" AND "FATS"

Bowser Systems prevent the formation of "foots" and "fats," save space, allow the emptying of the original package quickly and without loss, do away with all guess-work as to the measurement, and insure selling all the oil you buy, thus actually increasing your profits from 15 to 20 per cent.

## AS GOOD AS AN INSURANCE POLICY

And you pay the premium but once—it soon begins to pay you a premium, yet the equipment does not deteriorate with age. They are built with twenty-eight years of "know how" incorporated in them, and, consequently, can stand hard usage and the actual test of time.

Write for our free book, giving more details. It does not matter what your needs may be, there is an outfit that will fill them and also suit your purse. Write now—it incurs no obligation to purchase.

## S. F. Bowser & Co., Inc.

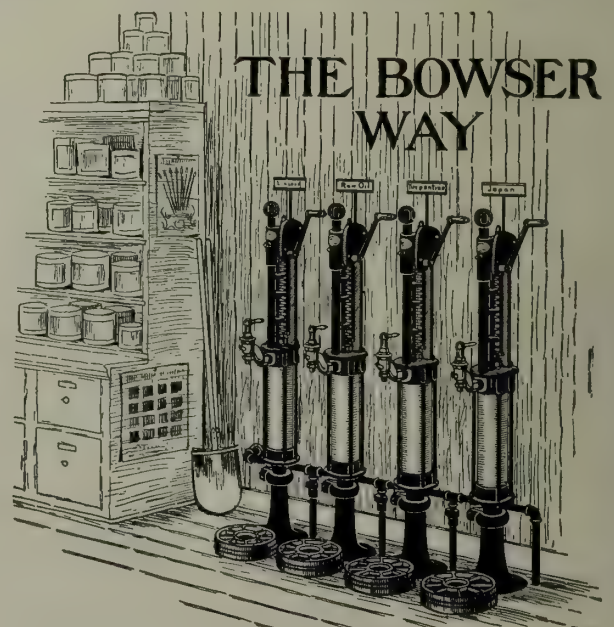
66-68 Frazer Avenue, Toronto, Ont., Canada

Made by Canadian Workmen and Sold by  
Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

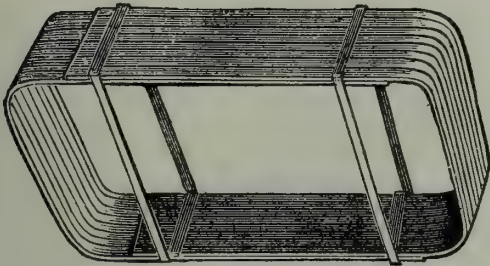
Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.





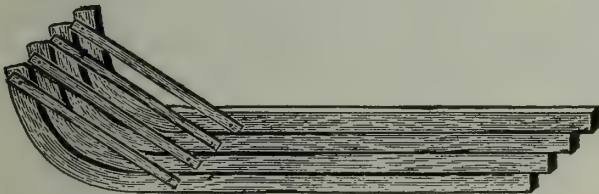
**High Grade  
Carriage, Wagon  
Automobile, Cutter  
& Sleigh Woodwork**



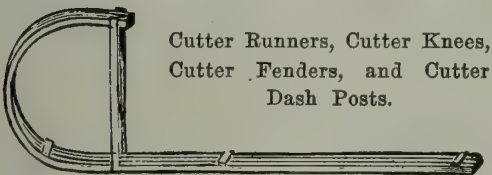
Buggy Bows, Automobile Bows, Express Bows.



Buggy Rims, Wagon Rims, Automobile Rims,  
Agricultural Rims, all sizes and heights.



Sleigh Runners—All Bends.



Cutter Runners, Cutter Knees,  
Cutter Fenders, and Cutter  
Dash Posts.

Our bent goods are not excelled in Canada, so demand the "Merritt" make from your jobber. If they do not have them order direct from the factory.

**Merritt & Company**  
CHATHAM, ONT.

# Genasco

THE TRINIDAD-LAKE-ASPHALT  
**Ready Roofing**

is the roofing that gives the greatest satisfaction to customers.

Its lasting waterproof quality appeals strongly to them because they know it means trouble-proof, economical roofing.

And when they learn that the patented Kant-leak Kleet, in rolls of Genasco smooth surface roofing, makes seams lastingly waterproof without cement or large-headed nails, they want it double quick.

Take hold of this easy-selling satisfaction-giving proposition and make your share of money out of it now.

Order from your jobber. Write us for samples and full information.

## The Barber Asphalt Paving Company

Largest producers in the world of Asphalt and Ready Roofing.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto. Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden & Co., Ltd., 200 York St., London, Ont. The Canadian Asphalt Co., Ltd., Winnipeg, Man.





## The Quality That Prevails In The Eagle Mop Wringer and Bucket

Is Certain to Please Your Customers

Nothing but the very best materials are used in its construction.



We will be pleased to send you our catalog on Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, Twines, etc.

Our lines pay a splendid profit and are reliable.

**Walter Woods & Co.**  
Hamilton and Winnipeg

## "THERMO"

### The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

## LOOK ON THE BOTTOM FOR THIS "OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

A new assortment of "OAKVILLE" PURE ALUMINIUM WARE is at your disposal this month.

Don't let your stock run low

Write us to-day

The Ware Manufacturing Co., Ltd.  
OAKVILLE, ONT.

Western Distributors:  
Moncrieff & Endress, Ltd., Scott Bldg.  
Winnipeg, Man.

"WILL OUTWEAR ANY WARE"  
THE WARE MFG. CO. LTD. OAKVILLE, ONT.

## Ironing Boards,

Sleeve Boards,  
Bake Boards,  
Clothes Dryers,  
Lawn Swings  
And Seats,  
Ladders, Etc.

Our catalog will give you full particulars on this *high quality* line.

WRITE FOR IT TO-DAY.

The  
**Stratford Mfg.  
Co., Limited**  
Stratford, Ont.

REPRESENTED BY:

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal, Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.





## REGISTERS



Floor Plate.



Ceiling Plate.

Ideal Registers are noted for their selling qualities. The designs are attractive. The perfect castings and excellent finish keep them sold and bring repeat orders.

For six and seven inch pipe. All black or black and white finishes.

Look over your stock and write us to-day for the names of jobbers selling these registers in your territory; also get our booklet showing a large line of stove and furnace trimmings—the kind every dealer uses.

### SOME OTHER THINGS WE MAKE.

Fireplace Fixtures	Door Knockers
Waffle Irons	Harness & Coat Hooks
Griddles	Pulls
Meat Broilers	Door Latches
House Numbers	Chest Handles
Pulleys (all kinds)	Saw Vises
Double Acting Hinges	Foot Scrapers
Screen Door Hinges	Steak Pounders
Mop Sticks	Quilt Frame Clamps

STOVER MFG. CO.,

709 East St.,

FREEPORT, ILL.



### KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

### PORTABLE BAKE OVENS

35 Sizes. Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.  
Brantford - - - Canada

Write for General Catalog

## Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.



Reproduction of  
NEW SEYMOUR SHOW CARD  
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to  
Henry T. Seymour Shear Co.  
Selling Agents, WIEBUSCH & HILGER, Ltd., New York  
A. MacFARLANE & CO. Montreal  
Canadian Agents



## The DELTA

"The only Line of Files from 3 to 24 inches that are made absolutely of CRUCIBLE STEEL"

The value that prevails in "Delta" Files will be the means of bringing you a larger file trade.

The cutting and lasting qualities of the "Delta" are unequalled. There is a shape and size for every requirement.

Always look for the trade mark—it's our guarantee of satisfaction or no pay.



If your jobber cannot supply you write us.

**DELTA FILE WORKS**  
PHILADELPHIA PA.

### CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;  
Stark, Seybold, Montreal;  
Wm. Stairs, Son & Morrow, Halifax;  
Merrick-Anderson Co., Winnipeg.

## Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



## ORDER THE "DOUBLE CLAW"

Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by

**DOUBLE CLAW HAMMER CO.**

453 BROADWAY

BROOKLYN, N.Y.



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

## THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

## MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls from Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

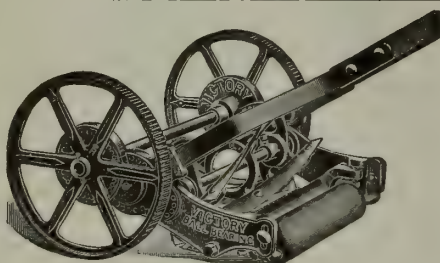
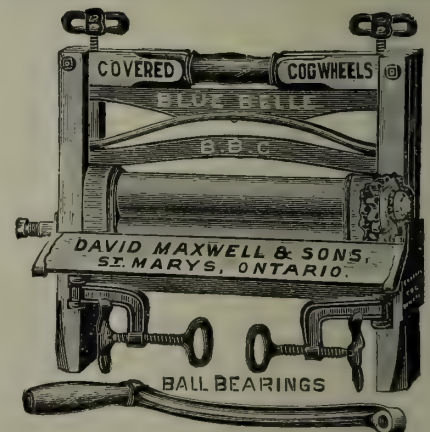
In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.

DAVID MAXWELL & SONS

ST. MARY'S,

ONTARIO



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

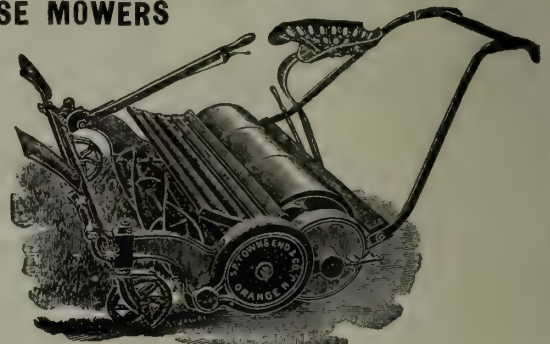
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

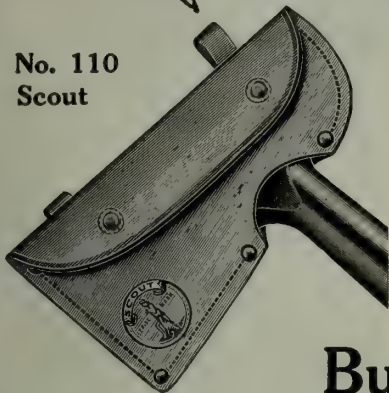
S. P. Townsend & Co.

ORANGE, N. J.





No. 110  
Scout



**ADD PRESTIGE TO YOUR REPUTATION AND IMPETUS  
TO YOUR SALES BY SELLING "BUR-NOR"**

*The Hatchets with the handles that won't break, and  
the heads that won't come off.*

50 per cent stronger than the Best Wooden Handled  
Hatchets made. Blades tempered in oil. Ten styles  
from which to choose.

*A Tip:* Stock the "Scout" for immediate sales to  
campers and scouts. A quick seller, splendid value.

*Ask Your Jobber.*

**Burgess-Norton Mfg. Co.**  
GENEVA, ILL., U.S.A.



## JENKINS & HARDY

Assignees, Chartered Accountants, Estate and  
Fire Insurance Agents.  
5½ Toronto Street, 52 Canada Life Bldg.,  
Toronto. Montreal.

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World  
OFFICES IN CANADA

Calgary, Alta.  
Edmonton, Alta.  
Halifax, N.S.  
London, Ont.  
Ottawa, Ont.  
St. John N.B.

Vancouver, B.C.  
Victoria, B.C.  
Hamilton, Ont.  
Montreal, Que.  
Quebec, Que.  
Toronto, Ont.  
Winnipeg, Man.

Reputation gained by long years of vigor-  
ous, conscientious and successful work.

THOMAS C. IRVING, General Manager  
Western Canada  
TORONTO

When writing advertisers  
kindly mention having seen  
the advertisement in this paper

## MYERS PUMPS

We manufacture all kinds of  
PUMPS, HAY UNLOAD-  
ING TOOLS and BARN-  
DOOR HANGERS that are  
serviceable, durable and re-  
liable. You never fail to  
get QUALITY when buying  
"THE MEYERS."

**F. E. MYERS & BRO.**  
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

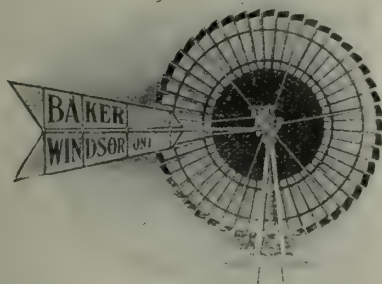
**FERRONA  
PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

## WINDMILL POWER IS GROWING IN POPULARITY

*For Pumping and it is not equalled by any power*



### Baker Galvanized Wind Engine

It takes no fuel and requires no engineer, and stock will have water at  
all times.

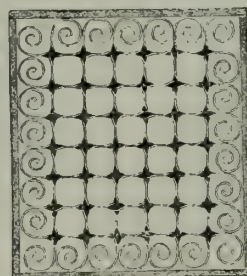
The Heller-Aller line of windmills, pumps, steel tanks and well supplies  
will certainly increase your business with great profit to yourself and  
customers.

Write for catalogue No. 45 and our selling proposition to dealers.

THE HELLER-ALLER CO.

Windsor, Ont.

THOUSANDS of Farmers  
who have done their first  
power pumping by gasoline en-  
gines have become tired of it  
and are buying windmills. The  
cost of gasoline, oil, batteries  
and repairs, along with the  
time it takes to start and stop  
an engine in pumping for 150  
head of stock and the average  
farm home with a gasoline  
engine will buy every year a



**METAL GRILLS  
WICKETS  
and  
RAILINGS**

in Iron, Brass and Bronze  
Suitable for all requirements.

Send for Catalogue.

**Dennis Wire and Iron Works Co.,**  
Limited

London, Ontario



# MAKE PROFITS "QUICKER YET" WASHER

*Runs Easy*

*Sells Easy*

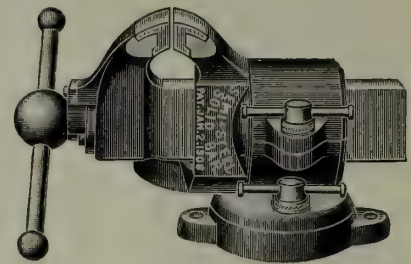
Every Dealer has competition. The successful merchant handles lines which give greater satisfaction than that handled by his competitor.

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

**GLOBE MFG. CO., Perry, Iowa**

WESTERN REPRESENTATIVES:

MERRICK-ANDERSON CO., Winnipeg, Man., Canada  
McLENNAN, McFEELY & CO., Limited, Wholesale  
Distributors, Vancouver, B.C.



## PARKER'S

Double Swivel

## VICE

Saves Time

It can be swiveled on base or turned in barrel without opening the jaws, and is held in position by a turn of the tightening studs. All these vises have a solid steel bar strengthener, also solid under portion of front jaw. The faces are made of the Best Tool Steel, and are removable and renewable at any time.

Write for Illustrated Catalogue.

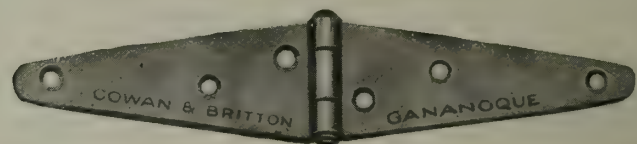
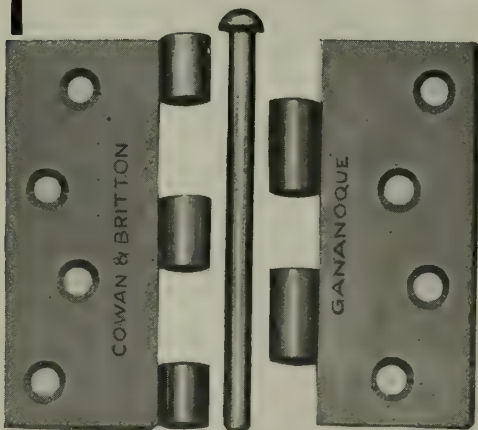
**The Charles Parker Co.**  
Meriden, Conn., U.S.A.

## High Grade Builders' Hardware

including

### Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



**COWAN & BRITTON, LIMITED,**

**GANANOQUE, ONT.**

## STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL



## How To Sell Amatite

**H**ERE is the argument that sells Amatite to the consumer: imagine yourself using it and see how effective it is—  
 "Yes, I can sell you the ordinary 'rubber' roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and needs no painting. You just lay Amatite on your roof and leave it alone. It takes care of itself.  
 "Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is easy to lay; the nails and cement are supplied free. The price is no higher than a first-class painted roofing and you save all the cost of paint in the future.  
 "Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best.  
 These are the kinds of arguments that sell goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet on request to nearest office.

# Amatite

## ROOFING

**THE PATERSON MFG. CO., Limited,**  
 Montreal, Toronto, Winnipeg, Vancouver, St. John, N. B.  
 Halifax, N. S., Sydney, N. S.

## A NEW SNIP NATIONAL POCKET

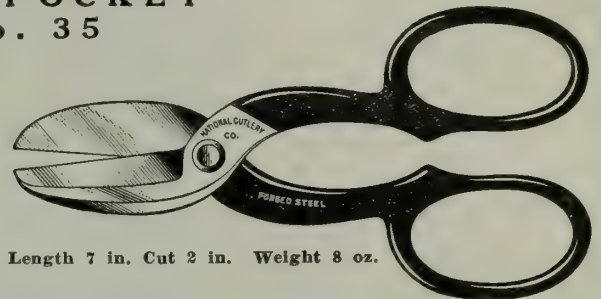
(SNIP No. 35

**SALEABLE TO EVERY MAN.**

Drop Forged, Light Weight, Convenient Size. List, \$1.00 each.

**SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.**

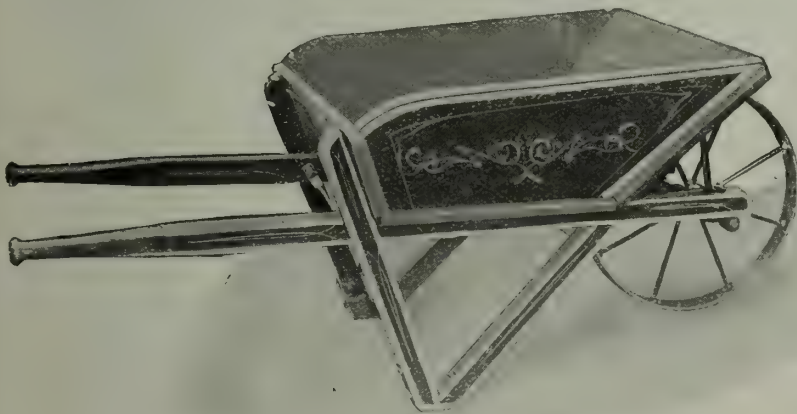
There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

**NATIONAL CUTLERY CO.,**  
 MAKERS OF NATIONAL SHEARS AND SNIPS

MANUFACTURED BY  
**PHILADELPHIA**  
 Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY



## A High Grade Wheelbarrow

**That Pays a Good Profit**

Easy running. Exceptionally strong and durable.

When barrow is running the load is directly over wheel—all the man has to do is to push.

Has iron wheels, iron shoes and braces.

Hardwood box and frame attractively finished.

Send a trial order. Dept. K.

**THE SCHULTZ BROS. COMPANY, Limited**  
 BRANTFORD, ONT.



## Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

**Pilliod Lumber Company**  
 Swanton, Ohio, U.S.A.





**RED LEAD  
GROUND LITHARGE  
FLAKE LITHARGE  
WHITE LEAD IN OIL**

Agents in Canada for:

Lindgens & Sohne—Mulheim-am-Rhein

Foster, Blackett & Wilson, Limited,  
Newcastle-on-Tyne.

**B. & S. H. THOMPSON & CO.**  
LIMITED  
TORONTO MONTREAL WINNIPEG

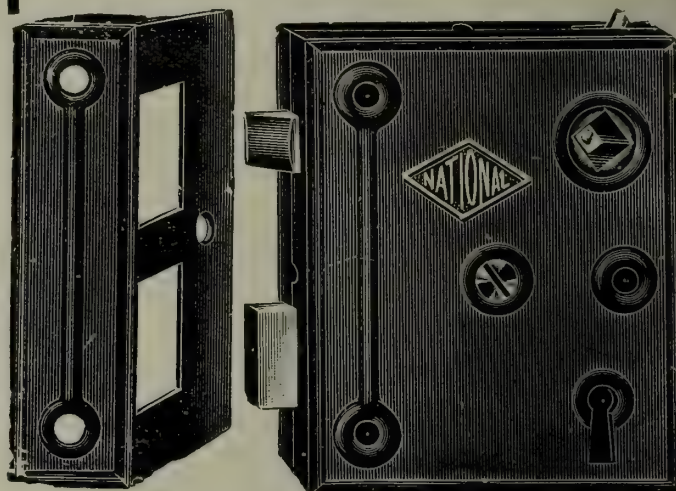
**The National Steel Rim Lock**

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

**ORDER FROM YOUR JOBBER**

**National Hardware Company, Limited**  
ORILLIA ONTARIO CANADA



Every Hammer Buyer will be Satisfied  
if You Sell

**Monarch Converted**

CAST STEEL  
BELL OR PLAIN FACE  
**NAIL HAMMERS**

Polished, white  
straight grain  
swell pattern  
handle.



The satisfaction giving qualities are the result of great care taken in the selection of material and its process of manufacture. Half dozen packed in a box. Send a trial order.

**Monarch Hardware Co.**  
Buffalo, New York, U.S.A.



Many little customers of  
years ago are Klein's  
biggest customers today

EVERY once in a while, we go back over our records and find out what's doing. And it's a rather significant fact that many of our little customers of years ago are the largest purchasers of Klein's line-men tools to-day. They early recognized that quality played a dominant part in Klein tools; that quality made reliability possible in Klein tools; so that once they started to use Klein tools they continued the practice, economy told them it was the best thing to do. Savings made here and there permit a company to grow. A trial order will fully convince you Klein tools have merit. Write for Catalogue and get acquainted.

**Mathias Klein & Sons**  
Canal Station 77  
Chicago, Illinois

New Line

# UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels

Plain Bearings

No. 310E Rolls 10x1 3/4 in.

" 311E " 11x1 3/4 in.

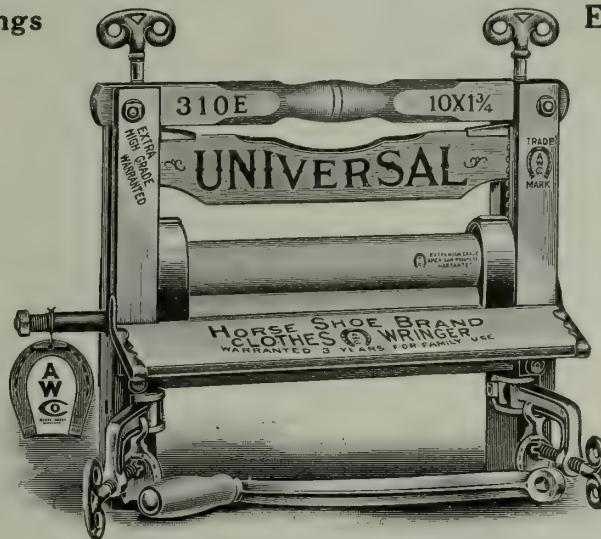
Packed 3 and 6 in  
a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.

" 318E " 11x1 3/4 in.

Same style made in  
Folding Bench.



Send for Catalog (F)

## THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

### Satisfied Customers

Is Always the Result of Selling

## STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

**J. H. STILL MFG. CO., Ltd.**  
ST. THOMAS, ONT.

### Mr. Live Dealer—

## MENDETS

A PATENT PATCH



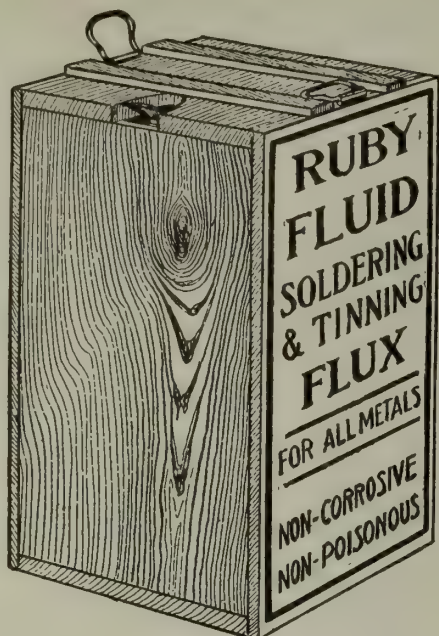
will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

**Collette Manufacturing Co.**  
Collingwood Ontario





## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

### Therefore Give Them "RUBY FLUX"

Use it in your own Tinsmith. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.

## Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

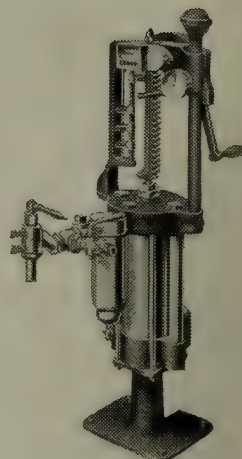
It will discharge 1 gallon with  $4\frac{1}{4}$  turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have  $13\frac{1}{2}$  inches, consequently it is the fastest and easiest working pump on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

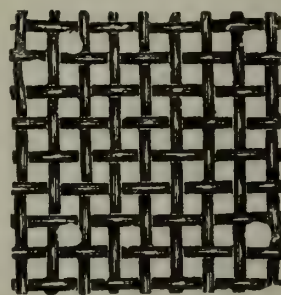
Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



Write for Self Measuring Pump and Tank Catalog.

**The Steel Trough & Machine Co.**  
Limited  
TWEED, ONTARIO

## Canada Wire & Iron Goods Co. HAMILTON, CANADA



Manufacturers of  
Double Crimped  
Wire Cloth and  
Wire Screening  
for all purposes  
of Iron, Brass,  
Copper, Bronze,  
Galvanized and  
Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

**ENQUIRIES SOLICITED.**

**Tools Stamped with the Buck's Head**  
**Admitted duty free when**  
**used for educational**  
**work in Manual**  
**Training**  
**Schools**

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.



The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

**BUCK BROTHERS**

Millbury, - - Mass., U.S.A.

**Good Pumps---**  
**With Good Profits**

We are looking for the pump dealer who knows  
that selling good pumps pays in good-will.

McDougall Pumps are  
well made, properly fitted,  
good through and through  
"Aremacdee" Brand.

Every pump sold stays  
sold and stays in good  
order.

Metal Hand or Motor  
Pumps—for Force or Lift  
use—every size, style, kind, in our big catalogue.

Write



The  
**R. McDougall Co., Limited**  
**GALT, CANADA**



Your **(YALE)** advertising  
in your local paper *gets*  
the **(YALE)** sales that our  
magazine advertising  
creates.

We are telling the people in your  
locality why they should buy  
Yale Locks and Hardware. You  
should tell them where Yale  
Locks and Hardware can be  
bought. We have prepared some  
newspaper advertisements that  
tell this in a way that nobody can  
forget or ignore.

We furnish them in plate form.  
We also furnish displays for your  
windows, lantern slides for your  
moving picture shows and printed  
matter for your mails.

Write us about this Dealers' Adver-  
tising Service. You cannot do business  
on the quiet.

**Canadian Yale & Towne Limited**

Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware, Door Checks  
and Chain Hoists

General Offices and Works: St. Catharines, Ont.





## Buyers will look for this Trade Mark

Every genuine Cleveland Grindstone can be identified by this trade mark—the only way to get the genuine. Do not be tricked by the term “Berea Grit” into thinking you are supplying your trade with the “same thing.” “Berea Grit” is a mere name and does not stand for grindstone quality, such as your trade requires. Cleveland Grindstones are made in all sizes — power, hand and treadle—and for all purposes. No matter what the needs of your trade, you can get them from us at prices that insure generous profits. Write for Catalogue and Prices.



FOOT POWER

Look for the Trade Mark on every stone

The Cleveland Stone Company  
Cleveland, Ohio.

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

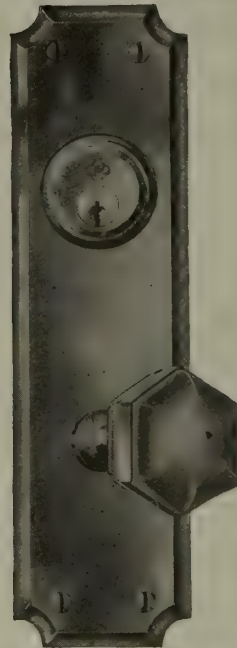
WRITE FOR OUR  
BIG FREE CATALOGUE

The Aylmer Pump  
& Scale Co., Limited  
AYLMER, ONTARIO

Ensure Absolute Satisfaction  
By Selling

## Peterboro Hardware

An  
Artistic  
Design  
for  
1913



No. 18 and 19 Design

Made in Wrought Brass  
and Steel and Cast Brass.

Peterborough Lock Mfg. Co.  
LIMITED  
PETERBOROUGH, ONT.

## The Kind Of Profit Producer For Which You Are Looking

“Soclean” Dustless Sweeping Compound keeps customers coming back for more, thus bringing you many good profits.

“Soclean” makes sweeping easy and pleasant, kills moths and brightens floors and rugs. “Housewives who know” consider it indispensable.

Put “Soclean” on your order list now—it means much to your store.

We sell it in barrels for merchants’ own use.



### PRICES TO DEALERS

25c Pail, 2 doz. in case (4½ lbs.) enlarged size . . . . .	\$4.50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) . . . . .	7.29
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.) . . . . .	6.75

**SOCLEAN LIMITED, Toronto, Ont.**

The originators of the Dustless Sweeping Compound in Canada.

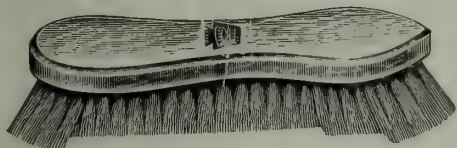
Agents for Western Canada: J. J. Gilmor & Co.,  
Winnipeg, Man.



Made from the finest grade of Sheffield Crucible Cast Steel.  
Highest quality as regards setting and keenness of edge.

**SCHRAMBERGER UHRFEDERNFABRIK,**  
G.m.b.H.  
[Manufacturers of Safety Blades]  
**SCHRAMBERG (WURTEMBERG) GERMANY**

Representatives for Canada:  
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.



## You Cannot Always Tell

by the look of a Brush how it is going to wear, and therefore it is important that you buy goods that are backed up by the reputation of a reliable manufacturer. Every Brush bearing the Keystone Brand is guaranteed to give satisfaction, and you can place them in the hands of your customers with confidence.

Manufactured by  
**Stevens-Hepner Company**  
Limited]  
PORT ELGIN, ONT.

# DOMSTEEL WIRE Products

☐ "From Ore to Finished Product."

**Nail Wire, Rivet Wire, Annealed Wire**  
**Straightened and Cut to Length**

## WIRE NAILS

**All Standard  
and Special Gauges**

**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

**Specify "Domsteel  
Sterilized Nails."**

**DOMINION  
IRON & STEEL CO.  
Limited**

**Head Office and Works  
SYDNEY, N.S.**

Sales Offices:  
Sydney, N.S., and 112  
St. James St., Montreal.





# JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

## CUTLERY

By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL



## Step Ladders

4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

**Otterville Mfg. Co.**  
Limited  
OTTERVILLE - ONT.

## GEORGE B. BIRCH

The Cheapside Brass Foundry

### BIRMINGHAM,

England.

Manufactures

Stair Rods and Eyes,

Casement Rod Fittings  
and General Furnishing

**BRASS FOUNDRY**

Agents  
Wanted

WATCH FOR FUTURE ADVERTISEMENTS



BABBITT YOUR JOURNALS WITH

## ARCTIC METAL

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

**Tallman Brass & Metal Co.**  
HAMILTON, ONT.

## AUTOMATIC FEEDER FOUNTAINS

Patents Pending.

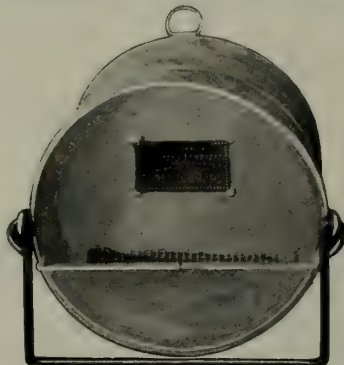
35c will bring you a  
Sample

## CHI-KEN

It's a Practical Poultry Necessity. Get  
ONE—Try it — Then  
you'll Buy.

Manufactured by

**WILL. H. COTTON**  
SALEM, NEW YORK



## CEMENT SIDEWALK TOOLS

OF EVERY DESCRIPTION

We manufacture and carry in stock  
the largest and most satisfactory line  
in Canada of Cement Sidewalk Tools.  
Every sale brings the dealer a  
good profit.

Ask for 1913 Catalog.

### T. Slack & Co.

5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599



Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.

## "QUALITY" HACK SAW BLADES

"Cut Everything, Even Expenses"

Made in Canada



These saws are made of the finest alloy tool steel, teeth accurately milled and set by machinery of our own design, tempered by special electric barometer tests, perfected point by point until they are in a class by themselves.



Memorize the Name

QUALITY

Insist on "Quality"

Our line is a complete one. We make blades from 8 in. to 24 in., also "EXPERT" hack saw blades, loop eye and filed tooth coping saw blades, hack saw machines and frames. Prompt service. Immediate shipments.

Send for Catalogue.

**CANADIAN QUALITY SAW & TOOL WORKS, - Factory: 4 St. Antoine Street, Montreal, P.Q.**



## A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



**BEMIS & CALL HARDWARE & TOOL CO.**  
Springfield, Mass., U.S.A.

**THERE IS ONLY ONE  
GERMANTOWN LAMP  
BLACK**

We lead the world in the manufacture of High-Grade Lamp Blacks.

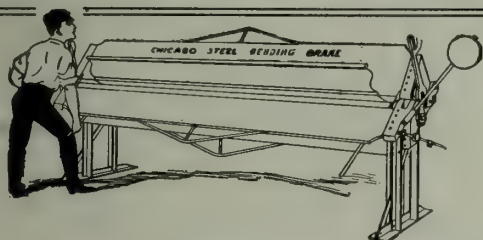
Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.



**WILCKES  
MARTIN WILCKES  
CO.**  
New York, N.Y., U.S.A.

Wm. H. Evans, 232  
James St., Montreal; E.  
Fielding, 34 Yonge St.,  
Toronto; H. W. Glassco,  
Winnipeg.

**THE LARGEST PRODUCER  
& SHIPPER IN U.S.A.**



**CHICAGO STEEL BENDING BRAKES**  
(Made in 200 sizes)

Best results with least effort. Purchasers delighted, not only with the construction of the machine, but, also with the work it turns out.

Sheet Metal Workers would do well to obtain full information concerning these machines.

**THE STEEL BENDING BRAKE WORKS, LTD.**  
CHATHAM, ONT.

## SILO RODS

**COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES**

Prompt Shipments



LONDON, CANADA

## Natural Gas Goods of every description

at

**T. F. BERMINGHAM'S**

20 John Street South  
HAMILTON, ONT.

## BLACK JACK

**QUICK  
CLEAN  
HANDY**



TRY IT

**SOLD BY  
ALL  
JOBBERs**

¼-lb. tins—  
3 doz. in case

## SPRAY POTATOES WITH

### The COLLINS Improved Automatic Sprayer



Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils.

Made of the best materials throughout.

Ask your jobber, or write us.

We are Spray Pump Specialists, making different kinds.

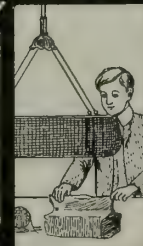
**THE COLLINS MANUFACTURING CO.**  
TORONTO, ONT.

## CASH OR PARCEL CARRIERS

**SAVE TIME & MONEY**

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



**CATALOG FREE**

The Gipe-Hazard Store Service Co., Ltd.

59 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



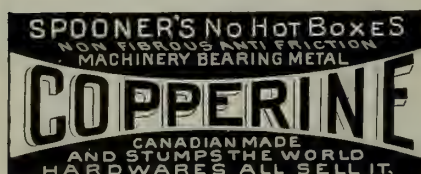
Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## HOUSE NUMBERS.

### STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario

## HINGES.



### ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.

Japan finish. Large profit for you.

Write for Samples and Prices.

Atlas Mfg Co., 121 Water St., New Haven, Conn.

### LETTERS

White Enamelled, Copper,  
Stamped Brass and Aluminum  
Good Quality at the Right Price.

J. E. Richardson & Co., 147 Church St., Toronto

### NUMBERS

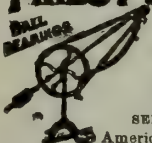
## BOX STRAP



Get Prices From  
**J. E. BEAUCHAMP & CO.,**  
Coristine Building, Montreal

## CLIPPERS.

### PRIEST'S CLIPPERS



**THAT'S  
SUFFICIENT.**

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.  
Wiebusch & Hilger, Ltd., special New York  
Representatives, 106-110 Lafayette Street.

J. H. BUTLER, Limited.



Wolverhampton, Eng.

Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Ears, Rivets, and all  
kinds of fittings for  
Iron and Tin-plate  
workers' use.  
Wedges, Clips and  
Wire Strainers for  
Fencing.  
application.  
all kinds of Wire

## HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL  
HARDWARE SHELF BOX**

Saves 20% Shelf Room  
over wooden boxes  
Write for Catalogue and Price List.  
**CAMERON and CAMPBELL**  
Toronto

## MANUFACTURERS' AGENT.

### H. E. JOHNSON

Factory Representative  
12 Melinda St.

TORONTO

Representing

Hupfield, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.

## HERCULES SASH CORD



### THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

### Moose Jaw Distributing Co.

Moose Jaw, Saskatchewan

Now visiting the Hardware and Implement trade. Open to handle a few new lines of hardware, implements, contractors' supplies, or road machines.

Storage facilities.

The  
**Condensed Ad.**

page

will interest you





The  
**WHITE  
MOP  
WRINGER**



is the world's standard

It wrings mops  
thoroughly, easily,  
quickly and  
neatly.



Sold by Jobbers and  
the old reliable  
White Mop  
Wringer Co.

MADE IN CANADA



**WHITE MOP  
WRINGER CO.**  
FULTONVILLE,  
N.Y.



**OAKEY'S**

The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

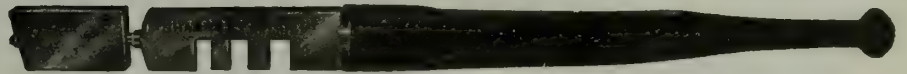
**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

## Sharratt & Newth's Glaziers' Diamonds

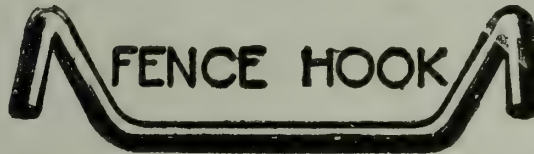
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
Painters' Supplies.

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



Pat. Nov.  
10, 1908

BUILT IN TWO SIZES  
Standard (14 Quart Pail)  
Janitor (22 Quart Pail)

Trade Mark

## The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the  
market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs  
of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS.  
Tested and approved by the Good Housekeeping Insti-  
tute conducted by Good Housekeeping Magazine.

Manufactured by Sold by Jobbers

**The Bushnell Novelty Co.,** Mansfield,  
Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to  
quote you prices.

# LONDON HIGH GRADE

Never Varies  
in Quality and Toughness

London Bar Iron is absolutely flawless and is  
uniform throughout, assuring the buyer intrinsic  
value for his money.

Our methods of production enable us to produce  
this high-grade Iron at the lowest prices. It will  
pay you to sell it—write us at once.

**London Rolling Mill Co., Ltd.,**  
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, To-  
ronto. Manitoba, Bissett & Loucks,  
Ltd., Winnipeg.

# BAR IRON



# The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

## Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points  
Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Siding  
Sewer Pipe and Tiling  
Plasterers' Hair, Sash Bars, Br  
Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue  
MOOSE JAW, SASKATCHEWAN

TELEPHONE 48

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

*Our Motto—"QUALITY"*

### THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.



#### Chorus of Plumbers

Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
**FLUXITE.**

Anyone can use it. Engineers and other mechanics will have

## FLUXITE

the paste flux that

### SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.  
Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

We have the finest machinery and every facility for producing best quality

## WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BAILE TIES, and O and A WIRE as the best on the market.

*Write at once for prices and full particulars.*

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We are again

FIRST  
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FRONT



With a  
NEW  
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Our new and beautiful  
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Silver Steel Hand  
Saws that have  
heretofore been  
carved, with-  
out extra  
charge.

*"The Finest  
on Earth"*



If you are  
progressive--  
if your Saw  
stock is up to the  
last minute--if you  
want to offer your  
trade the very finest  
and latest ideas and  
improvements in Saws--  
then you must show them

## ATKINS SILVER STEEL SAWS

with the new improved embossed  
handle. Remember we are the  
originators. It is our idea. No other  
Hand Saws in the world are made  
with embossed handles. Your customers will  
appreciate the beauty and originality of this  
fine manufacturers brand. Every carpenter in  
town will want one or more of these Saws with  
the new handle. Now is the time to get in at the  
start. Order a supply of the new

## ATKINS SILVER STEEL SAWS

with the new embossed handle. It's a novelty. Put it in your  
window with a card. Get ahead of your competitors with  
this new idea. Your jobber should supply you--if he won't  
then write to the nearest address below.

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# a thought for manufacturers and jobbers of hardware

If nine-tenths of the hardwaremen in Canada were assembled in Massey Hall, what would you give for the privilege of standing on the platform and telling them about the merits of your proposition?

## here is our offer to you:

We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

## write us for advertising rates

# HARDWARE & METAL

Canada's Only Weekly Hardware Paper  
MONTREAL      TORONTO      WINNIPEG

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**SELLS QUICKLY BECAUSE IT SAVES TIME AND LABOR**

This machine enables the housewife to do the ironing in one-tenth the usual time—and do it better, without any fear of tearing or scorching. Every aggressive dealer should get the good profit that comes with every sale.

We make hand, motor and belt driven ironers. Heated by Gas or Gasoline.

It will be to your interest to get particulars at once.

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McBreen Laundry  
Equipment Co.  
Cincinnati, Ohio



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¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

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**TRAVELLER WANTED — BY WHOLESALE** hardware and electric concern. One speaking both languages, and with some experience. Apply Box 816, Hardware & Metal, Toronto. (26)

**WANTED — HARDWARE SALESMAN** OF ability, good address and experience, to have full charge of outside selling on the road for a large manufacturer in the Province of Ontario. Must furnish best of references. Apply at once, Box 817, Hardware & Metal, Toronto. (27)

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

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**CLERK WANTED FOR RETAIL STORE—** three or four years' experience. Send references to Watts & Bate, Limited, St. Catharines. (26)

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**HARDWARE TRAVELLER WITH ABOUT** \$6,000.00 and a splendid variety of British and American first-class hardware lines, wishes to meet with another traveller with similar capital, and plenty of energy. Partnership, Box 811, Hardware and Metal, Toronto. (26)

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In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

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It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

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Hardware and Metal

MONTREAL TORONTO WINNIPEG

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Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

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**TECHNICAL BOOK DEPARTMENT**

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**TORONTO, ONT.**



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not subscribe to  
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a good turn by giving us his  
name and address, so that  
we may send him a sample  
copy and an order blank.

**HARDWARE & METAL**  
Canada's Only Weekly Hardware Paper  
**MONTREAL TORONTO WINNIPEG**

# HARDWARE AND METAL

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# HARDWARE AND METAL

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Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.
- Bread Racks.**  
Brantford Oven & Rack Co., Brantford.
- Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.
- Bridle Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.
- Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananoque.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.
- Builders' Hardware.**  
Belleville Hardware & Lock Mfg. Co., Belleville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananoque, Ont.  
P. & F. Corbin, New Britain, C.  
Hamilton Stove & Heater Co., Hamilton.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.
- Burlap.**  
Dominion Oilcloth Co., Montreal.  
G. F. Stephens & Co., Winnipeg.
- Burrs.**  
P. L. Robertson Co., Milton.
- Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain C.  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg.
- Butts and Hinges.**  
Cowan & Britton, Ltd., Gananoque, Ont.  
Archibald Kenrick & Sons, Winnipeg  
Jas. Smart Mfg. Co., Brockville.
- Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.
- Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
- Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.
- Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.
- Cash Registers.**  
National Cash Register Co., Toronto.
- Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Onesida Community, Limited, Niagara Falls, Ont.
- Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
B. & S. H. Thompson & Co., Montreal.
- Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.
- Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.
- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Gummer-Dowwell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Clippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.
- Clothes Reels and Lines.**  
Gummer-Dowwell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Gummer-Dowwell Ltd., Hamilton, Ont.  
J. H. Connor & Son, Ottawa.  
David Maxwell & Sons, St. Mary's.  
American Wringer Co., New York City  
Lovel Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Onesida Community, Ltd., Niagara Falls
- Cream Separators.**  
Simonds Hardware Co., St. Louis.
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Cutlery, Razors, Scissors, etc.**  
Caverhill, Learmont & Co., Montreal.  
Crooks, Jonathan, & Son.  
Dorkey Bros. & Co., Montreal.  
Greiff, Bredt Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinisch's, R. Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.
- Disinfectant.**  
Soclean, Limited, Toronto.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, C.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Dry Colors.**  
G. F. Stephens & Co., Winnipeg.
- Dustless Sweeping Compound.**  
Soclean, Limited, Toronto.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakley & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Enamels.**  
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananoque.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Dixton, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.  
Furnaces, see Stoves.
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.
- Galvanized Ware**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto  
Winnipeg Paint & Glass Co., Winnipeg  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto
- Glaziers' Diamonds.**  
Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananoque.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Montreal Hardware Co., Montreal.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Heckey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.



- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
Horsehoes and Nails.  
Steel Co. of Canada, Ltd., Hamilton.  
Hose, Garden and Lawn.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Household Cleaners.**  
Soclean, Limited, Toronto.
- Ice Cream Freezers.**  
McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Simonds Hardware Co., St. Louis.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Latches, Screen and Barn Door.**  
Peck Hamre Mfg. Co., Berlin, Wis.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Settees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks.**  
Hamilton Stove & Heater Co., Hamilton.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos., & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
Melntosh, H. F., & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Matings—Flexible Steel, Wire and Wood.**  
Kuhne Anderton Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.
- Leslie, A. C., & Co., Montreal.**  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton.  
Thompson, B. S. H. & Co., Montreal.  
Metal Lockers.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.  
Metal Shingles, Siding, Etc.  
Deforest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Metal Polish.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Metal Polish, Emery Cloth, Etc.  
Oakey, John, & Sons, London, Eng.  
Mop Wringers.  
White Mop Wringer Co., Fultonville, N.Y.  
Moth Killers.  
Soclean, Limited, Toronto.  
Nail Pullers.  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.  
Nails.  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.  
Nails, Wire.  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. B. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oilers.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Stones.**  
Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowler, S. F., & Co., Toronto.  
Ornamental Iron and Wire.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.  
Paints, Oils, Varnishes.  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Gidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. O. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson & Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Simonds Hardware Co., St. Louis.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Pocket Knives.**  
Simonds Hardware Co., St. Louis.
- Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.
- Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lysaght, Ltd., Bristol, Newport and Montreal.  
Pulleys (Sash, etc.)  
P. & F. Corbin, New Britain, Conn.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Radiators.**  
Hamilton Stove & Heater Co., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneda Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorken Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.  
Simonds Hardware Co., St. Louis.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.
- Razor Hones.**  
Carborundum Co., Niagara Falls, N.Y.
- Refrigerators.**  
McClary's, London.  
Registers, Cash, Credit.  
Dominion Register Co., Toronto.
- Registers.**  
Hamilton Stove & Heater Co., Hamilton.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.  
Reinforcing Concrete.  
Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Rollers, Water Weight.**  
Dunham Co., Berea, O.
- Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. B. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C., & Co., Hamilton.  
Can. Quality Saw & Tool Works, Montreal.  
Diston, Henry, & Sons, Philadelphia.  
Shurly District Co., Galt.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aylmer Pump & Scale Co., Aylmer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
E. Heinisch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.
- Shelf Boxes.**  
Cameron & Campbell, Toronto.
- Shellacs.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneda Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Clare Bros. & Co., Preston.  
Galt Stove & Furnace Co., Galt.  
Gurney Foundry Co., Toronto.  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Sweeping Compound.**  
Soclean Limited, Toronto.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
MacLean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Millers Falls Co., New York.  
Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.
- Tools, Metal Workers'.**  
Brown-Biggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
Aylmer Pump & Scale Co., Aylmer.  
Peck-Hamre Mfg. Co., Berlin, Wis.





## Canadian Marksmen are Watching

the work of the Bisley team. They all use Ross Rifles, the .280 Match Rifle, used in all long range competitions, being similar to the .280 High Velocity, only the Sights and the Stock being different.

A window display of the .280 Ross will help focus attention to your store and secure more trade.

Ross Sporting .280 Cartridges, which retail \$7.50 per 100 would also help your window. If you are not supplied, write us for discounts, etc.

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**Ross Rifle Company**  
Quebec, P.Q.

## WIRE ROPE

FOR

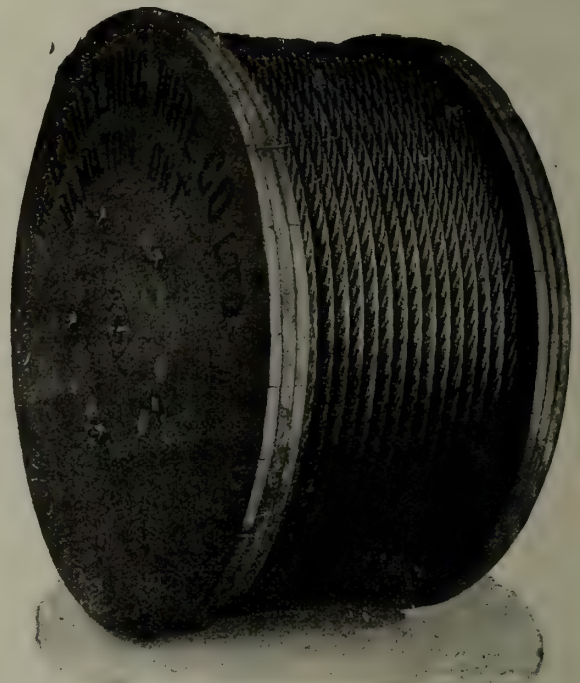
### Hay Forks and Hay Fork Tracks

Lasts longer, more flexible, and cheaper than other ropes.

Every Retailer should stock a small reel.

Wire Rope for hauling threshing machines, House Moving, etc.

We manufacture all kinds of Wire Rope for all purposes.



WIRE ROPE FITTINGS.

WIRE ROPE GREASE.

**The B. Greening Wire Co., Limited**

Hamilton, Ontario

Montreal, Quebec



## Bathroom Fixtures



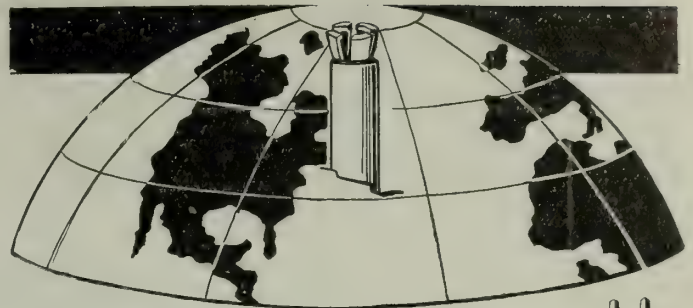
### SELECTED MIRRORS

Mounted in NICKEL FRAMES

40 pages of attractive designs in our new Catalogue

Made and guaranteed by

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada



### THE WORLD IS DIVIDED

on many questions, but amongst mechanics there is no question as to the essential superiority of our

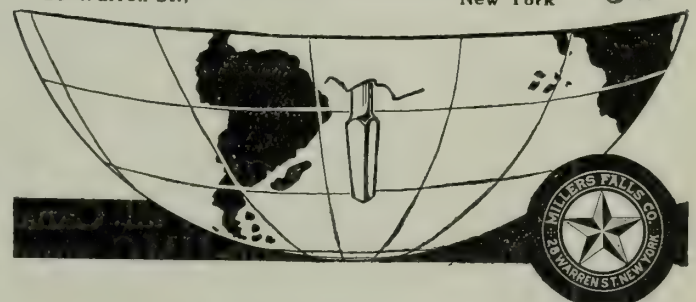
## Telescope Extension Bit Holder No. 6

Has just that combination of lightness and strength necessary for boring extra long holes. Extends to 24 inches, and is rigid right up to the limit. Follows bits  $\frac{1}{8}$  in. and larger right into their bores, and has an absolutely reliable chuck.

The "telescope" construction makes this a most convenient bit holder to carry.

Write for prices and complete Catalog.

**MILLERS FALLS COMPANY,**  
28 Warren St., New York



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

## GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

VANCOUVER

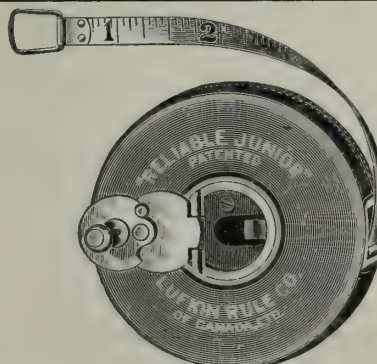
# LUFKIN

## Measuring Tapes and Rules

RECOGNIZED LEADERS OF  
THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

# LUFKIN

## Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.



**Remington Arms—Union Metallic Cartridge Co.**  
Windsor Ontario

# HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

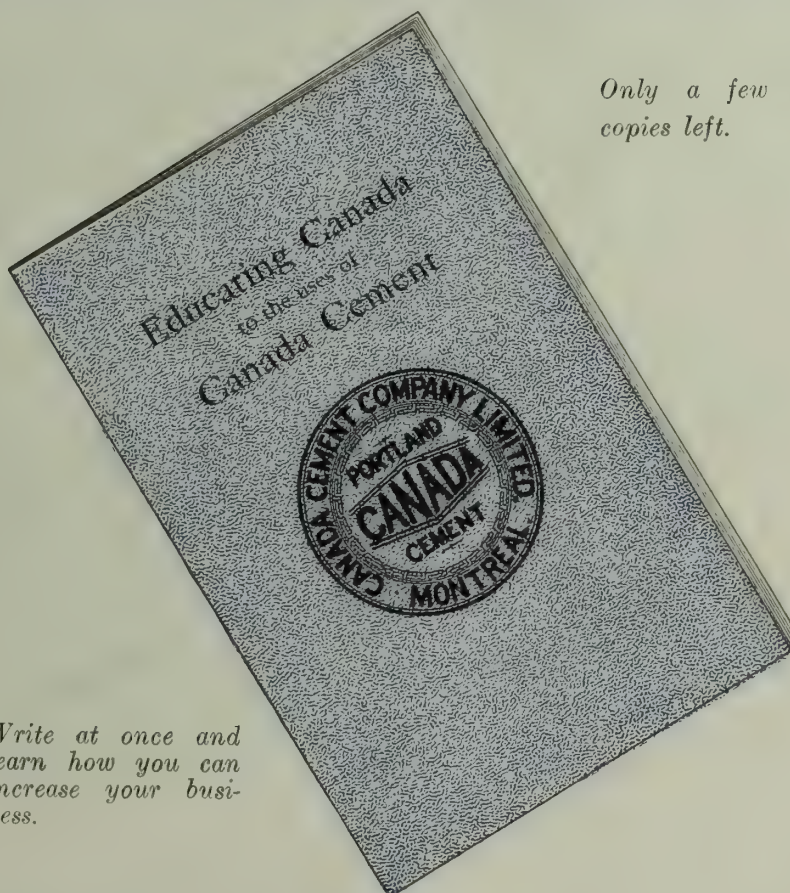
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada

July 12, 1913

No. 28



*Only a few more  
copies left.*

*Write at once and  
learn how you can  
increase your busi-  
ness.*

**This book tells how we help you  
sell Cement**

**W**RITE for a copy (it's free) and learn how hundreds of dealers throughout Canada are obtaining profits from the sale of cement. It is a fact worth considering that the majority of these sell

**CANADA Portland CEMENT**

The uniformly high quality of the cement sold under this well-known brand makes it an extremely satisfactory line to handle. But it is the help we give our dealers that enables them to sell so much of it.

We are creating a new market for cement—educating thousands to its use. And every dealer who handles our brand gets his share of this newly-created business.

The book here illustrated tells all about it—it explains the most powerful "dealer-help" plan ever used by a Canadian manufacturer.

**Canada Cement Company Limited, Montreal**



# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox at La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*



**This Young Man and Every  
Other Manual Training  
School Student Needs the  
Carborundum  
Manual Training Sharpen-  
ing Stones**

THE first thing he is taught is the proper care of tools.—Help him to start right—sell him the best sharpening stones you know of.—See that he gets the Carborundum Manual Training School Bench Stones—made in four sizes.—They are extra hard, extra fine, giving a keen, smooth working edge—quickly—easily. They always cut clean—stand a lot of abuse—and they last.—Just the stones the schools need for chisels, plane bits, carving tools, etc.

*Tell the boys and their teachers  
about them—but first stock up.*

**The  
Carborundum  
Company**

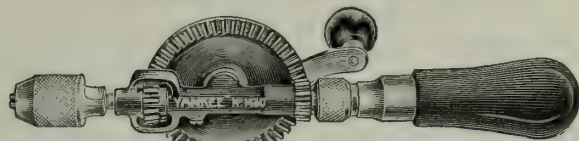
Niagara Falls, N. Y.



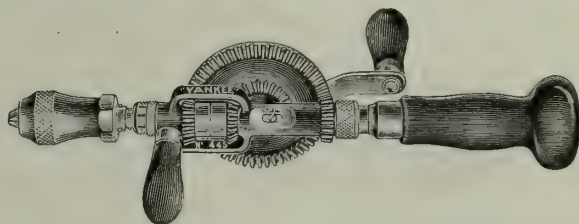
## These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

### "YANKEE" Plain Hand Drill

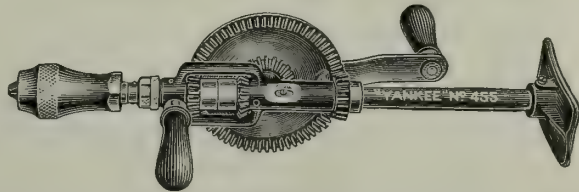


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear  $3\frac{1}{4}$  in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length  $10\frac{1}{2}$  in. Net weight  $1\frac{1}{4}$  lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to  $\frac{1}{2}$  in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length  $15\frac{1}{4}$  in. Net weight  $3\frac{1}{2}$  lbs.

### "YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to  $\frac{1}{2}$  in. Large Gear 5 in. diameter. Entire length  $17\frac{1}{4}$  in. Net weight  $5\frac{1}{2}$  lbs.

*Your Jobber Will Supply You.*

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.









# CUTLERY

**CABINETS and CASE GOODS**  
**IN CELLULOID AND PEARL**  
**OUR SPECIALTY**



**HRS&C<sup>o</sup>**

**Henry Rogers Sons & Co., Ltd.**

Wolverhampton, Sheffield and Liverpool

Canadian Branch:—6 ST. SACRAMENT ST., Montreal



**HRS&C<sup>o</sup>**

**Saws, Files and Edged Tools of Quality**

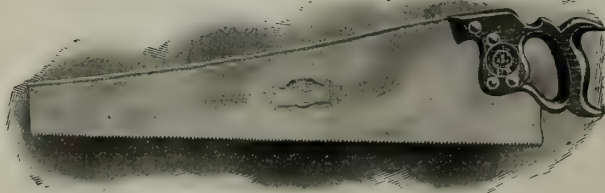
THE NAME'S THE GUARANTEE



F 21—Half  
Round Rasp



**Spear & Jackson**  
LIMITED



No. 171A Secret Process, Vanadium Steel



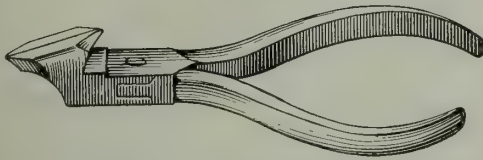
No. 5A Containing 22 Tools

**Spear & Jackson Ltd.**  
Sheffield, Eng.

**Frank H. Scott,** CANADIAN  
AGENT  
Coristine Building, Montreal

# HAVE YOU A RED DEVIL CATALOG?

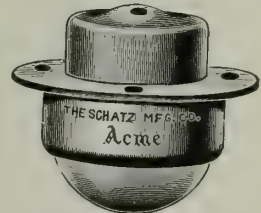
It Shows Our Complete Line. A Card Will Bring It.



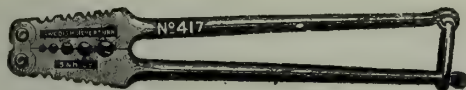
One style of our diagonal lipped cutting plier. Made in all sizes.



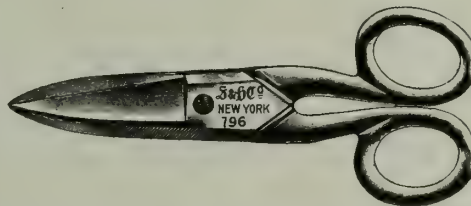
Haven's Clamp.



Acme ball bearing castors. Write for reduced prices.



Splicing clamp. We make all kinds for all sizes of wire.



No. 796. Electrician's snip. Can also furnish them with teeth for cutting insulation.



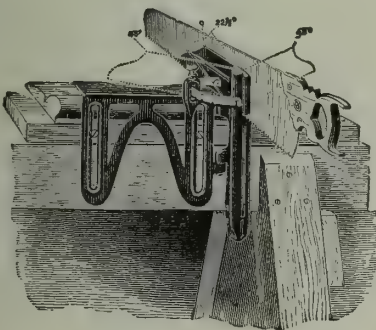
Hack saw blades, hard and flexible. All gauges and all lengths.



This is 092. 8-12 extension. We make them up to 24-inch length, 9-inch depth, rail frames.



Genuine Giant. First made and still the best.



Seavey Mitre Box. weighs 2 lbs. Most accurate box made.



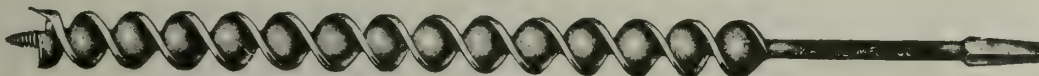
No. 253. Swedish steel climbers bear our trade mark.



No. 3848R. Boxwood handle screw drivers. 1½ to 12-inch. Guaranteed.



No. 3695. Combination plier made in 5½, 6, 7 and 8 inches.



*The bit with a razor edge*

Red Devil Bits. All kinds. They are the best.

## SMITH HARDWARE CO., LIMITED

### MONTREAL









# A Hanger that Sells on Sight

The Hatch Trolley Hanger is accurate, simple and safe. It is easy to put up and will carry a door weighing up to one thousand pounds. The action is noiseless, steady and smooth as the two lathe turned wheels run on case hardened roller bearings.



The Hatch

**Canada Steel Goods Co., Limited**  
HAMILTON, ONTARIO

Crescent

Brand *Makers of the Reliable Crescent Brand Butts and Hinges*

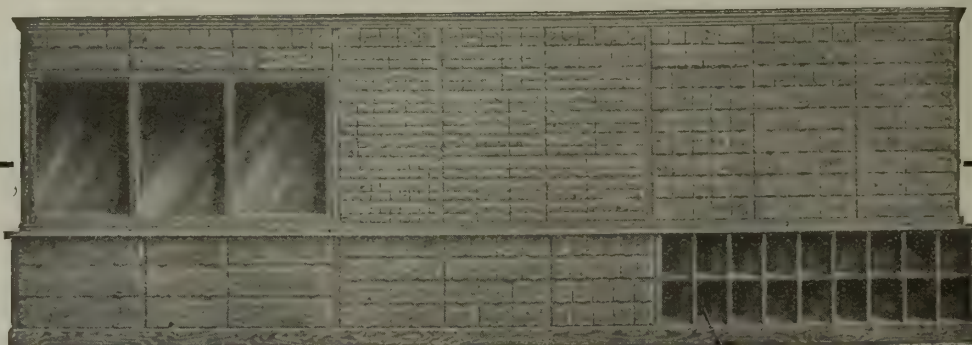
**If Your Ambition is to Sell Nothing But High Quality Cutlery,  
Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.**

No Brand of  
Cutlery is bet-  
ter known to-  
day than  
"TREE"

Brand, which  
has been on

the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

**FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS**



**Attractive, Convenient, Durable, Reasonable in Price.**

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

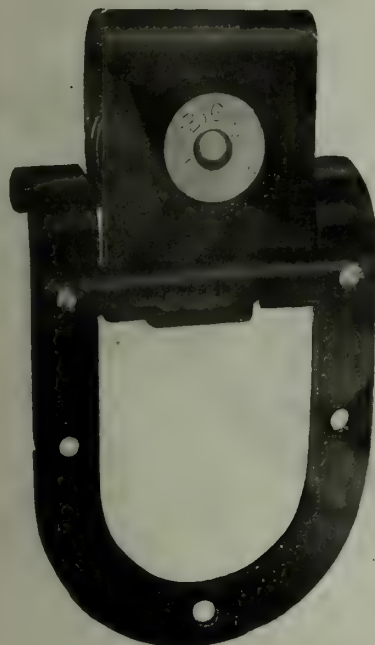
Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

**Cameron and Campbell, - Toronto**

*We Initiate—Never Imitate*

# Hanger Superiority



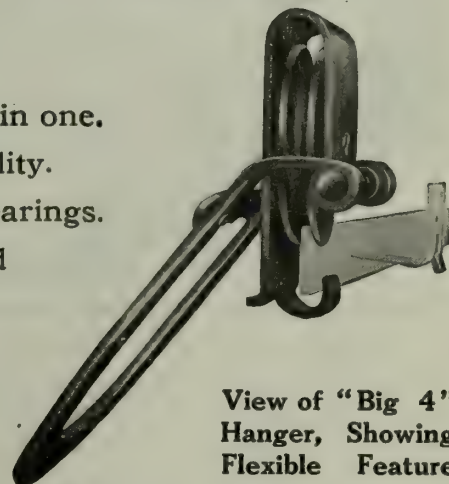
Front View  
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

## POINTS OF SUPERIORITY

- Simple in construction.
- Easily attached to door.
- Flexible and rigid hanger in one.
- Great strength and durability.
- Anti-friction steel roller bearings.
- Axles and rivets galvanized to prevent rust.
- Shoulder on axle prevents wheel housing from binding.



View of "Big 4"  
Hanger, Showing  
Flexible Feature

## BRACED RAIL

On which the BIG 4 HANGERS run is made from 1¼ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.



BRACED  
RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

# NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

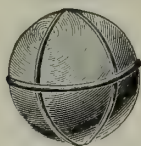


# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL  
BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



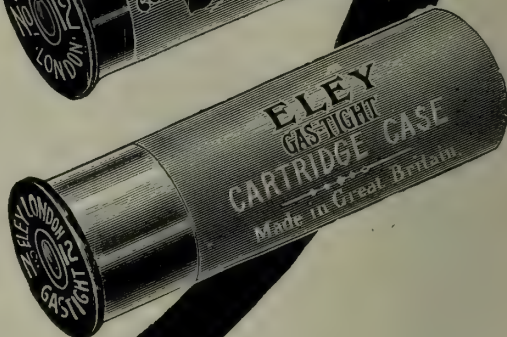
**Eley  
"Grand  
Prix"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.



**Eley  $\frac{5}{8}$ -in.  
Deep-Shell  
Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38  
Automatic**



**.32  
Automatic**



**Eley .22  
Long Rifle  
"E" Brand**

**Blue Label .25  
Automatic**



*Sold by all Jobbers  
throughout the Dominion.*

**Wholesale only:  
ELEY BROS.  
(Canada) Limited  
North Transcona  
Man.**

## High Explosives

"Dominite" and Blasters' Friend are two brands of fumeless and non-freezing high explosives that are rapidly replacing nitro-glycerin dynamite as blasting agents for work requiring high explosives.

Dominite and Blasters' Friend can be stored, handled and used with greater safety than other explosives. They effect a great saving over other blasting agents, not only in purchase price, but because they can be stored in any dry ventilated building indefinitely without deterioration.

Ideal High Explosives for stumping and breaking up land; excavating of every kind, draining swamps, felling trees, planting fruit trees, ditching, log-splitting, etc.

Ask for Catalog, "Explosives and Accessories."

**"Dominite"**

**Blasters'  
Friend**



**Dominion Explosives Limited, Ottawa, Ont.**

# Plymouth Rope Fetches Them

A Plymouth dealer wrote us recently:

"We receive orders for Plymouth Rope from a city 20 miles distant and price is never mentioned."

This "long distance" hold of Plymouth Rope on those who have used it simply goes to show how good the Rope is and what it means to **you** to sell it.

It matters not whether the man you want to sell is miles away or at your very door. What he wants and what he's going to get is **best value**. Give him **that** and he's yours.

You can get a bit more for Plymouth Rope than for most ropes because it **does** more. It's a rope with an eighty-eight year record of **achievements**—for the man who uses it and the man who sells it.

## Independent Cordage Co., Limited

[Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver





## On Its Merits—

That is the only way to judge anything. Use care in selecting the machine to sell in your Washing Machine Dept.—your returns will justify it. The

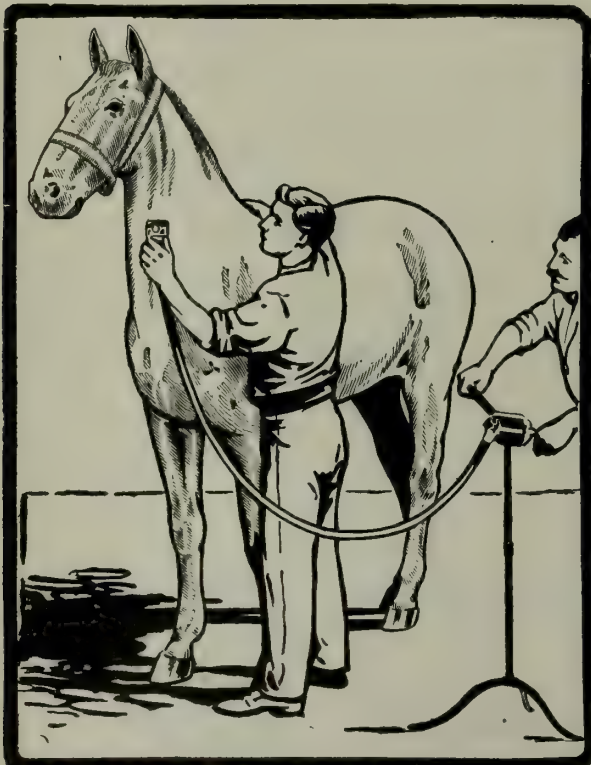


## CONNOR Ball Bearing Washer

will win your approval—and your customers' too, on merit. The Connor Ball Bearing Washer is fitted with all the modern improvements, making it popular, and a good seller. And in addition, there is a good margin of profit for YOU — Mr. Dealer — in each sale.

Write for our catalog telling of the Connor line of Washers, Wringers, etc.

**J. H. Connor & Son, Limited**  
Ottawa, Ontario



THIS SHOWS

## BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

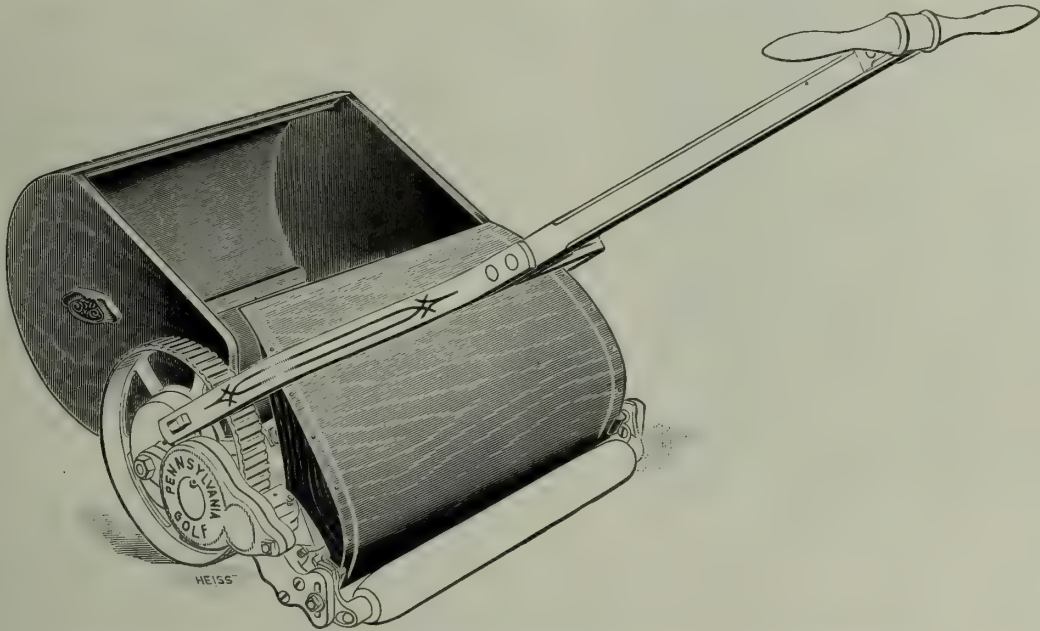
**B. and S. H. Thompson & Co., Limited, Montreal**



**PENNSYLVANIA**  
Quality



**"State the STATE for Quality's Sake"**



The PENNSYLVANIA High Wheel Ball Bearing Golf and Bowling Green Mower. Seven knives—Sectional Iron Roller. "The Aristocrat of the Putting and Bowling Greens." Can be Furnished with or without the Grass Box.

**PENNSYLVANIA** Horse and Hand Lawn Mowers are used by the leading Golf Clubs, Parks, and Institutions in the Dominion.

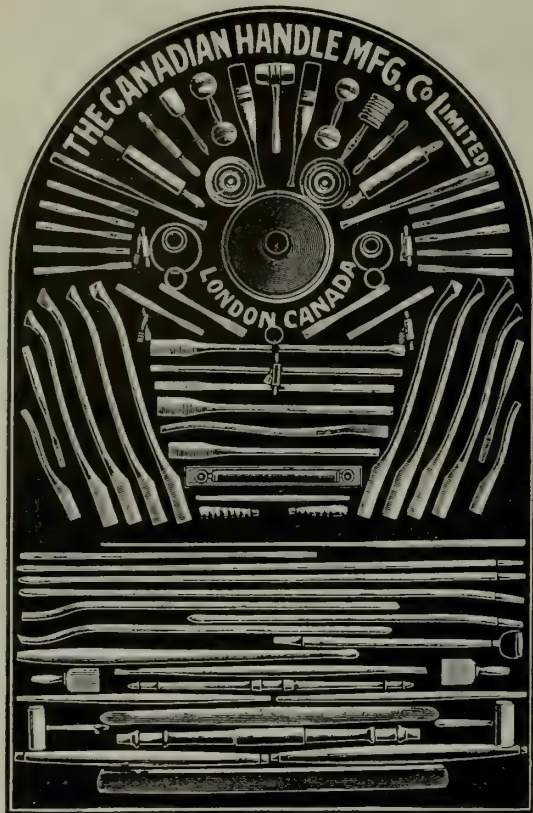
**PENNSYLVANIA** Quality costs a LITTLE MORE to buy, but a great deal LESS to use. For Catalogs and prices, please apply to following Agents:

Wm. Stairs Son & Morrow, Halifax, N.S.  
E. K. Spinney, Yarmouth.  
Chinic Hdwe. Co., Quebec.  
Caverhill, Learmont & Co., Montreal.  
Thos. Birkett & Son Co., Ottawa.  
H. S. Howland & Sons Co., Toronto.

Rice Lewis & Son, Toronto.  
Wood, Vallance & Co., Hamilton.  
Wood, Vallance, Ltd., Winnipeg.  
Wood, Vallance & Adams, Calgary.  
Wood, Vallance & Leggat, Vancouver.  
E. G. Prior & Co., Victoria.

**THE Supplee Hardware Company**  
PHILADELPHIA, PENNSYLVANIA





## Our Line of Handles, Neck Yokes, Whiffle Trees, Etc.

Is of a Quality that is a Positive Assurance of Satisfied Customers

Our aim has always been to manufacture goods of superior quality and finish, and our increased business, we think, is sufficient evidence that our efforts have been appreciated; and in the future we will maintain the same standard at any cost.

Write for full particulars on any line, also prices.

We do all kinds of wood turnings.

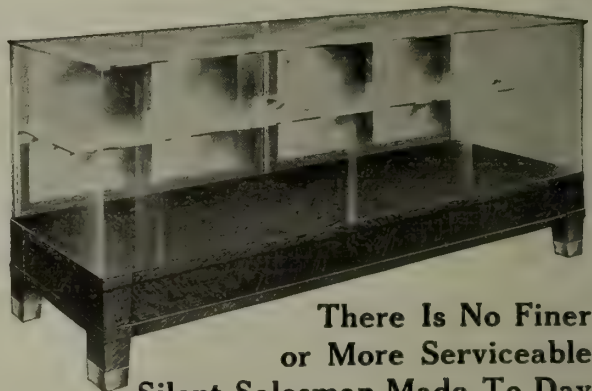
Head Office: London, Ont. Warehouse: Vancouver, B.C.

Factories: London, Strathroy, Tilbury.

## Silent Salesmen and Counters

of the Highest Prevalent Quality

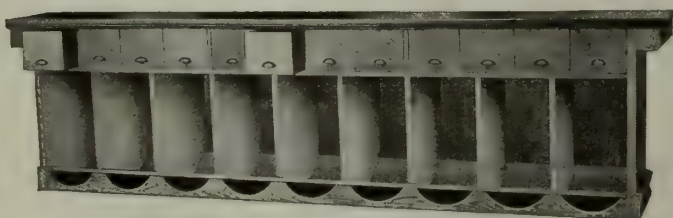
Have you ever considered that by installing attractive and convenient store fixtures you would **save time**, and draw a **much larger trade**. Have a better looking store than your competitor's and a lot of his business will come your way.



There Is No Finer  
or More Serviceable  
Silent Salesman Made To-Day

Rear Elevation of Our Solid  
Panel Counter

Solid Panel Counter usually made up 36 in. high, 28 in. or 30 in. wide top—any length required. Cut shows rear equipped with one row of 8 in. deep drawers, and below drawers a row of nail compartments, each with capacity of keg or more. The same style of counter may be made up with rear equipment of two rows of nail compartments, or with open shelves.



The Walker Bin & Store Fixture Co., Limited, - Berlin, Ontario

Manufacturers and Designers of Display Cabinets, Silent Salesmen and Counters



## The ERIE Line

### Seamless Steel Tray Barrows—Barrows for all Purposes

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub. ft., 10 cub. ft.  
Side or end dump. Barrows made the correct way.  
Let us have your enquiries.

MANUFACTURED BY

Erie Iron Works, Limited

St. Thomas, Ont.



### ELECTRIC BELL SET (COMPLETE)

Can be installed by anybody in a short time  
without any extra expense.

Price Complete

**\$1.35**

without Battery \$1.10

#### Comprising

- 1 Adjustable 2 in. Iron Box Bell
- 1 Dry Cell Battery
- 1 Moulded Edge Push Button
- 40 feet Reinforced No. 18 Bell Wire
- Wire Staples with Double Rubber Protection
- Screws for Bell and Push Button



## 85c. For Complete Electric Bell Set

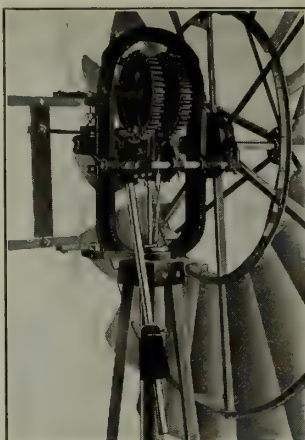
Over 50% clear profit to the retailer on every set. A specialty that will sell to every householder. Costs you only 85c, and sells complete with battery for \$1.35. Absolutely no trouble to instal. Everything necessary in the set, including diagram of connections. The illustration shows a sample of the card to hang up for show. The set is put up in cartons and therefore cannot deteriorate. There will be a big demand for these once you start them.—Get in on it at once.

**Chapman & Walker, Limited**  
TORONTO, ONTARIO

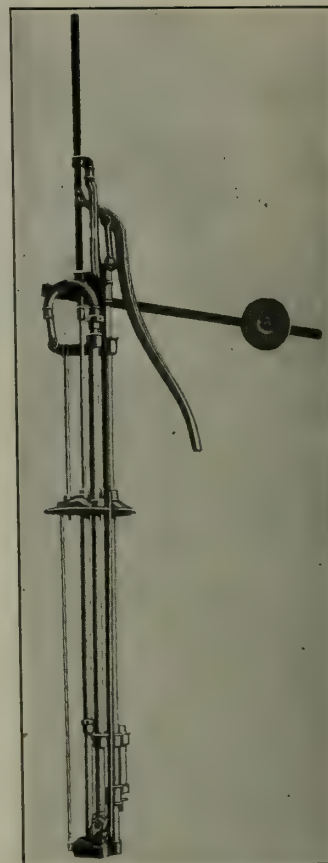




Assurance  
of  
Satisfaction



Good  
Margin  
For Profit



## Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

*Catalog on request.*

**Dominion Well Supply Co., Ltd.**  
Cargill, Ontario

## NICHOLSON-MADE FILES



**D**ECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over

1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel. The "Nicholson-made" File and Rasp Brands sold in Canada:

**American    Arcade  
Globe        Great Western  
Kearney and Foot**

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

**NICHOLSON**  
FILE COMPANY  
PORT HOPE, CANADA



Now is the time to order your supply of

## HAY FORK ROPE

We have a large stock on hand and  
can make prompt shipments—  
Be sure and specify **Consumers'**  
make.

Cordage, Lath-  
yarn, Twines,  
Packings,  
Clothes lines,  
Marline, Tarred  
Goods of every  
description, Man-  
ila, Sisal, Italian,  
Russia jute.

### Binder Twine

We still have a  
supply of differ-  
ent lengths on  
hand for immed-  
iate shipment —  
order before  
there is a short-  
age.

## CONSUMERS CORDAGE CO., Limited, Halifax and Montreal

Factories: Montreal, Que. and Dartmouth, N.S.

Branches: 9 Church St., Toronto and St. John, N.B.

### AGENCIES:

F. H. Andrews & Sons, Quebec

McGowan & Co. Vancouver

Tees & Persse Limited, Winnipeg, Regina, Moose Jaw, Calgary, Saskatoon, Edmonton

## PINK'S LUMBERING TOOLS

The Standard Tools in every  
province of the Dominion, New  
Zealand, Australia, etc.

We manufacture all kinds of  
lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale  
and Retail Hardware Merchants.

The  
**Thos. Pink Co., Limited**

Manufacturers of  
LUMBER TOOLS

PEMBROKE - ONTARIO

MADE IN  
CANADA



It's a Pink anyway you take it,  
and it's the best Peavey made.





# High Grade Clothes Wringers

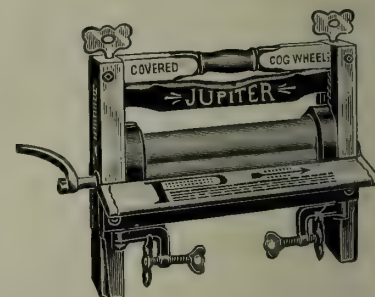
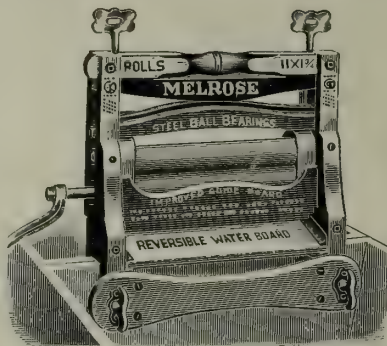
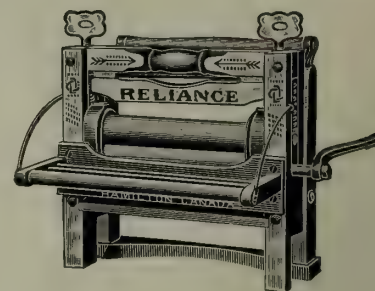


MADE TO WRING DRY

Fitted with Live Rubber Rolls, Durable and Highly Elastic.

We make wringers in many designs and various grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own roof, from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.

Anti-Chemical Rolls are not Affected by Acids or Washing Compounds



Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son,

Montreal  
Winnipeg



## Frost River Refrigerators

*Made entirely of Sheet Steel Galvanized*

Enameled Pure White inside and out.

They are very attractive, being delightfully dainty and clean in appearance, they secure the attention of the average house-keeper immediately on sight.

The all-steel body cannot warp, shrink, crack fall apart or decay—and without abuse a "Frost River" Refrigerator will last through a generation—and when installed will positively give any kitchen the appearance of refined elegance. There are absolutely no seams or crevices to harbor dirt or bacilli and cause foul orders.

They are very economical on ice and have a swift dry air circulation that reaches and purifies every square inch of the interior compartment.

Made in 3 sizes:—

- No. 22—Height 49 inches; width 25 inches; depth 18 inches.
  - 24—Height 52 inches; width 27½ inch; depth 20¼ inch.
  - 26—Height 56 inches; width 33 inches; depth 22 inches.
- Numbers 22 and 24 have single doors.  
Number 26 has double doors.

Write for prices.—Yes, we can ship promptly.

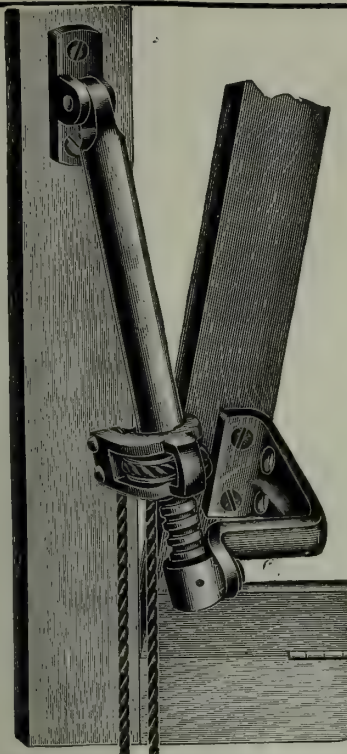
### The Thomas Davidson Mfg. Co., Limited

Montreal

Winnipeg

Toronto





10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

EVERED

& CO  
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England  
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS  
OF EVERY DESCRIPTION OF  
Builders, Cabinet Makers and Furnishing  
BRASS FOUNDRY  
LIGHTING FIXTURES  
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the  
Factory, Surrey Works, Smethwick, England.

# The Portland Power Washer

is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings on our motor are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

Will operate on less pressure than any other water motor machine on the market.

The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time.

Is thoroughly tested by our skilled expert before leaving the factory.

This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the Portland Power Washer is such a perfect piece of mechanism success everywhere.

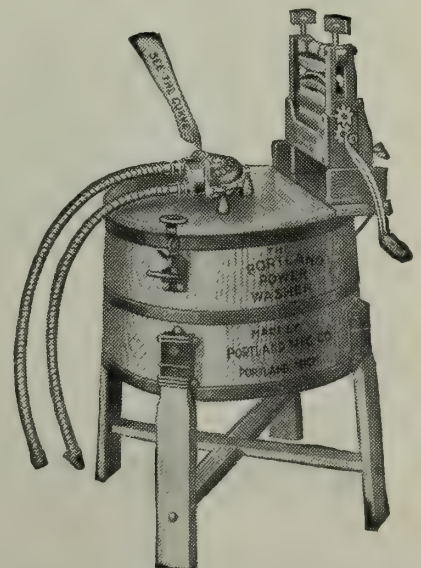
It will be a splendid washer for you to handle. Guaranteed for 3 years.

Manufactured by

PORTLAND MANUFACTURING CO.  
PORTLAND, MICHIGAN

Sole Distributors for Canada:

Henderson & Richardson, Montreal





# CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND,  
SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN  
OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

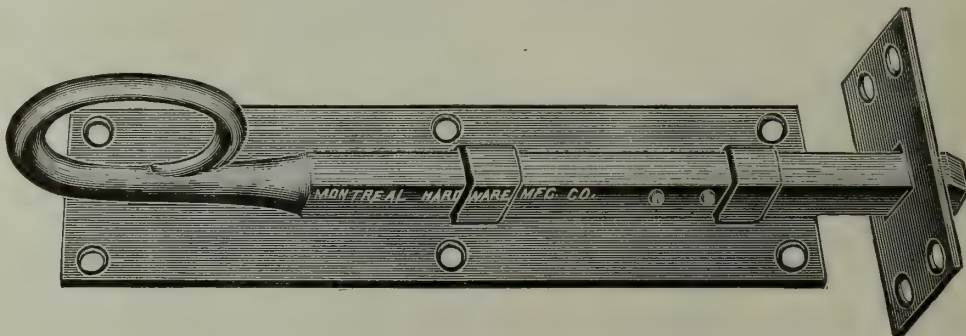
CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

## We Give Prompt Shipments

Order M.H. Brand and you won't have to wait. These are the goods which always give satisfaction. Stock them and complaints from customers will cease.

Send  
for our  
Catalog



Our  
Prices  
are  
Right

Place a trial order for M.H. Brand goods and we know that repeats will follow.

**Montreal Hardware Mfg. Co., Limited**  
MONTREAL

We are wholesale distributors  
for the leading makes of general  
Hardware. These include

IN

## CUTLERY

JOS. RODGERS & SONS  
WOSTENHOLM'S IXL GRADE



## PLATED WARE

COMMUNITY SILVER  
R. WALLACE 1835  
ROGERS BROS. 1847

## TOOLS

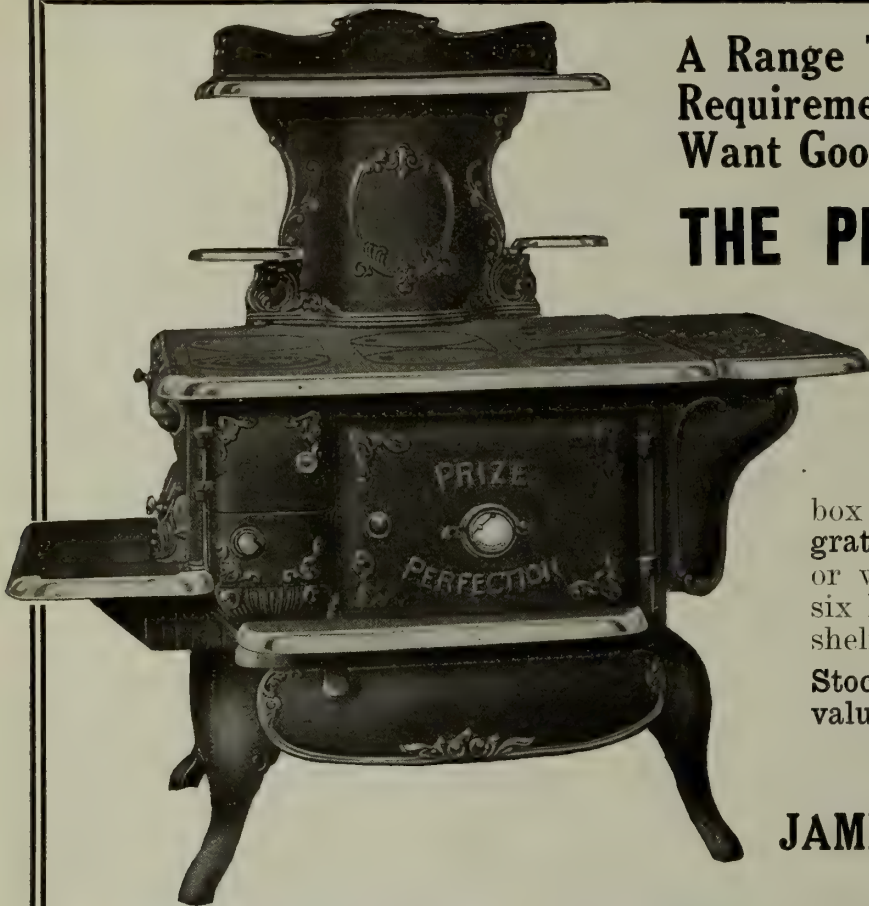
STANLEY PLANES AND OTHER TOOLS  
PARKER VISES  
BENNET'S FLOOR SCRAPERS  
REECE'S SCREW PLATES  
BROAD'S AND HAWORTH'S CHISELS  
ELECTRICIANS' AND CONTRACTORS' TOOLS

Send us your mail orders. They will be  
given every care and will be shipped  
promptly. If you are caught short of Harvest  
Tools, Lawn and Garden Tools, Hose, or  
Mowers, we still have a supply to take care  
of your repeat orders.

All mail orders billed at lowest prices.  
It is not too early to order Apple Parers,  
Fruit Presses, or Arms and Ammunition.

**Caverhill, Learmont & Co.**  
MONTREAL





A Range That Will Best Meet The Requirements of Customers Who Want Good Quality at a Low Price

## THE PRIZE PERFECTION

Has Many Points of Real Merit

This is an entirely new range of the latest design and it is absolutely guaranteed.

Has well proportioned fire box which is fitted with duplex grates. Burns hard or soft coal or wood. Square oven. Four or six holes. Square top and high shelf. Sheet flue.

Stock this range now—it will be a valuable asset to your business.

The

**JAMES SMART Mfg. Co., Ltd.**  
BROCKVILLE, ONT.



## “Quick Meal”

Blue Flame Wick Oil Stove

...THE...

**ORIGINAL OIL STOVE**

WITH A

**GLASS FOUNT**

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust, the shape of which creates the hottest fire possible.

The “Quick Meal” Stove is 32 inches in height and dimensions of tops are  $17\frac{1}{2} \times 25$  and  $17\frac{1}{2} \times 33$  of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the “Quick Meal” and you will have some conception of why it requires a factory of 1500 stoves a day capacity to supply the demand. We also carry the “Quick Meal” line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request.

Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA

# Banner Furnaces

## Are Reliable and Very Profitable

This is a furnace without a weak part—a furnace that is the result of the greatest care taken in the construction of every part, a furnace that saves the user money by giving an exceptionally long and satisfactory service.

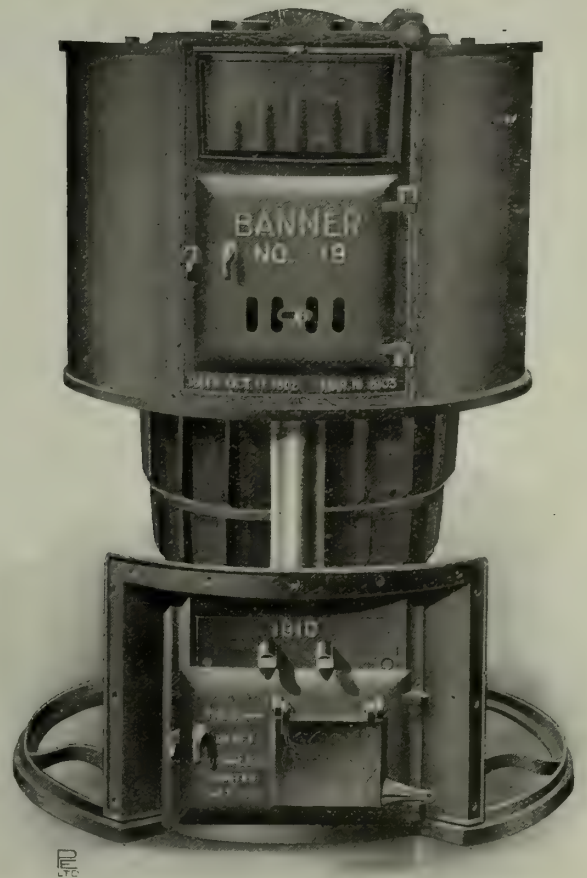
**The construction:** The **Grate Bars** are triangular in form, and it is acknowledged that this is the best grate for furnace use.

Being triangular in form, it has three sides—which can be exposed to the fire, and this will naturally give much better service than any grate with only one side to the fire. The No. 16 has one shaker bar only, whereas all the other sizes have two shaker bars.

The **Fire Pot** is made in two sections, with a cup joint which minimizes the danger of cracking in the centre. It is flanged or ribbed on the outside to add strength and additional radiating surface.

The **Cast Iron Dome** is made exceptionally heavy and fits the Fire Pot with a cup joint. It will last longer and will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

Write us for full particulars to-day.



## The Galt Stove & Furnace Co., Limited

Galt, Ontario





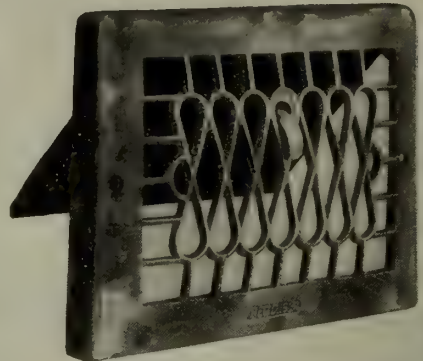
MISSION

## REGISTERS

Now is the time to see to it that your stock of registers is in good shape. McClary registers will add the finishing touches in appearance and utility to any heating system you may instal.

Above are cuts of two of our latest smooth finished castings, both neat and serviceable registers. They can be furnished in black, white, nickel plated or genuine oxidized.

**Junior**, Side Wall, one piece Register, is made in two sizes, 7 x 10 and 7 x 12.



JUNIOR

**Mission**, Side Wall, is a two piece Register in five sizes, 7 x 10, 7 x 12, 8 x 12, 10 x 13, 12 x 15.

These two handsome registers are of particularly taking design; material, workmanship, and finish are such that "out-of-order" is out of the question.

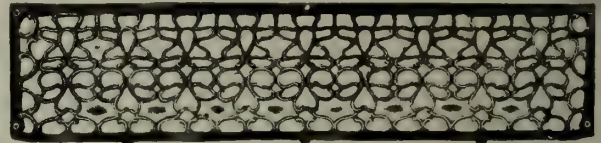
The ever popular "Cam" register is made in standard sizes, with genuine oxidized or plated finish. It has the largest sale of any register on the market.

We manufacture square and round floor registers, faces and ventilating plates in a variety of designs. All are quality goods; ready for immediate shipment.



# McClary's

London Toronto Montreal Winnipeg  
Vancouver Hamilton Calgary Saskatoon  
Edmonton St. John, N.B.

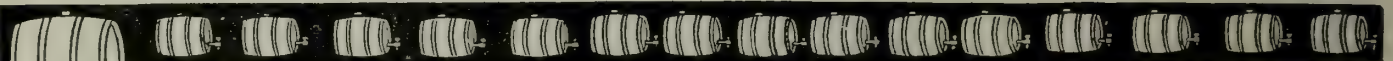


# PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices  
**Pease Foundry Company**

LIMITED

Works: Brampton. Head Office: Toronto.  
Branches: Vancouver, Winnipeg, Hamilton  
Montreal.



## D. PERES Barrel Brand Razors, Scissors and Pocket Knives Assure The Most Complete Satisfaction Everywhere

This cutlery is very attractive in design and finish, and is of a quality that cannot be excelled.

It will prove a valuable asset to your store. Send a trial order to-day.

We guarantee satisfaction.

Canadian Agents:

**GREEFF-BREDT & CO., TORONTO**

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.



You can talk across the continent for two cents per word with a WANT AD. in this paper.

# Mr. Dealer,—

This is not a talk on the merits of our products, you know them. We just want to remind you of the strong advertising campaigns of past years and to draw your attention to the fact that this year we are advertising Sunshine Furnaces even more thoroughly than ever.



Householders in your neighborhood who are contemplating the installation of a furnace will have the superiority of the "Sunshine" brought home to them.

If you handle this furnace, the whole weight of the McClary name and McClary advertising and the advice of our experts is at your back to help bring right home to you those good profits that come with the sale of a good article.

Don't forget that we are the largest stove factors in the Empire *because* we give our dealers a first class article to sell and help them to sell it.

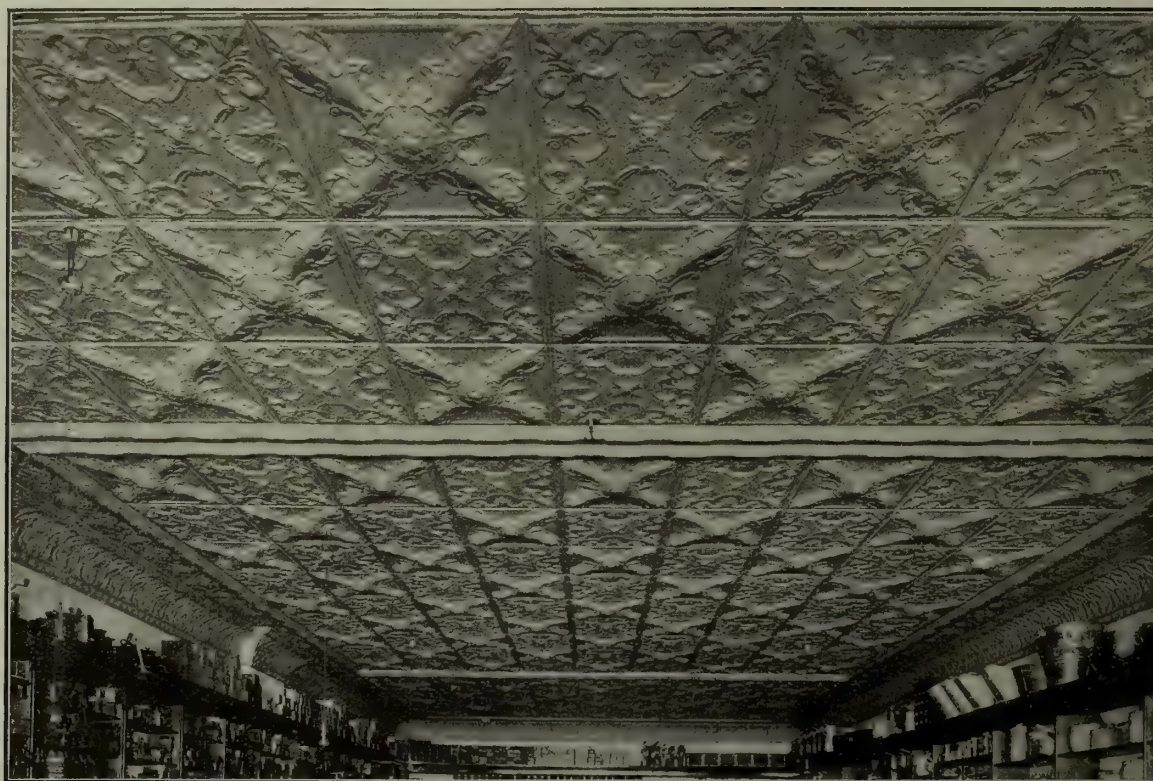
## McClary's

London    Toronto    Montreal    Winnipeg    Vancouver  
 St. John, N.B.    Hamilton    Calgary  
 Saskatoon    Edmonton





## There's A Big Profit in Store For Every Dealer Who Becomes A Preston Agent



We offer hardwaremen one of the best propositions on the continent.

Dealers are supplied with an attractive catalog which contains illustrations of stores, churches, public halls, etc., with our ornamental ceilings.

All the dealer has to do is to look up good prospects. When he thinks he has a party interested in our metal ceilings he mails us the name and address, and we immediately send an expert salesman, absolutely free, to close the sale.

Every sale that we effect through the dealer's co-operation we pay him a splendid commission. Some dealers made from \$300 to \$1,000 last year by being our agent.

Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

**REMEMBER, WE DO MOST OF THE WORK, BUT YOU GET ALL THE COMMISSIONS.**

Write to-day.

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your latest catalog,  
on "Better Buildings," also agent-  
cy proposition.  
.....  
Sign name here.





# Wrico

## —The Name of Quality

All good housekeepers recognize that there are great advantages in using kitchen utensils of the strength, durability and purity of the **Wrico** class, which meet all modern requirements of cleanliness, convenience and economy.

The Preference to-day is for quality goods every time, in lieu of cheap and unsatisfactory substitutes. Are you alive to this fact?

**Wrico**

### ANTI-RUST KNEADING PANS

The surface presents a coating of pure tin to the contents, and does not contaminate the material being kneaded.

Bowl pressed out in one piece—heavy wrought iron handles firmly riveted on. Covers supplied with pans.

Quarts .....	17	21
Weight per doz., lbs. ....	60	65

E. T. WRIGHT CO., Limited,  
WINNIPEG

VANCOUVER

HAMILTON, CANADA  
TORONTO



## Canadian Tube & Iron Company Ltd.

MONTREAL

### BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnerns' Rivets, Etc.

ASK YOUR  
JOBBER FOR



TRADE MARK  
BRAND

### WROUGHT PIPE

Black and Galvanized, sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture  
NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

Steel Rules, Gauges,  
Etc.

## CHESTERMAN'S MEASURING TAPES

Linen and  
Steel

TRADE



MARKS

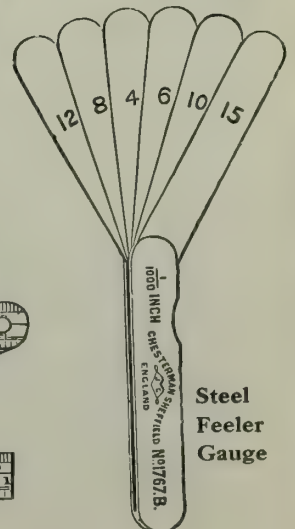


TREBLE



Steel Pocket Rule

Engineers' Small  
Tools



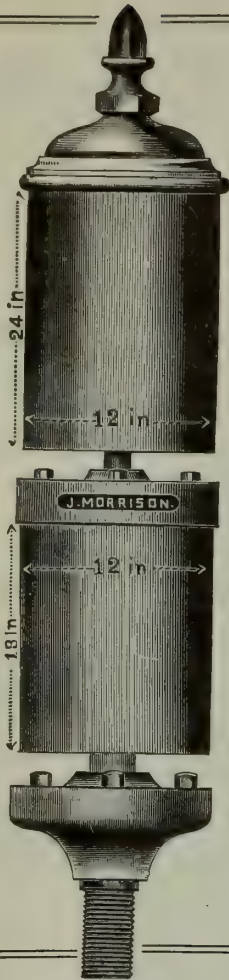
Steel  
Feeler  
Gauge



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal





Swing Check Valves  
With adjustable  
lift.



J. M. T. Radium Disc  
Valve.



J. M. T. STEAM COCKS.  
Full Weight—Well Ground

A High Quality, Guaranteed Line of  
**Engineers' Supplies, Steam Goods,  
Etc.**

The kind that satisfies particular people.

Good margin for profit.

Will be pleased to give you full particu-  
lars on any Line.

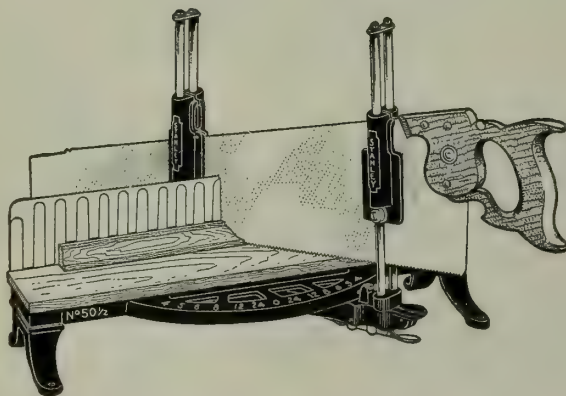


Grease Cup.



J. M. T. INJECTOR  
(Improved)

**The James Morrison Brass Mfg. Co., Ltd.**  
93-97 Adelaide Street West, TORONTO



# Stanley Tools

## No. 50 1/2 MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

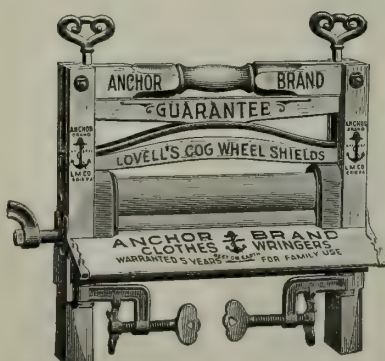
No. 50 1/2

No. 60 1/2 with 20 in. Back Saw

List Price each \$5.50

" " \$7.50

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.



## No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

### "ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

**Lovell Mfg. Co.**  
Erie, Pennsylvania

# Whip Up Your Sales With



## It's "Quality First" With Us!

That has been our slogan—and we have kept to it to the letter.

The result is *honor built whips*—whips that you can place in the hands of your most valued customer and say, "There's a whip that you can depend on—it won't break at the crucial moment—or welsh when put to the test."

You can say that, Mr. Dealer, because we are right back of the HAMILTON Whips *guaranteeing them to stand up and "make the grade."* There's money in handling a cheap product with a low price — no doubt of it—but what about your prestige? What about the *personal* pride you have in your business—and what about the *good, iron dollars* in the pleased "repeat" customers, who haven't been mistaken when you have assured them that they *were getting their money's worth????*

There are some "dome exercisers" for you....

We sell whips that don't make you ashamed to meet the ultimate customer on the street. You'll be proud to. Let us stock you up with HAMILTON Whips, and assure your store of "honor bright" goods.

HAMILTON WHIP CO.,  
Hamilton, Ont.

Gentlemen,—Send me your descriptive circular and full information regarding your "Special Sample Assortment."

Yours truly,

.....  
.....

Just tear off and mail this slip for descriptive list and our Special Sample assortment.

**HAMILTON WHIP COMPANY**  
HAMILTON, ONT.



## Put Oil Lamps in the Profit Column

¶ A thousand merchants, more or less, in city and country communities, return to us year after year for **more lamps**. That's why we **absolutely know** Pilabrasgo lamps will sell to **your** trade.

¶ They're better—that's all. They're modern, efficient and clean. They **look** right and they **act** right in any modern, well-furnished home.

¶ They'll put your lamp business where it **ought to be**—in the Profit Column. Write us, and we'll show you photos.

**The Pittsburgh Lamp, Brass & Glass Co.  
of Canada, Limited**

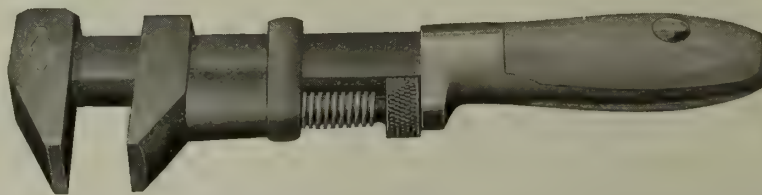
119 Wortley Road,  
London, Ontario



R. E. Davis,  
Representative

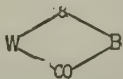


## The Nut Must "Give" In The Bite Of A "W & B" Machinists' Knife Handle Wrench



☐ EACH "W & B" MACHINISTS' KNIFE HANDLE IS WARRANTED

The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W. & B." Machinists' Warranted Knife Handle Wrenches have no weak points.



**Tools of Quality Bear These Marks**



Your jobber will supply you. In case he is out of stock, and you are delayed in getting your orders filled, write us direct. We will see that you are supplied.

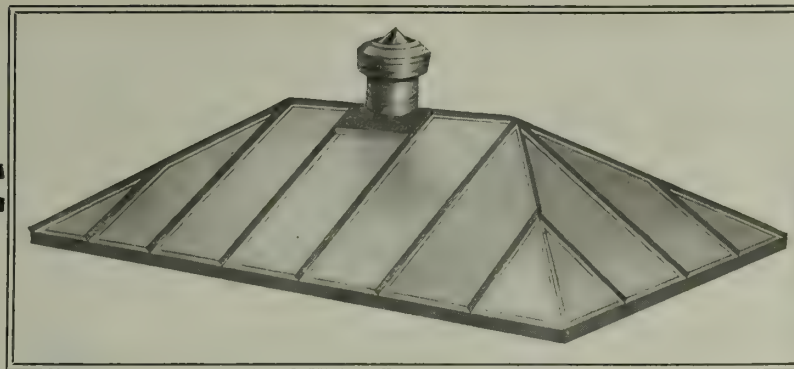
WRITE FOR CATALOG NO. 82-B.

**The Whitman & Barnes Manufacturing Co.**

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont

Stocks carried at Winnipeg and Montreal



# “Metallic” Skylights

of all shapes and sizes, for all purposes. We can give you a better job and save you money, on any skylight. Our equipment for doing this work is the most modern and complete in Canada. Write for catalogue and price list covering Skylights, Ventilators, Cornices, etc.

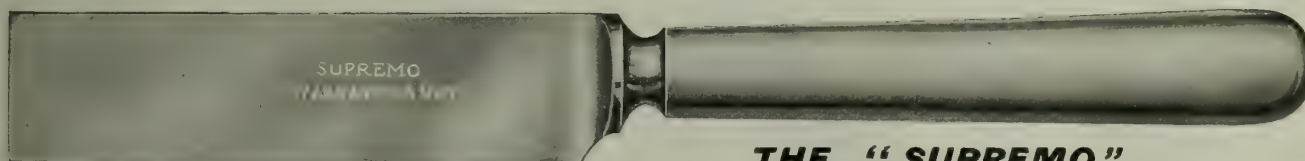
We are also prepared to produce special designs to meet any requirements. Tell us what you need and we'll send complete information.

Hollow Metal Construction, Plain or Wired Glass.

## The Metallic Roofing Co., Limited

Toronto MANUFACTURERS and Winnipeg

### High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



**THE “SUPREMO”**

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

**McGLASHAN, CLARKE CO., LIMITED**

**Niagara Falls, Canada**

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

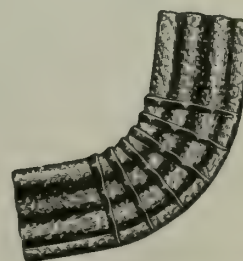
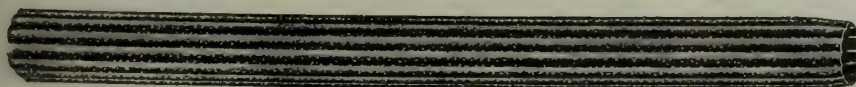
**The best is always the cheapest, try us and see for yourself**

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Brand of silver plate—  
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# HARDWARE AND METAL

*Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JULY 12, 1913.

No. 28

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## REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## HARDWARE AND METAL

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UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.





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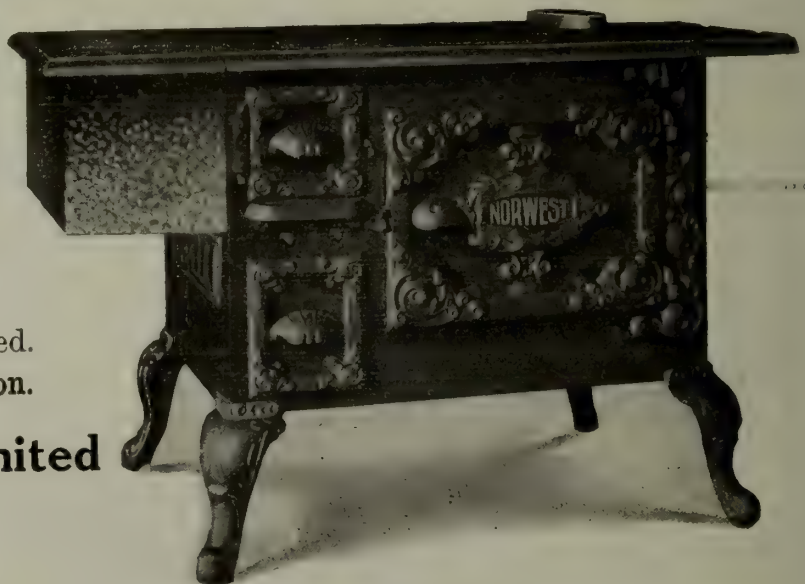
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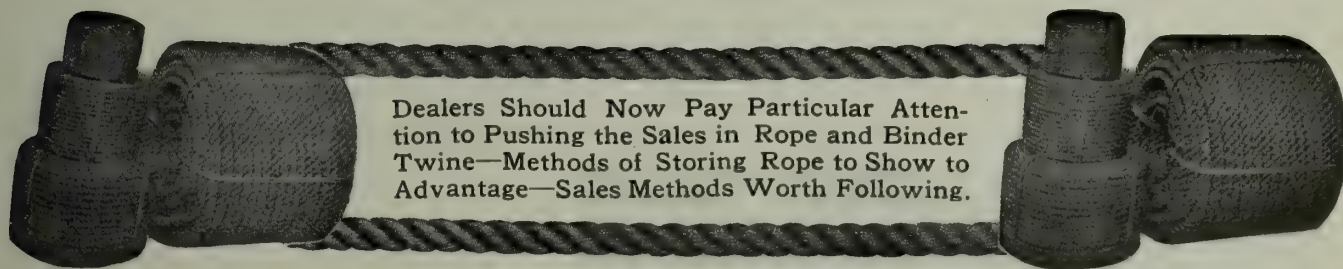
# HARDWARE<sup>AND</sup> METAL

Vol. XXV.

JULY 12, 1913

No. 28

## Increasing the Demand for Rope



*The time has now arrived when the heavy demand for rope and binder twine manifests itself. Hardwaremen, therefore, should pay close attention to this branch of the business. Where large quantities are sold, carelessness in handling will soon "run into money" and the question of proper storage methods becomes of great importance to the hardwareman. In the accompanying article, attention is paid to this phase of the subject and mention is made of aggressive sales plans which might be followed to advantage.—Editor.*

This is a season of the year when many farmers need new rope for haying and other farm work. The haying season is a time when work must be done quickly, and the breaking of a rope often means a serious loss of time to the farmer. It is curious to note how many farmers will take a chance on an old rope and trust to luck that it will last them through the haying season. They often take the same kind of a chance with their binder twine, and, sooner than buy a few pounds more than they think they will need, they run the risk of having to drive to town for more twine in the middle of the harvest season or bother their farmer neighbor in an effort to borrow a few balls of twine to carry them over.

In order to show how short-sighted some farmers are, I will cite an instance that occurred last year during the busiest part of the haying season. The farmer in question had a  $\frac{7}{8}$ -inch rope, which he had used for some years, and which had certainly done its duty. He knew the rope was becoming worn, and would not last much longer. His son advised him to purchase a new rope before the advent of the haying season. The farmer thought he could make the rope do for another year, and, disregarding the advice of his son, the old rope was again brought into service.

Everything went smoothly the first day, but on the morning of the second day it could be plainly seen that there would be rain before night. The result was that strenuous efforts were being made to get in as much hay as possible. About 11 a.m. the rope broke, and, although the hired man was a good hand at splicing, his efforts were useless, as the rope was too badly worn to be of further use. The result was that the farmer had to drive a distance of eight miles to the nearest town for a new rope. On the way home his horse shied at an auto, and the democrat in which he was riding came in contact with a tree, the result being that considerable damage was done to the vehicle. The farmer did not arrive home until four o'clock in the afternoon, just in time to see his hay treated to a heavy downfall of rain.

Now this farmer may have been exceptionally unfortunate, but there are many who lose considerable time driving to town for rope during the busy harvest season. The point that should be emphasized on the mind of the farmer is that he should be prepared for the haying and harvesting season with sound rope and a good supply of twine. The cost of rope or twine is exceedingly small when compared with the loss of time and damage to crops

occasioned through breakage of rope or shortage of twine.

These are points that should be brought up by the hardware merchant and suggested to every farmer who enters the store at this season of the year. A coil or two of rope and a display of twine deserves a prominent position in the hardware store at this season of the year. Too many hardware merchants allow their rope and twine to be hid in a cellar or a back warehouse, and do not show it unless asked by a customer. Nothing is more seasonable at the present time than a neat display of hayfork rope, pulleys, hay slings, trip rope, twine, etc. Very attractive window displays can be made, and neat show cards can be used suggesting that the farmer be prepared for the harvest season and showing him that a good rope, good slings, etc., a sufficient supply of twine form one of the best insurance policies he can obtain for safety and expediency in handling the crop. Impress on the farmer that he is taking a great risk in trying to handle his crop with an old or worn rope, and also that the extra cost of an extra supply of twine is small when compared with the feeling of security it ensures. The store window can be made to play an important part in pushing the sale of rope and twine, and some very attrac-

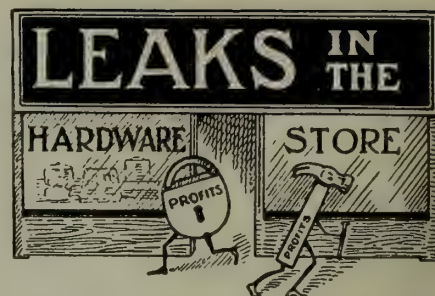


tive displays can be arranged. Harvest tools can also be used to advantage in arranging a display. The dealer should impress upon the farmer the advisability of purchasing a high-grade rope. The extra cost of a good rope is very small, and the results obtained in its use are much more satisfactory than where a cheap rope is used.

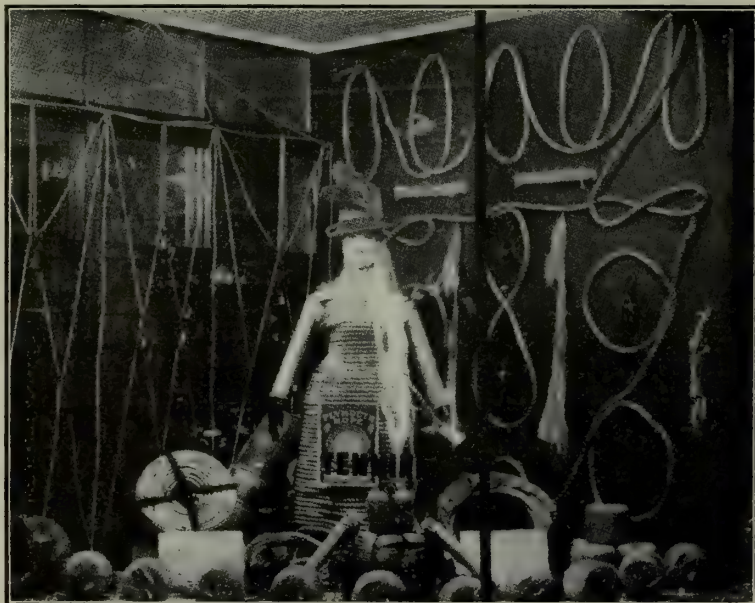
Another matter that should be pointed out to farmers is the advisability of purchasing good hayfork pulleys. You very often see a farmer purchase a high-grade pure Manilla hayfork rope and a couple of 25-cent pulleys. It is true that some of the 25-cent pulleys are good value for the money, but it would be cheaper for the farmer to pay a higher price and get a high-grade pulley which would work easier, cause less friction and less wear on the rope.

for a block and tackle. If the rope had not been displayed the chances are that he would have forgotten about it, and might possibly have purchased it at another store.

Care should always be taken to keep the rope stock in a good and saleable condition. Considerable annoyance is sometimes encountered with coils of rope that have been started the wrong way in opening a new coil. If the following directions are followed there will be no danger of kinking. Place the coil on its head with the inner end of the rope at the bottom; then draw out this end anti-clockwise, and throw the rope as it comes out so that it will fall in the same direction as that taken during the unwinding. Where storage space is limited it may be necessary to draw from the outer end of the rope.



The disinclination of some clerks to show goods to customers is a serious leak that is found in some hardware stores. This is a leak that should not be allowed to exist. The unwilling clerk will soon drive away trade. If a customer asks the price or desires information regarding an article it is the duty of the salesman to give the customer all



## A CLEVER DISPLAY.

*The accompanying illustration shows the splendid results which can be obtained by the use of rope for window display purposes. The display is distinctly original and would attract the attention of every passer-by in most forcible manner. It is not at that a difficult display to arrange, although the figure calls for a certain amount of ingenuity. A splendid assortment of lines is shown in this window.*

Rope, if properly handled, is a line on which a good margin of profit may be obtained, and every hardware store should make it a point to have rope displayed with the prominence it deserves. There are many sizes of rope, ranging from 3-16 inch to 1½ inch, for which there is a good sale at all seasons of the year. The uses for rope are many and varied. The writer was in a hardware store a short time ago and noticed that the rope was shown at the front of one of the counters. The stock was kept in the basement, and by arranging a row of holes in the floor the rope could be drawn up as required. A sample of each size from ¼ inch to 1 inch was on display. A farmer entered the store to purchase some nails. While waiting for the clerk to tie up the parcel, the farmer noticed the rope and suddenly remembered that he needed rope for three halters, and also enough

In this case the coil should be placed with the inner end at the top. This method, however, has the disadvantage that the burlap covering must be removed.



Window display advertising is from the standpoint of cost the cheapest advertising you can do, because for a given amount of expenditure it is the most effective. However, don't expect your windows to be effective without any expenditure of money or effort. Don't hesitate to put a little money into window equipment when necessary. Such things as boards, fixtures, cloth and lights must be provided, and the expense of a man to work with these things while the windows are being arranged. Charge these items up to your advertising, as it is all money well spent.

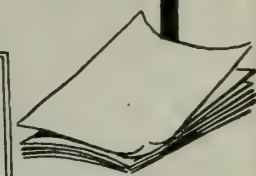
the information possible. If the prospective customer notices that the clerk is indifferent and apparently not much interested in doing the work he is supposed to do, the customer will soon travel in the direction of an opposition store. Willingness to show goods has often resulted in unexpected sales being made. The clerk who is slow to realize the value of showing goods, especially to customers who make enquiries should seek some other kind of employment. In showing goods to a customer or drawing the customer's attention to new lines it is not necessary for the clerk to bore the customers. If he shows the goods in the right spirit and in a willing and friendly manner he will find that showing goods is an act of duty and courtesy that will be much appreciated by customers and will result in many profitable sales at the same time making many friends for the salesman.



# Biographical



Mainly About the Men Who Call on the Hardware Trade in Canada.



ORATORY and salesmanship do not always go to together. All orators are not salesmen; and on the other hand, all salesmen are not orators. Still it is often found that good salesmen acquire the art of public speaking; and the ability to sway people from the platform goes a long way toward making a salesman.

William Jeffrey, of McClary Manufacturing Co., is both a salesman and an orator. Those who know him, associate William Jeffrey in their minds with platforms, platitudes and applause. He is the Chauncey Depew of the trade. When he has occasion for a speech, he always has the speech for the occasion. He is there with the ready retort, the vivid verb and the alliterative adjective. He is equally at home when the occasion calls for high-flown eloquence, facetious lightness or, even, acidulated denunciation. Cobalistic combinations of cacophonous consonants roll off his tongue as easily as water off a duck's back.

Needless to state when William Jeffrey calls upon a customer and turns on the full battery of his persuasive powers, he is a hard man to resist. But he has not restricted the use of his eloquence to business hours by any means. Time was when he did quite a lot of stump speaking in the environs of Stratford. He acquired a reputation as a spell-binder thereabouts. Since then he has made himself recognized as the best man to be found to sit next to the toastmaster and fill a half hour with post prandial wit and wisdom. And no convention of McClary men is complete without an address from Wm. Jeffrey. To sum it up, he bats 400 in the orators' league.

Now for some facts. William Jeffrey traces back his start in life to a day in October in 1855—the 24th, to be explicit—in the town of Cobourg. He came of good old hardware stock, his grandfather and father having been hardwaremen before him. Under the firm name of A. Jeffrey and Son, they had started business in Cobourg in the early '40's. They continued in business until 1869 and the first insight that the subject of this sketch secured into



*Wm. Jeffrey is the Chauncey Depew of the trade. He is always there with the ready retort, the vivid verb and the alliterative Adjective.*

the grandest of all trades was gained in this way. If a dissertation be permissible at this stage, allow us to dissert that the boy who is brought up in the hardware atmosphere is luckier than the youngster born with the proverbial silver spoon in his mouth. There is something uplifting about hardware, something of the sternness and dignity of metal gets into the hardwareman. It teaches him probity and earnestness and many other very desirable qualities.

Thus William Jeffrey started out with the best possible training in the world. At the age of fifteen, we find him working with his father in the hardware business in St. Catharines. For some fifteen years after that, he was with the firm of Jeffrey & McLenhan in Stratford. He then branched out into business with his brother A. J. Jeffrey in the classic city

under the style of Jeffrey Bros., until the year 1896. As a retailer, William Jeffrey had proven himself all that could be desired, but about this time the lure of the road began to manifest itself. There is something about the life of the commercial traveler, a subtle magnetism, which draws many men and holds them fast. The lure reached William Jeffrey and we find him starting out to cover Western Ontario for the Moffat Stove Co., in the year 1896. Shortly afterwards he transferred his services to the McClary Manufacturing Co. and has been with them ever since. He started on the ground between Barrie and Port Arthur but is now covering the territory extending from Oakville to Callander, including the Parry Sound and Muskoka districts and considerable country to the south.

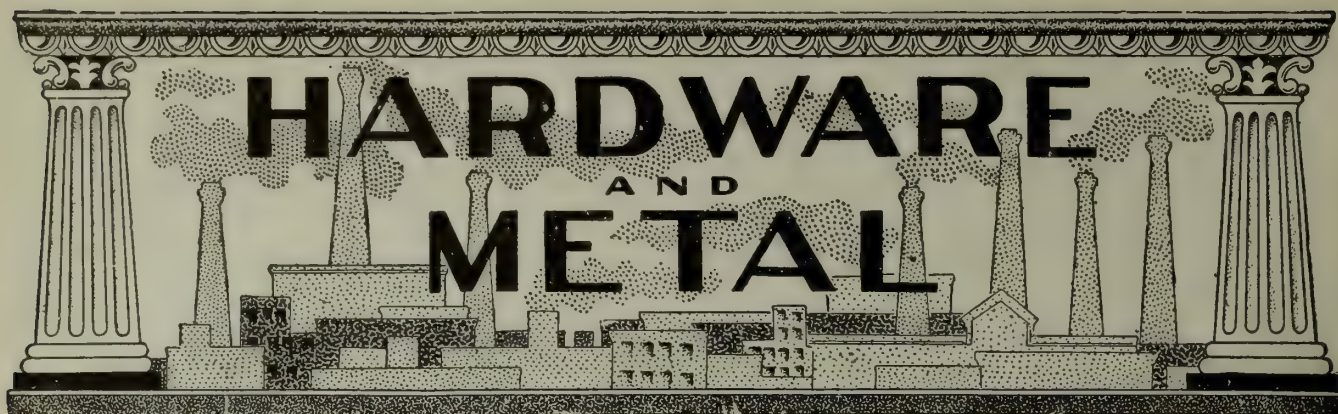
Mr. Jeffrey's seventeen years on the road have been crowded with incident. In the first few years, when he was traveling in the northern wilds—the word describes the district then exactly—of Ontario, he learned all there was to know about pioneer life. He covered the Temiscaming district before the railway went through. Taking samples by buckboard into a country as nearly inaccessible as nature can make it is an experience which few would care to undertake and fewer still to repeat. Another experience that Mr. Jeffrey had was to drive to the Manitoulin Islands during the winter time—a trip of some "rigorosity."

William Jeffrey is one of the veterans of the traveling fraternity. He is known all over the country not only as a salesman and a speaker of rare ability, but as a man of likable qualities and sterling integrity. He has friends everywhere who unite in hoping that he will continue for many years more an active member of the traveling fraternity.



Nobody has yet discovered any substitute for advertising as the best business getter. When you begin to get discouraged with your advertising give it more care rather than less.





Vol. XXV. No. 28

Toronto, Canada, July 12, 1913

Two Dollars per Year

### THE BUSINESS OUTLOOK.

The situation has not shown any material change. It is now generally believed that the fall will see a material improvement in conditions, but this is contingent on good crops. Under the circumstances, the crop possibilities are being watched very closely. The heavy rain of last week was hailed as a blessing and it certainly did a great amount of good. The rain was particularly needed in the West. A representative of Hardware and Metal, now touring the West, writes that "the last week has materially improved the situation, rain having been pretty general." There have been some bad hail storms in parts of the West, and anxiety has been felt on that account, but information is to hand to the effect that the storms in all instances were purely local and the damage done will not seriously affect the general result.

Taking everything into consideration, the crop outlook is very favorable and the general feeling, therefore, is more optimistic. In the meantime, business is brisker. In hardware lines, there has been an active tone which has been accentuated during the past two weeks with the advent of warmer weather.

### A NEW PERSONAL SERIES.

With this issue Hardware and Metal begins a new series of personal sketches. It will be devoted largely to well-known traveling men, the idea being to present to our readers intimate studies of the men who are largely responsible for the distribution of hardware in Canada to-day. The traveler is, or should be, the best friend of the retail merchant. They come closely in touch together and their interests, in the broadest sense, are identical. The series will, therefore, be of interest to all branches of the trade.

Contributions to this page are requested. Send us information about men you think should be included in this biographical series. Anecdotes and little stories of incidents on the road will help to add interest to the page and serve to make it a further link between retailer and traveler.

### EXPRESS RATES REDUCED.

In accordance with the order of the Railway Commission, western express rates will be reduced starting on July 15. The wording of the order is so extremely technical, however, that it is found difficult to arrive at an

understanding as to what the reduction will be. A complete explanation of the order appears in the current issue of the Board of Trade News, prepared by Mr. Marshall, the traffic expert of the Board of Trade. Mr. Marshall gives a number of examples to show how the new rates will compare with the old and it will be interesting to give a few of the rates he has worked out to show the way the reductions will affect transportation charges. In each case the weight of the parcel is assumed to be 100 pounds.

From Toronto to Minnedosa, Man., there is no reduction. To Brandon and Kemnay, Man., the rate drops from \$5.25 to \$5. To Brisdold, Man., Moosomin, Sask., and other points in that district the rate from Toronto is reduced 50 cents. To Yorkton, Sask., and the neighborhood the reduction is 75c—the new rate being \$5.50. Parcels consigned to Regina, Calgary or Edmonton will go for \$1 less than formerly, while the rate of \$9.25 to the coast is \$1.25 lower than before.

These reductions, while they appear small, will bulk largely in the charges paid by a merchant or shipper in the course of a year. It would pay all western merchants to secure copies of the explanation made by Mr. Marshall. Commenting on the work he is doing, the Manitoba Free Press says: "The work of Mr. Marshall as an official of the Board of Trade grows more and more important. He is a competent rate expert and meets the railway and express officials on an equal footing. The advantage of a traffic man of his standing and high character to merchants and shippers of this city is incalculable."

### CANADA'S FOREIGN TRADE.

Our neighbors in the States measure their foreign trade by exceedingly bulky figures, exceedingly bulky as compared with those which represent the foreign trade of Canada. When, however, the per capita trade is ascertained the comparison is very encouraging to Canada. Dealing with the external trade of our neighbors, Bradstreets in a recent issue states:

"The foreign trade of the United States aggregates \$4,250,000,000 for the fiscal year ending June 30, 1913. While this is an encouraging record compared with Canada's, it seems we have no cause for envy on this side of the line. Canada's foreign trade for the last fiscal year 1912, totalled over \$1,000,000,000. That is United States' foreign trade is to Canada's as 4½ to 1.

"Since her population is, however, to Canada's as 11 is to 1, we have a start of them per capita of about \$3 to \$1. Our trade per head is about \$11, whereas that



of United States is only \$4.25. The progress of the foreign trade of the United States, however, has, like Canada's, been a steady upward sweep."



### BEGINNING REFORMS AT HOME.

It has been frequently stated that among the best customers of mail order houses are to be found the wives and families of retail dealers in cities, towns and villages. To substantiate this contention there is reprinted below a letter to a mail order house, which was a part of an article written for a daily paper on the humorous side of this phase of business dealing:

"Dear Sirs,—When sending my order, kindly omit label of your firm on the outside of parcel, because my husband runs the biggest store in this town and it would spoil trade and put us in the hole if it was found out we dealt with you. Besides, I have a rival here who copies everything I wear, and I don't want her to get wise to where I purchase my things.—Mrs. S. B."

If retailers are anxious to lessen as much as possible this mail ordering practice, they must begin the house-cleaning at home. If it should be found out that a merchant in a certain community finds it more convenient to buy goods from an outside source than from among his fellow dealers, what excuse has he for preventing his own customers from doing likewise? Let every merchant buy all the goods he does not handle at home and set a good example to the community.



### POINTED EDITORIALS.

Now is the time to rope in the binder twine trade.

\* \* \*

A dollar in time saves nine—when it's a case of using paint to save subsequent repairs.

\* \* \*

Salesmanship is more than mere putting together of words. But a ready tongue is a large part of it.

\* \* \*

Express rates will go down on July 15. The reduction is not large but small express favors are thankfully received.

\* \* \*

A man who cannot sell goods in a store which boasts of attractive window displays does not rank very high as a salesman.

\* \* \*

The old saying 'heavy as lead' can scarcely apply to metal markets at present, as lead is about the only metal that continues to hold up.

\* \* \*

Many subscribers of Hardware and Metal did not receive their copies until late last week. This was due to the fact that power was off in Toronto for six hours on Friday.

\* \* \*

The financial tightness does not seem to have affected the general public to any appreciable extent as yet. A word to the wise is sufficient. Dealers should push collections now and push them hard.

\* \* \*

Swat the Fly is a good motto but we can suggest a few more equally good, such as Poison the Potato Bug and Crush the Caterpillar. Hardware dealers should push insecticide supplies as well as fly swatters.

## Derived Interest

THE extract from an article in "System" has a real moral for the retail merchant. It teaches the lesson of how to reach the customer's interest—a lesson to be applied in salesmanship and advertising.

Our interest in nine-tenths of the subjects we give our attention to is purely a derived interest. A man's interest in business, nine times out of ten, is derived. He doesn't like to sit all day bent over a desk. He does it because it is a means to an end—his weekly or monthly salary. His boss doesn't like spending time making deals with men who are personally uncongenial. Yet he spends days in their company because the deals he makes with them are means to a desired end—a larger income.

Man hates to work ordinarily, if work be "the be-all and the end-all" of his efforts. But the great flywheel of the business world, derived interest—interest in work because doing that work well is a means to income, promotion, advancement, prosperity—keeps millions of men and women working hard and faithfully day after day.

No man in business can afford to ignore this tremendous truth. Thousands of men fail to make proper application of it in their policies—and lose hundreds of millions of dollars as a result.

Have you ever thought how differently different people look at the same object? Take, for instance, a group of travelers who have made the same trip through Europe—and had exactly the same opportunities for observation. All looking at the same Europe see something different from what the rest saw. Their professions—their chief ends and interests in life, give them absolutely different points of view. Their interest in everything they saw was derived interest.

We do not have to go to Europe to find illustrations of this human nature truth. We can see it at home. Think of the millions of activities in a great city like New York or Chicago. Think how little the average man sees or cares about most of them—because he can not see where they affect him.

Selfishness is the key note to ninety per cent. of all human characters. Men are primarily interested in themselves, their families, their wives and children, their business, their own welfare. Uncounted thousands of beautiful, useful, noble or interesting things do not even attract their attention—because they can not see where those things touch their interests. They have fenced in a little, little area in this vast and wonderful universe, and never step outside of it, or care even to look outside of it. If you want them to do so, you must show them how doing so will affect their incomes, health, prosperity or happiness. They have no direct interest in most things in life.

All of this, as I shall show later, has a tremendous significance to the man who wants to make money in business.

\* \* \*

That Ottawa Exhibition promises to be a record breaker in every respect.



# Second Convention of Window Trimmers

Meeting at Toronto This Year Promises to be One of Unusual Interest—A Splendid Programme Has Been Prepared and a Large Attendance Anticipated.

The following letter from President Hollinsworth of the Canadian Window Trimmers' Association will be of interest to all interested in display work:

Attention, Members of the Window Trimmers Association: Don't let other plans interfere with your attending the Second Convention in August. If you don't attend, you will certainly miss a lot of valuable instruction and a general good time. No efforts have been spared to make the meeting an excellent one. The committee have secured a large hall in the heart of the business district close to Yonge Street. This hall has every convenience for your comfort during your stay here. There are rest rooms, smoking rooms, checkroom, wash room, a fine stage for demonstration purposes and everything necessary to carry out our splendid programme. In connection with the convention hall is another large hall where exhibits of all kinds of fixtures, flowers, figures, card writers' supplies, etc., may be seen. Requests for space are coming in and from present indications this exhibition hall will be all taken up by exhibitors.

The committee are securing Mr. Nowak who is an expert on fabric drapery and will give lectures and demonstrations in this line. Besides this we are securing the services of Mr. Cowan who last year gave us such an excellent insight into how windows are trimmed in other cities. Mr. Koerber, of Philadelphia, will likely be here and treat us to his splendid demonstrations and explanations. Mr. Busch and Mr. Hess and several others will also assist in making the programme interesting.

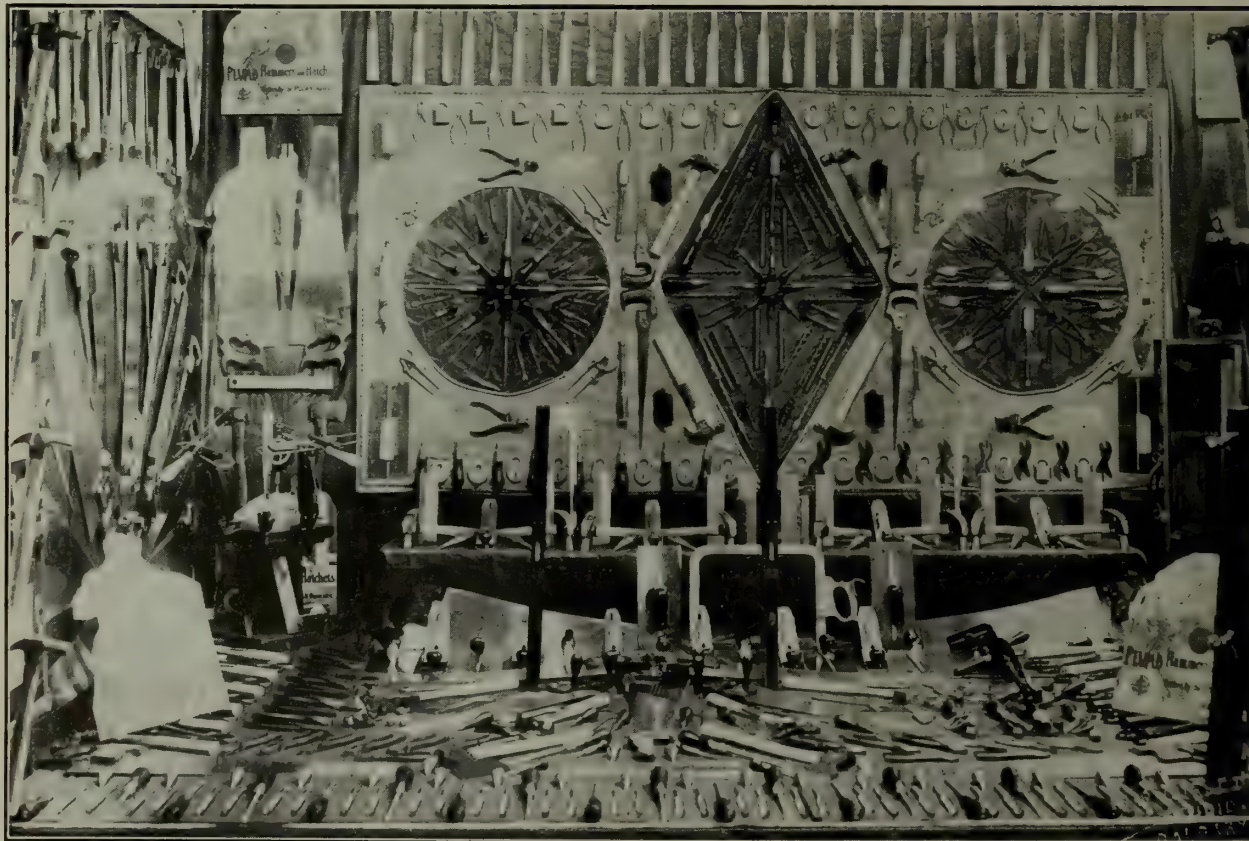
The displays of fixtures, forms, etc., will be on a big scale and in short the whole programme is to be highly interesting and instructive.

It is absolutely necessary that we have a big attendance to insure success. Come prepared to say something. If you have some new ideas bring them along. Bring along a new member if you can. We will gladly welcome any merchant or any one interested in our programme.

Look up the announcement in the trade papers relative to the contest. The medals are worth trying for

as they are beauties. See that your photos are listed under the right headings. You have still a month to get some good pictures taken. Read over the rules governing the classes carefully. There is a big list of prizes this year and every consideration will be given you in order to secure one. If you have any suggestions along any line or if you have any ideas for bettering our association don't fail to "spiel them off" at our meetings. Make it a point to get here anyway. If you are not in good standing, square matters up with the secretary when you come. A good, jolly, instructive three days' attendance will put new life into you, will broaden your experience and make you more profitable to your employer. Tell him this and see that he pays your expenses here. You are entitled to this and Mr. Merchant will find it money well invested. So come along boys on the 11th August and help us make this 1913 convention a banner one.

H. H. Hollinsworth,  
President C. W. T. A.



*An exceptionally good tool display arranged by C. H. Smith, with the J. H. Ashdown Hardware Co., Calgary.*

# A Man Succeeds Because He Thinks Success

Some day, perhaps, we will establish a university, a school, to educate boys and girls that poverty and failure were never included in the scheme of the world.

¶ Thousands of men who have succeeded had no better chance, perhaps a chance not half so good as thousands of others who have failed. This fact is gradually becoming clearly and definitely fixed in the average modern mind.

¶ A man succeeds because he thinks success. Because he has prepared himself through nights and days of work and study to take advantage of something worth while on the day it arrives. The man who frees his mind from rubbish, from self-complacency, is the only man who is in a physical, moral and mental state to accept something big when it comes his way.

¶ The principle that the man who doesn't succeed is the man who deserves to fail, is dawning in the eastern sky. There are objections to this universal fact, just as there were objections to the idea that the earth turns on its axis, a century or so ago.

¶ You say that men have worked hard, have struggled against uneven odds, and failed because success was impossible, because the thing itself was against the man, but the answer still stands unmoved and undisturbed. We must establish a principle that the man who has succeeded deserves to accomplish what he did, and we will always have a few apparent exceptions to this law, in order to prove its unchangeable existence.

¶ We know that the great percentage of all men in all lines are failures and we know equally well that most men who have failed financially and morally, are those who first failed mentally and physically. A man knows whether he is making progress, or whether he is on the down grade and if this is a fact, to whom, to what place are we to look for the solution but to the individual himself.

¶ You analyze a man who has made a success of anything and you will find a strong fibre running through his entire make-up. We have long had a tendency to sympathize with the failure, and sympathy is a great and noble thing, but we cannot run the race of Life with cripples, any more than we can run the Grand Prix or the Belmont Sweepstakes with crippled and untrained horses.

¶ Life and business is a question of survival. We are as strong as our opposition. If we hesitate to arise in the morning, if we stay a little while for a few minutes more sleep, we are beating a retreat, hoisting the white flag—avoiding the thing we must overcome.

¶ Everything is as strong as its resistance. The man who has failed is the man who has evaded. This is the modern Gospel that is preached in business. The earlier this fact is fixed in the mind of the individual, the greater and surer will be his success; and the greater the number of men who discover this principle of life, the greater and better will be our Time.

¶ Some day, perhaps, we will establish a university, a school, to educate boys and girls that poverty and failure were never included in the scheme of the world. That the man who possesses strength of character, the man who is reliable, the man who inspires confidence, will always find capital to back him in his plan.

¶ Men and institutions with money are waiting for men with individuality and personal power in order that they may use an individual of this type to invest their surplus funds as these men know only too well that money unused is junk,—and money can be used only through the medium of the individual.

*Efficiency*



# What Other Hardwaremen are Doing

**Hardwareman Gets Good Results From Paint Float—Arrows Used in Store to Feature Certain Seasonable Lines—Auto Accessories Prove a Good Line to Carry—Sales Made of Ensigns and Flags.**

## **FIRMS CARRY AUTO ACCESSORIES**

The Howard Furnace Co., Yonge St., Toronto, dealers in furnaces, hardware, fine tools, etc., are featuring auto accessories, a line which they have gone into extensively. They depend largely on their window display in presenting this line to the public and show a large assortment of accessories such as lamps, horns, batteries, plugs, automobile tool kits, etc.

Moore Bros., hardware and lumber merchants of Uxbridge, Ont., are also featuring auto accessories and are carrying in stock such lines as tires' batteries, carbide testers, etc.

The auto accessory line is one that is rapidly growing in importance and is being taken up by the hardware trade in a large number of places. Auto owners appear to be more favorable to the hardware trade than to garages in placing orders for supplies. The auto accessory line works in nicely along with other hardware lines and is a line of goods on which a reasonable profit can be made.

## **SEASONABLE GOODS.**

The hardware trade should make energetic efforts to get their share of business in seasonable goods. An early start is half the battle. The following are a few of the lines that should be featured, talked, displayed, advertised and sold at the present time:—Haying tools, forks, pulleys, etc.; hay fork and trip rope; paris green; oil stoves; refrigerators; screen doors and windows; auto garages; auto accessories; lawn mowers, fruit picking ladders; cement hammocks; lawn swings; ice cream freezers; bath room fixtures, sprays, etc.; paint, croquet sets, sporting goods; sprayers.

## **CATERING TO MOTORISTS.**

Chatham, Ont.—E. C. Brisco, sporting goods and bicycle dealer, makes a specialty of catering to the trade of motorists. His latest method of appealing to this branch of his trade is the installation of a modern tank equipment for handling gasoline. Permission was secured from the city council to instal a gasoline tank under the pavement. In

his newspaper announcements, after stating that he has installed the "latest device for filtering and delivering gasoline to automobiles," Mr. Brisco adds:

"The greatest difficulty with auto mechanism is carburetor trouble, and the most of this trouble is caused by unclean gasoline. By means of the new system, every drop of gasoline pumped from these tanks is filtered to the finest degree, making it absolutely free from water and sediment of any kind.

"Toot your horn in front of Ernie's store. A very accommodating clerk will respond and your auto will be filled in a minute with pure gasoline."

## **HAD PAINT FLOAT.**

A. Wilson, hardwareman of Hastings, Ontario, is an aggressive paint man. He has on various occasions made special efforts to boost sales in that department of the store and has met with considerable success. One of his most recent efforts was the entering of a float in the

places of business for the remainder of the year at 7 p.m. on Monday, Wednesday and Friday of each week, save and except on the evening preceding a public holiday and from the 15th to the 25th of December.

## **HOW HE SOLD THE SWINGS.**

Last season a hardware merchant purchased two four-passenger lawn swings. The swings came crated in a knock-down condition and were placed in the rear warehouse, the merchant thinking that if anyone wanted a lawn swing they would ask for it. The result was that the swings stayed in the warehouse for over a month and the merchant had not received a single enquiry. He mentioned the fact to a traveller and the latter advised him to set-up one of the swings in the front part of the store. The merchant did not have much room to spare but decided he would try the plan. Imagine his surprise when he sold the swing the second day it was



*Float entered by A. Wilson in Dominion Day parade at Hastings, Ontario.*

recent Dominion Day parade at Hastings. The float is shown in the accompanying illustration.

Mr. Wilson is a firm believer in the value of manufacturers' helps. He makes splendid use of the signs, cards and literature supplied him, using them to decorate the store and also to interest customers in the paint stock.

## **EARLY CLOSING.**

The merchants of Wroxeter, Ont., have agreed to close their respective

on display. The customer who made the purchase stated that he had been wanting one for a long time but had not had the opportunity of examining one and did not know that any merchant in town was carrying them in stock.

In one month the dealer sold six swings. The previous month when the swings were not displayed he did not receive a single enquiry. Why? Because the public expect that if a merchant has goods for sale he is going to display and



advertise them and if he does not the public generally takes it for granted that the dealer does not carry the goods in stock. If you have any lines of summer goods that are not moving rapidly bring them out from the dark corners and display them prominently and the chances are that the line you think is a dead one will prove to be a ready seller.

### SOLD FLAGS AND ENSIGNS.

Advantage of Dominion Day was taken by the Marks, Clavet, Dobie Co., hardware merchants of Port Arthur, to make a special sale of flags, both Canadian Ensigns and Union Jacks being offered at reduced prices for any who wished to decorate their homes or places of business.

### ARROWS POINT OUT GOODS.

The Mills Hardware Co., Hamilton, King Street store, have been using large arrows to attract the attention of customers to the various lines of seasonable goods on display. The arrows are about three feet long, are made of heavy cardboard, and are all painted in one color. The lettering on each arrow, of course, is different in color to that used as a ground color. In the paint department, for instance, an arrow is pointing in the direction of the tray on which the paint brushes are displayed. The reading matter on the arrow is intended to impress upon the minds of customers the necessity of paint brushes and also that there is a display for their inspection. Arrows are used to point out the many lines of seasonable goods that are on display and the reading matter on each arrow is suitable for the display to which it refers.

A large number of arrows are used in all parts of the store and they present a very unique and striking appearance.



Each of us is necessary to the existence of those with whom we associate. We are inter-dependent, and the man who gets the most out of life for himself is the one who makes himself the most necessary to those with whom he comes in contact.

\* \* \*

To achieve success, if success is to be understood in its broader and truer sense, becomes an ambition for which any man may well strive. It involves the rendering of the best services of which he is capable to the whole community, and it demands self-development in its highest degree. In a word, the truly successful man will put his heart into his work. His business will become for him a matter of conscience.

## Suggestions for Next Week's Ads.

*"Everything needed for preserving"* would make a good heading for an advertisement of preserving kettles, saucepans, berry hullers and similar goods. The time is now close at hand when the housewife will be plunged into the annual preserving bee and she will be interested in everything that will lighten the labor or improve the results. It is better to reach the ear of the housewife before she starts than after. It is more to the point to get your customers saying, "I will need one of those," rather than, "I wish I had known about that—I'll get one next year."

Why not put in an ad. on kitchen supplies, introducing some particularly salable article as a leader? A cherry stoner would fill this purpose admirably. Advertise one of your cheaper grades of cherry stoners for 60 cents and fill in with a variety of other kitchen utensils, making prices, but not necessarily making any reductions, except in the case of the leader. People will come in to get a cherry stoner—and remain to buy other articles. And once in the store, they may be induced to buy a better variety of stoners.

One hears a great deal about the necessity of swatting the fly; but as a nuisance and menace, the fly has nothing on that most pestiferous of pests, the potato bug. The potato bug is now vigorously engaged in waging war on the potato crop and it is high time that the insecticide campaign was begun. The writer noticed a good retail ad. the other day which started out with the heading: "Swat the fly, but don't forget the potato bug." Paris green and other spraying substances were quoted. An appeal might be made with particularly good effect to the amateur gardener. The city man, who has labored earnestly over his six by ten plot does not like to yield the fruit of his toil—perhaps vegetable of his toil would be better—to an invasion of insects. An advertisement pointing out the danger would attract the attention of every amateur gardener. "Are insects ruining your garden?" would make a catchy heading.

*"Folks away? Good time to paint those floors."* This heading would set off a good appeal for floor paints, varnish stains, etc. Many men are now engaged in "baking it," and quite a few could be persuaded to fill in their spare time fixing up the house when there was no one around to bother them.

*"Don't run short of rope,"* would make a good heading for an appeal to farmers on the rope question. Some further suggestions along this line will be found on another page of this issue.

The following are some suggestions for headings of advertisements or catch phrases to be used in the copy:

*"A picnic right at home."*—(Ad. of lawn swing).

*"Cook's the food, but not the cook."*—(Gas range).

*"Hits the bulls-eye every time."*—(Firearms, ammunition).

*"Tools make the mechanic."* (Tools).

*"Make your lawn like velvet—get a good mower."*—(Lawn-mowers).

*"Cheapest and best of insurance."*—(Metal sidings and ceilings).





*The "summer slump myth" has many believers. A large percentage of dealers harbor the delusion that in the summer time business falls off and that it is not possible to do anything to improve matters. As a result they let things slide, drop advertising—and find that business does slump most unmistakably. Hardware and Metal has pointed out the folly of this course and in the following story the same truth is pounded home.—Editor.*

Albert Hicks, junior partner of the retail hardware firm of Henderson & Hicks, did not always agree with the senior partner; but he seldom voiced his disagreement. Henderson was a big, blustering man, rather after the Pod-snappian type—assertive, domineering, and in some respects prejudiced. Hicks was a quiet man of small stature. Furthermore, Henderson had the larger share in the business. When Henderson voiced an opinion, Hicks generally fell into line without demur, though it was often with inward rebellion that he agreed to the ideas advanced by the senior partner.

Henderson had certain set ideas which Hicks had on various occasions gently endeavored to change. His success had not been very marked. In fact, his meekly voiced opposition had rather tended to make Henderson even more set in his opinions than he had previously been. One of these ideas was the deep-seated belief that business always slumped off during the summer, and that, therefore, it was useless to make any effort to increase sales.

A splendid opportunity to give voice to this theory arose one morning early in July when the advertising representative of the local paper dropped in to see about the firm's use of space. He saw Hicks first, and the latter was on the point of promising a quarter-page for the following Friday when Henderson came blustering into the office.

"What's all this?" asked the senior partner, brusquely.

"I think we should run a good ad. this Friday to boost our Saturday sales," said Hicks, nervously.

"And I think we should not!" said Henderson, emphatically. "Might as

well chuck our good money away as hand it over to this man for newspaper space. Albert, I'm surprised at you for thinking of such a thing."

"But business has been very slack," objected the junior partner. "We ought to do something to stir it up."

"That's it," put in the solicitor. "People are too lazy to bother about their needs in this kind of weather. But give them a good broadside and watch them come in—"

"Fiddle-de-dee!" interrupted Henderson. "To advertise now would be paying money to go after business which isn't there. In any case, if there was business to get, an ad. in your miserable rag wouldn't reach it. And on top of all that your rates would be ridiculously, ruinously high for a paper which really did not reach the business."

"I trust you will concede," said the solicitor, mildly, "that outside of the objections you have named my proposition is alright?"

"I don't know," said Henderson, dubiously. "I might be able to think of some more objections if I tried."

"I must conclude then," said the advertising man, "that you believe advertising would not pay at the present time."

"You're right there, young man," said Henderson. "Advertising just now would be throwing good money after bad. Business always has been slack during midsummer and always will be, no matter how much weak-minded business men may spend trying to advertise people into buying. Good day."

After the solicitor had made his exit, Henderson turned to Hicks, "you can thank your stars Albert that you have a man like me for a partner" he said.

"Left to yourself you are just a light lunch for these smooth salesmen. Don't ever go to New York Albert or you'll pick up all the gold bricks in the place. Somebody will be selling you stock in a company to raise orchids at the North Pole one of these days."

"When are you going on your holidays?" asked Hicks to change the subject.

"I was just going to mention that," said Henderson. "Seeing that business is so slack right now, I couldn't find a better time to run away for a little fishing. I really think that you might be able to get along without me for a while now, Albert."

"I could try," said Hicks, drily, "you had better get off on Monday. By the way, I was going over our stock lists just now and there are some lines which are moving very slowly. I've been wondering what we could do about it."

"What, for instance?"

"Well, there's a lot of combination patent sash fasteners and burglar alarms. We haven't sold one."

"Where did we get that stuff?" asked Henderson, irritably.

"Why—er—I believe you bought them. Remember that dark, smooth fellow with the diamonds who came around here last fall? He sold them to you."

"I remember now," said Henderson, after a pause. "Say, Albert, they're a fine thing. Best contrivance on the market. We must have poor salesmen, if they haven't sold any of them."

"We sold a few but they came back. One man threatened to sue us. It took half an hour to open or shut a window with one of them on."



Henderson waved his arms peremptorily. "Don't bother me about such trifles," he said. "You go ahead and get rid of all those lines while I'm gone, Albert. It will keep you busy."

Next Monday, Henderson started off on his vacation. Hicks waited until the honk of a departing motor told him that his blustering senior partner was safely out of the road, and then reached for the telephone. "Give me the Herald," he said. "I'm going to run this business for awhile," he added to himself.

For three days, Hicks worked early and late, putting in window displays, arranging goods in the store, trotting out to interview builders and so on. In the meantime, big advertisements appeared each night in the Herald. Henderson, who had gone with a party of friends by motor, had reached a creek three gallons of gasoline and two hours of tow by a ploughing team, away from town; and so was happily ignorant of the riot of extravagance into which his partner had whirled. One glance at any issue of the Herald that week would have spoiled his vacation most effectually.

But there seemed to be method in the madness of Hicks after all. One night, he advertised gas and oil stoves. The caption "Cook in Comfort," introduced a talk on the economy and comfort of cooking by gas and oil stoves. Prices were quoted and each make was tersely described. Hicks had spent a lot of time on the copy and he was rather proud of it.

Next day, he sold \$150 worth of stoves.

Toward the end of the first week Hicks landed a contract for the supplies for an addition to one of the local factories. He included in his specifications, three dozen patent sash fasteners, warranted burglar proof. "They'll never try to open those windows, anyway," he said. "These fasteners are just the kind they want."

The first afternoon he had called the staff together and addressed them as follows: "We have decided that as soon as Mr. Henderson comes back, each member of the staff is to get holidays in turn. The man who has the best sales book at the end of this week gets first choice of dates." There was an unwonted aid of activity throughout the store next week. Each salesman was right on the qui vive and sales mounted up. As he totalled up the sales each night, Hicks indulged in an earnest wish that Henderson would prolong his fishing trip indefinitely.

All along the main street those two weeks, there was practically one store only which showed signs of life—Henderson and Hick's. The temperature remained at a high level all week,

but people were attracted by the aggressive campaign conducted by this enterprising firm and braved the heat to take advantage of the good things offered.

On Monday and Tuesday of the second week, Hicks conducted a house-cleaning bee and rounded up a heterogeneous assortment of odds and ends of stock, particularly household articles and summer lines. These were put on tables near the front of the store and neatly ticketed. A reduction was made in the prices asked, but every cent secured was "velvet" more or less, as under the system, or lack of system, usually observed around the store, these goods had been lying around for varying lengths of time and would have gone unsold for a much longer period. By the end of the week, the bulk of this bargain stock had been cleared out. The store was neater and cleaner as a result and the bank balance was considerably fatter.

"It's hard work getting business in this kind of weather," said Hicks to himself one night. "Still I've proven that it is possible to get the business. I've exploded that old myth of Henderson's. Why, we're sold more goods the last two weeks than we did all summer last year."

A few days before Henderson was expected back, a stranger dropped into the store. He was a tall fellow with a long, black moustache, fancy waistcoat and with diamonds bespattered over his raiment, the size of which impeached their quality. Hicks saw him coming and hastily planned defensive arguments. The stranger was selling mining shares, with prospectuses which glittered with the written promise of unprecedented profits. Hicks turned the proposition down flat.

"You can't sell gold mine stock in this part of the country," he told the salesman, fingering the card which had been handed to him and which was embellished with the euphonious name of Barclay B. Barlow.

"Yes, I can," said Barlow. "I sold some shares to a chap I ran across up country the other day. He was with a fishing party and I met them at one of the towns where they had run in for fresh stores."

"Do you mean to say," asked Hicks, with undisguised disgust, "that any sane man paid real money for one of these pieces of paper?"

"Paid twenty-five down in cash to bind the bargain," said Barlow, preparing to depart. "What's more, he'll never regret his bargain. This is a gilt-edged proposition."

Hicks was perusing an item in the Herald several days after that, which told how one Barclay B. Barlow had

skipped town without settling his board bill, leaving a grip full of printed stock certificates behind; when Henderson dashed into the store. He looked like a clap of thunder as he strode up to the office, one arm full of newspapers.

"See here, Hicks!" he thundered. "What are you trying to do, run us into bankruptcy? I got my mail the other day and there were half a dozen copies of the Herald in it. Every one contained an ad. of ours. Has the heat gone to your head man? What do you mean by spending money like a drunken sailor as soon as my back is turned?"

"Don't pass any opinions, Henderson, until you see the statement of sales I've prepared," said the junior partner with unusual firmness.

Henderson glanced the statement over.

"Well," he said, after a pause, "you did manage to get along in my absence not so badly after all. Under the circumstances, I guess I can follow out the idea I had before getting those papers of running down to New York for a few days."

"Sure," said Hicks, with alacrity. "Stay as long as you like."

"By the way," said Henderson, "I did a good stroke of business myself while I was away. Picked up some stock in a gold mine which will be paying four hundred per cent. before long—"

"What!" roared Hicks. "Was it you? Henderson, look at this." He shoved the newspaper over to his partner and indicated one item. "Read that."

Henderson read it slowly, then ran his handkerchief over his forehead in a dazed sort of way.

"By the way, Henderson," said Hicks, "don't buy any gold bricks when you get to New York. And bear in mind that orchids don't grow very well at the North Pole."

## INDUSTRIAL NEWS.

The Brown Boggs Co., Hamilton, Ont., manufacturers of tinmiths' and heavy sheet metal workers' tools and machines, are now operating their recently built foundry addition.

Canadian Abrasive Wheels, Ltd., has been incorporated at Toronto, with \$500,000 capital, to manufacture abrasive machinery, pipe coverings, hardware, etc., at Dundas, Ont.

Goderich, Ont.—The Sidway Mercantile Co., of Elkhart, Indiana, have proposed to take over the plant of the Wheel Rigs Co., paying a rental of \$1,500 a year, with an option to purchase at \$38,000.



# An Advertising Suggestion:

Proposed Lay-out  
for Summer Goods  
Advertisement

*This is the time when the hardwareman should push the sale of summer lines . The extremely warm weather has created a desire for such lines as hammocks, lawn seats, swings, etc. The following suggestion may be of assistance to ad. writers in preparing copy along this line.*

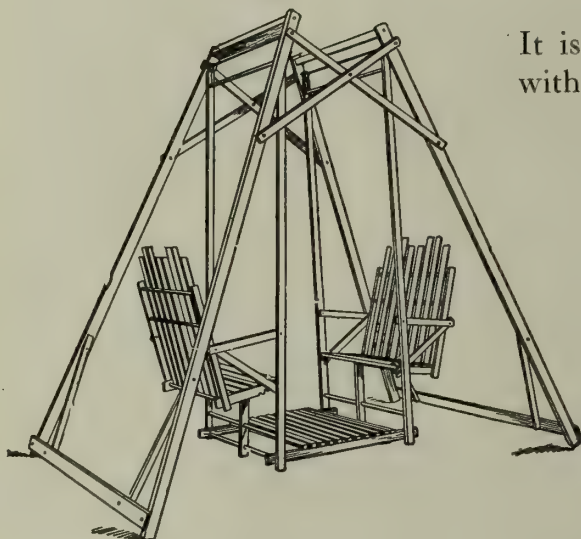
## Lawn Swings and Seats For Summer Use

### YOUR DUTY

It is your duty to provide yourself and family with home comforts for the hot weather.

The swing here illustrated can be used by old and young. It provides a cool resting place during the hot weather, is well made, supplied with or without canopy top, and holds four passengers. An ideal swing for children. Presents a good appearance.

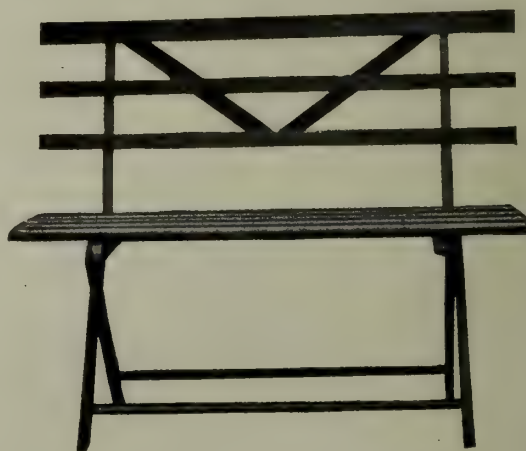
Prices \$6.00 - \$7.00 - \$8.00



### LAWN SEATS

A folding hardwood seat that can be used on any lawn. It is nicely painted and varnished, and can be folded up when not in use.

Prices \$1.25 to \$3.00 each



We also carry Croquet Sets, Hammocks, and other summer lines.  
All quality goods at reasonable prices.

Quality  
Our  
Motto

## Jones & Jackson

PHONE MAIN 100

The  
Hardware  
Men

# Selling Cream Separators to Farm Trade

Hardwaremen should cultivate this phase of the business—Goods can be handled profitably with no extra expense—One firm employs outside salesman who canvasses the country with splendid success.

A farmer of the old school was inveighing against cream separators. "I tell you, they ain't no good," he said. "But," replied his more progressive neighbor, "they do save cream. You can make more butter. Anyone can tell you that." The farmer was not to be convinced. "If I wanted to get more cream," he said, "I'd rather get another cow."

This farmer was very skeptical. He belonged to the standpatter class. The world is divided into two classes—the standpatters, who go around with one eye shut and the Progressives who always have both eyes open. There are undoubtedly some farmers who are so skeptical that they will not allow the dealer to show them the advantages to be gained by using some of the modern appliances that have been perfected for the purpose of lightening their labors and at the same time bringing more money into their coffers. There are some men who are satisfied with out-of-date methods and are content to leave well-enough alone. There is an old proverb which reads, "he who says let well-enough alone is standing still." There may be a few farmers who are standing still but by far the largest majority are progressive and have both eyes open looking for modern appliances to help them in their farm work and eager for information regarding new lines or ideas.

Among this class of the farm trade there is a great field of opportunity for the hardware merchant. During the past few years many improvements have been made in appliances for use on the farm. One machine in which a large majority of the farming community should be interested is the cream separator. With the increased growth of the dairying industry there is an increased demand for cream separators.

There are a large number of farmers who have not yet purchased cream separators but who would find, if they purchased a machine, that it would prove to be a good paying investment. In some towns and cities the hardware trade have taken up the sale of cream separators and have built up an extensive trade on this line. In other places this trade is allowed to escape the hardware merchant and has fallen into the hands of the implement agent or mail order house.

The line is one that could undoubtedly be handled profitably by the retail hardware trade. In some parts of Canada

there are hardware firms who are conducting implement departments in connection with their hardware store and are meeting with splendid success. These dealers get largely in touch with the farm trade and the two lines of business work well together. There are hardware merchants who do not wish to go into the machinery business but who could carry cream separators without additional expense in their present premises. It is unnecessary to carry a large stock as sales can be made from samples. These samples occupy very little floor space. The attention of farmers can be drawn to the cream separators by the hardware salesman who can point out the many advantages to be gained by being the owner of a separator. By making enquiries of each farmer entering the store, the clerks can soon obtain a large list of farmers who are not owners of separators. This list can be sent to the manufacturer who will follow up the prospect closely and assist the dealer in making the sale. Another plan that has worked out satisfactorily is for the dealer to obtain a list of prospects and then send for a salesman direct from the manufacturer. The combined effort of the factory salesman and the merchant or his representative usually has a good influence on the prospect and many sales can be made in this manner.

## Solicits in Auto.

One hardware firm in Western Ontario has been doing a nice business in this line for the past few years. The firm in question employ an outside salesman who is supplied with an automobile and who spends his entire time soliciting trade from the farmers. This firm carries cream separators, sewing machines, pianos, churns, cement and many lines of farm implements and supplies and find that it pays them well to employ an outside salesman. The salesman not only sells the lines above mentioned but he gets the names of many prospects who will be in the market for painting material, roofing, builders' supplies, etc. He also takes orders for cement, twine and other lines carried by the firm. This salesman is constantly drumming up new business among the farm trade and has gained a wide acquaintance among the farmers in the community which he works. On market days he makes it a point to be at the store and meets many of his farmer friends. The salesman finds that he can do very effective work by calling on the farmer as it is possible

to talk matters over with the farmer and his family to better advantage than would be possible at the store.

He finds this particularly true regarding cream separators. When the firm first started to sell separators they found that when they got a farmer interested in cream separators, he would always say that he wanted to consult his family before he made a purchase. When the outside salesman starts out to sell a separator he takes it to the home of the farmer where he can show it to the whole family. He has found that he can make more sales by employing this method than by any other and that once he gets the members of the family in favor of the machine he has little difficulty in closing the deal with the farmer. The adding of outside salesmen for working the farm trade has proven very successful with several hardware firms. When mail order houses can sell enormous quantities of goods to farmers with the aid of a catalogue there does not appear to be any reason why the hardware merchant with the aid of an outside salesman cannot do a large trade especially when he can carry samples to the farmer's home.



Continued success is not due to chance. It is due to the possession by some individuals of qualities not possessed by others.

\* \* \*

The business man of the first order must have imagination and judgment; he must have courage, and he must have administrative capacity.

\* \* \*

The aim of the business man is to "make money," and the chief motive which stirs him to make it is social ambition.

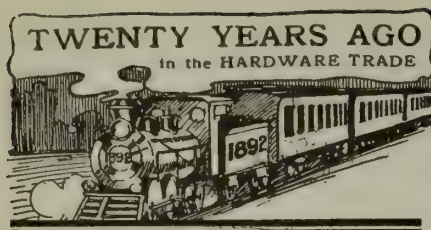
\* \* \*

Capital and connection—these are the two factors which may make a business career; whose absence may mar it. Every business man must have the command of his means, his own or borrowed.

\* \* \*

Courage and some degree of venturesomeness are obviously essential to the successful business man; so much follow from that assumption of risks which is of the essence of his doings.





The following items were taken from the issue of Hardware and Metal of July 15, 1893:

"The Folsom Iron Works and Shipbuilding Co. are removing their heavy machinery at Owen Sound to Toronto."

\* \* \*

"An agent of the big English firm here protested that Canada plates have been sold f. o. b. by a Canadian house to buyers on this side at less than he could buy them from his principals."

\* \* \*

"Among the merchants in Toronto this week were J. Meharry of Laing and Meharry, Port Perry; M. Hawkins of Emerson and Hawkins, Oshawa; J. W. Franks of Woodbridge; W. J. Morrish of Highland Creek."

Editor's note.—Two of these firms are still in the hardware business. The business of J. W. Franks is being carried on at Woodbridge under the firm name of Franks and Watson. W. J. Morrish is still in business at Highland Creek.

\* \* \*

"Despars and Blean, hardware, Winnipeg, have sold out to E. Giubault."

Editor's note.—E. Giubault is still conducting a general store business in Winnipeg.

\* \* \*

"A charter of incorporation has been granted to the Peterboro Hardware Co."

Editor's note.—The Peterboro Hardware Co. have continued in business in that city since and have now one of the finest stores in the country.

\* \* \*

"Letters patent have been issued, incorporating the Consolidated Plate Glass Co. The following directors are named: F. J. Phillips, W. C. Phillips, Wm. Ferguson, Edwin Hill, Jos. M. F. Ferguson, Edwin Hill, Jos. McCausland, Robert McCausland, William Richard Hobbs, Thomas Saunders Hobbs."

Editor's note.—Needless to state, the Consolidated Plate Glass Co. are one of the best known firms to-day in that line of business in Canada. Two years

ago, they moved to their present building on Spadina Avenue, Toronto—one of the finest wholesale and manufacturing plants in the city.



### TRAVELLERS USING AUTOS.

There are many travellers who are now covering as much ground in four days as they could formerly cover in a week or ten days. One traveller has stated, "We are now able to make hay while the sun shines." A few years ago travellers very often got tied up in a town with poor railway service with the result that they were only able to work one or two towns a day. Long drives with slow horses were also a part of the weekly routine. If a traveller arrived in a town and found his customer away he was often compelled to lose a half day waiting for the next train. In some cases, where railway connections were poor, it was a great temptation for a salesman to pass on to the next town. In some sections of the country we find a large number of hardware travellers working their territory with the aid of automobiles. Several of the travellers can relate some very funny experiences they at first encountered in guiding their autos through the country districts. The advent of the auto has revolutionized things in the way of making calls on a large number of small towns in one day. It also enables the wholesaler and his travellers to give more efficient and regular service to the smaller towns and villages. With the aid of an auto the traveller can cover a large number of towns in one day. If a traveller arrives at a town and finds his customer away or stocked up he can start for the next town without delay and cover the ground at a very rapid rate. This was impossible in the days when travellers had to use the horse-drawn vehicle. Several wholesale hardware firms have supplied some of their travelling staff with autos for covering their territory. In some places, where travellers have not been supplied with autos, they have made arrangements with other travellers whereby three or four travellers who cover the same ground can use one auto, each bearing an equal share of the expense. Travellers who have been covering their territory in this manner state that when they consider railway fares, livery charges, stabling, etc., and figure in the amount of extra business they are enabled to obtain, that it pays them to use an auto when possible. They are also able to visit the smaller places much more often than was formerly the case. This is appreciated by the majority of merchants in the smaller places, many of whom have not been called on at reg-

(Continued on page 49.)

## HARDWARE LETTER BOX



### Stempel Fire Extinguisher.

R. T. Holman, Ltd., Summerside, P.E.I.—"Can you put us in touch with Anderson Bros., Toronto, manufacturers of the Stempel fire extinguisher?"

This firm is now out of business.—Ed.

### Hay Fork Block.

Taylor Bros., Almonte, Ont.—"Will you kindly let us know where we can procure stop block for hay fork made by Emmerson & Campbell, Tweed, Ont.?"

This firm is now out of business, but Beatty Bros., Fergus, Ont., carry repairs, we believe.—Ed.

### Brick Making Machinery.

McFarlane & Meredith, Edmonton, Alta.—"Will you kindly give us the address of firms making brick making machinery in Ontario?"

Berg Machinery Co., Niagara and Bathurst Streets, Toronto; Bechtels, Limited, Waterloo, Ont.—Ed.

### Safety Waste Cans: Banner Chieftain Ranges.

B. F. Ahrens, Hanover, Ont.—"Could you advise me of firms manufacturing safety waste cans, with automatic spring covers. Also advise, if possible, manufacturer of banner chieftain ranges?"

Safety waste cans, Jas. Morrison Brass Mfg. Co., Toronto; McClary Mfg. Co., London, Montreal; Thos. Davidson Mfg. Co., Montreal. Banner ranges—The banner line is made by the Galt Stove and Furnace Co., Galt, Ont.—Ed.

### Money Changing Machines.

R. T. Holman, Ltd., Summerside, P.E.I.—"Can you furnish us with the names of manufacturers or jobbers of money changing machines?"

A machine of this description was patented March 4, 1913, Canadian Patent Office, Ottawa, by Thos. Bilyeu and Wm. S. Overlin, Portland, Oregon. Patent No. 146,293.—Ed.

### Gem Jars, Hay Rakes, Ash Sifters.

The Carleton Hardware Co., Ottawa, Ont.—"Kindly give us the names of manufacturers of the following lines: Gem jars, hay rakes, wood ash sifters, with handles."

Gem jars are manufactured by Sydenham Glass Mfg. Co., Wallaceburg, Ont.; Diamond Flint Glass Co., Toronto, Ont.; hay rakes by J. H. Still Mfg. Co., St. Thomas, Ont.; ash sifters by Fairgreave Metal and Stamping Co., Queen Street W., Toronto, Ont.—Ed.



# Who Pays the Advertising Agent?

Address by R. R. Shuman, of the Shuman-Booth Co., Chicago. Delivered Before the Trade and Technical Section of the Associated Advertising Clubs of America at Baltimore, June 10, 1913.

The advertising agencies of the United States have rendered an inestimable service to the advertisers of the country. They have proved themselves to be advance guards of trade and industry, bringing to the manufacturers and wholesale and retail merchants splendid ideas and promotion plans which have built fortunes for men who had the courage and far sight to adopt such plans, but they have always been placed in the unfortunate and unfair position of having to collect all or the major part of their remuneration from the publishers.

## Getting Something for Nothing.

Short-sighted advertisers, thinking they were getting something for nothing, accepted that situation gleefully, and through the custom of years, the practice has become almost universal, carrying with it unfortunately abuses which have stood in the way of the real development of the art and the business of advertising.

It is said that in China the judges take their pay from the client whose favor they decide and that as a consequence the judicial decision goes to the client who offers the judge the largest fee.

It is said that there are some architects who look to the contractors and supply men for the major portion of their reward, charging a very nominal fee to the thickheaded client who thinks that he is getting something for nothing.

It is said that there are physicians who accept pay for specifying this or that brand of pill or powder, and others who collect fees from the local druggists to whom they send their patients with prescriptions.

The advertising agency acts as the advertiser's purchasing agent: In what other line is the purchasing agent permitted to collect fees from the people from whom he buys?

It is not necessary for me to say to you or to any man that such wrong practices do injury to the whole calling or profession in which they exist.

On the other hand, the fact that the advertising agencies in the main have had the courage to recommend media impartially with the ultimate end in view of giving that client the largest money value for the space bought, reflects credit upon the personal honesty of the men who control the agencies that are thus impartial.

But there is another phase to the question, and that is, what kind of a

agency honest or dishonest, when it comes to placing contracts in the trade and technical press?

To begin with, no man can ask another to work for nothing, and to end with the stronger and better trade and technical journals have found it necessary to refuse to give commissions to advertising agencies.

Here is the same old story or what will happen when an irresistible force meets an immovable object—an impossible condition which results in innumerable ills, which are as lamentable as they are unnecessary. Two great forces, the advertising agency and the trade and technical publisher, instead of working in the same direction for the common good of the advertiser, meet with locked horns, while the innocent bystander, who has the money to spend, is deprived of the benefit which should come to him through the intelligent use of good copy in trade and technical media.

## Low Rates a Barrier.

Even where publishers do offer commissions to agencies on business which those agencies create, the rates charged by this class of journals are so small that 10 or 15 per cent commission is wholly inadequate to cover the cost to that agency of writing the specialized copy that is necessary for the client in such media.

The result of this condition is that the larger agencies who employ high priced copy men ignore trade and technical journals altogether, whether they offer a commission or not, and that the smaller agencies who work on a cheap basis throw out of court all journals that offer no commission and sometimes cannot resist the temptation of giving preference to the journals, usually the weaker ones, which offer the highest commissions, in the hope of being able to make enough in the aggregate to pay them at least something on the deal.

## Injury to the Whole Field.

If the client happens to be ignorant of relative values of media, he soon discovers that his campaign is unproductive of results and condemns all trade and technical journals out of hand as being poor advertising media, and in reaching this conclusion he is given every possible help by every advertising agent with whom he talks.

## Education Necessary.

There is only one way out of this difficulty, gentlemen, and that is an educational campaign which shall make it incontestably clear to every present and prospective buyer of space in trade and technical journals that if he wishes the services and advice of advertising agencies in the preparation of his copy or in the strategy of his campaign, he must expect to pay for it as he would for any other professional or business service rendered. To this end, in protection of the advertisers from their own mistaken folly of expecting to get something for nothing, I recommend that all the publishers of worthy trade and technical journals get together and agree absolutely to offer no commission to any agency whatever even when that agency apparently creates the business; but on the other hand, to make it known to the advertising world that they are willing and desirous of accepting business through advertising agencies and that by mutual agreement the advertiser must pay the agent for the services rendered by the agent.

## Basis of Agency Recognition.

It is also possible and feasible for the publishers of the trade and technical journals in a spirit of protection to the advertisers, to adopt a standard of recognition of agents and to accept copy only from such agents as they have as a body agreed to recognize as being capable of handling trade and technical copy and capable of advising wisely manufacturer and merchant in his use of trade and technical journals as a wise and necessary link in his whole chain of publicity.

## A Worthy Mission

The privilege of setting in motion a new force which shall put advertising on a basis of impartial honesty and shall forever free it from the stigma of being a hold-up game is now presented to the publishers of trade and technical journals.

As leaders in the mercantile and industrial world, as men whose influence with the captains of trade and industry is so inexpressibly great—you publishers have a duty to perform which you only can perform; and the new order of things which you can inaugurate as no one else can—the education of the advertising world to paying for what it





**Y**OU AGREE with us that just to manufacture any commodity to-day is comparatively easy. That the things that are really difficult about manufacturing, the things that every manufacturer cannot give you, are: First, UNIFORM high quality, and, second, service.

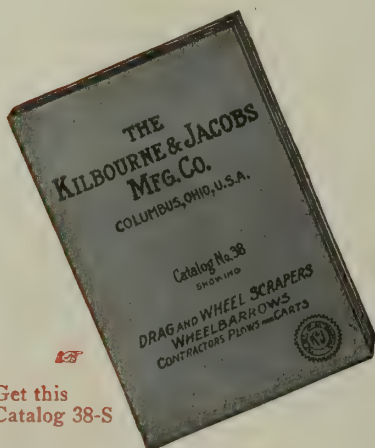
**S**OMETHING tangible and with a money value to you, is what we mean by service—not just a general term.

**WHAT "K. & J." SERVICE IS.**

**U**NIFORM quality is the result of service. Making a single shipment of high quality is one thing. But making all shipments of such UNIFORM high quality that the goods have a stable face value, a quality so UNIFORM that it can be relied upon for months or years ahead and estimates can be based upon it as upon any other fixed quantity—THAT'S SERVICE.

**O**THER items of "K. & J." service are:  
Prompt deliveries.

Convenient packing, one in a bundle, so that goods can be sold with a minimum of rehandling, all bolts in place for easy setting up. Minimum freight rates, and everything possible for your convenience.



Get this  
Catalog 38-S

To the men who like to sell at a fair price  
and buy at a fair price.—

—The Hardware Men of Canada.



**"COLUMBUS"**

3, 5 and 7 Cubic Ft. Capacity. Plain Bottom, Runners or Double Btm.



**"BOSS"**

A Thoroughly First-Class, Full-Bolted Railroad Barrow.



**"PAN-AMERICAN"**

The Best Known General Utility Barrow.

**The Kilbourne & Jacobs Mfg. Co.**  
Columbus, Ohio, U.S.A.

New York

London

*These Goods are handled now by all the Leading*

To the men who know that high quality and service have a market value themselves, in addition to the bare commodities' value.—

—The Hardware Men of Canada.



**"COLUMBUS" CONTRACTORS, No. 2-B.**

Wheels Practically the Tray's Level Capacity of Flowing Material.  
3 Cubic Feet.



Channel Iron Legs  
with Extra Shoe.

**"COLUMBUS" CONCRETE.**

The Popular, Large Capacity Concrete Barrow. It Wheels 4 Cubic Feet of Wet Concrete.



Made in  
Capacities of  
3, 4 & 6 cu. ft.

**"COLUMBUS" TUBULAR.**

**The Kilbourne & Jacobs Mfg. Co.**  
Columbus, Ohio, U.S.A.

New York

London

and Equipment Jobbers from Halifax to Vancouver.

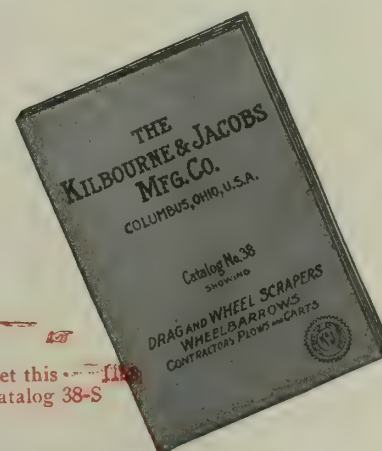
**I**T COSTS money, "K. & J." service just described; it costs money to create, and it's worth money to you.

**T**HE EXTENT to which "K. & J." goods are more profitable to stock and sell than goods of other manufacture is, in part, the tangible value of "K. & J." service that is stateable in dollars and cents.

**B**UT WE don't burden you with this value. You can buy "K. & J." goods at prices that are easily competitive with the prices quoted you on goods with which you do not get this service.

**"K. & J."** service is worth money and we get a price for it, as is fair and just. You, as a business man, don't want a created value for nothing. But, with the cost of this service charged in, our prices are easily competitive, because we know how to adjust manufacturing as to quantities and as to uniformity of processes so as to produce at a minimum of cost.

**A**S A conservative, careful buyer, you can't afford to pass over our proposition without investigation.



Get this --- **112**  
Catalog 38-S



gets to the man by whom the service is rendered—will be welcomed by no one more heartily than by every honest advertising agency in the United States.

#### The Advertiser the Greatest Gainer.

And the greatest benefit that will accrue will come to the advertiser himself; for after this new order of things is ushered in the unworthy journal will fall by the wayside, and by the great law of the survival of the fittest, each

trade and each industry, each profession and each calling will have back of it journals of consummate merit and will be freed from the incubus of the grafting and begging publication which has done so much hurt through the past fifty years to the reputation and good name and standing of journals which had rendered, as all good journals render, service far and beyond any compensation that they ever receive.

make tools of many kinds. Austria has the largest proportion in the enamelled iron goods trade.

Business in lamps, lamp burners and wicks was good. Lamps are imported to a considerable extent by the oil company, and are sold at about the cost of manufacture to stimulate the use of oil. For the use of the coolie class, lamps are made out of the tin plate of kerosene cans, only the burners being imported.

## Possibilities in Barn Paint

An American traveller, hailing from the rich farming country of Ohio and Indiana, recently voiced a significant remark after a trip through one of the most fertile farming counties of Ontario.

"You've got a mighty fine country here," he commented, "but—there's a golden opportunity awaiting dealers who are willing to exploit barn paint.

"Canadian farmers appear to be accustomed to unsightly barns. I have travelled through a good portion of a part of Ontario where the farmers are pretty well to do, and yet I don't think there's one barn in twenty that's painted; while the unsightly, weather-beaten sheds and outhouses are legion. Even the houses themselves seem in many cases to offer opportunities for the paint dealer to do missionary work and reap a profit on the side. In fact, the sign painter does a good share of the rural painting."

The fact that a visitor from across the line should have been struck by this state of affairs indicates that, in certain sections of the United States, the painted farm building is the rule rather than the exception. The farmers of Canada are surely not less intelligent than those of the States. The matter appears to be one where education is needed and will produce good results.

Barn painting is essentially a business proposition. Lumber is every year growing more expensive. On the other hand, paint is cheap. And a coat of paint adds years to the life of the lumber which goes into a barn or stable. The sanitary value of paint in a stable or other building where live stock is kept is also worth emphasizing.

A great help in a barn-painting campaign will be found in photographs or other illustrations of well-painted barns. Such illustrations can in many cases be secured from manufacturers; retailers who have given this branch of the painting business their attention often have photographs taken of jobs for which they have supplied the materials.

A rural painting campaign is doubtless a difficult thing to start; but once start the style and the farmers will gradually fall into line. The great thing is to convince the farmer that it is profitable to paint his buildings and his implements. The average Canadian farmer is as hard-headed and money-wise as the best business man; and, though cautious, he is open to conviction. But it is necessary to talk business to him, to educate and to persuade. This is necessarily a gradual process.

In any event the business side of barn painting—and, for that matter, of implement painting—should be emphasized. It is the money side of the thing which will appeal most strongly.

## FOREIGN COMMERCE OF HONG KONG.

The following extract taken from a report by the United States Consul regarding the foreign commerce of Hong Kong interests the hardware trade:

Demand for foreign hardware was deemed reasonably good during 1912; in fact, trade in all kinds of tools is improving, and the Chinese artisans are taking very kindly to foreign implements. It is only a question of price as to the volume of this trade, as the purchasing power of the native carpenter, for instance, who earns, say 45 cents gold a day as a maximum, manifestly is not great.

The trade in cutlery last year was not good, and the value of this trade can never be large under present conditions, as purchases are practically restricted to Europeans. Razors are imported chiefly from Germany and the United States and are bought principally by the Chinese. Most of the safety razors are from America, while pocket knives come from various countries.

Old horseshoes are bought in large quantities, chiefly from Belgium, and are used by the Chinese smiths to make knife blades. Old files are also used to

## CAMP EEH-NIS-KIM IS OPENED.

With all the pomp and ceremony that characterized the feasts held by the original Americans, the Braves and Medicine Men of the mysterious order of Eeh-Nis-Kim opened and dedicated their 1913 camp on Saturday, June 28. The camp is located in a beautiful grove on the banks of the Niagara river about five miles above the Falls of Niagara or as the Indians of Eeh-Nis-Kim say "The Thundering Waters." The opening ceremonies were attended by about two hundred braves, medicine men and their invited guests. The festivities began with the landing of the Great Sachem, the Prophets and the Canape attended by the members of the Medicine Lodge in all their war paint, holiday feathers and full regalia. Following the dedication the camp was thrown open for inspection. The visitors found fifty snow white tents nestling in the shade of a majestic grove. The tents were comfortably fitted up for the coming of Indians from far and near. On the grounds a tennis court, a rolly ball and hand ball court, baseball diamond and quoit pitching ground were waiting for the frolics of the make believe Indians. Following the dedication and inspection of the camp there was a long program of athletic events in which the Indians did themselves proud. The camp will be open until September 1 and all hardware men and their salesmen who are members of Eeh-Nis-Kim or who are prospective members are invited to come to the camp and stay as long as they please. Eeh-Nis-Kim is an organization of hardware men. Its principle is goodfellowship. It was founded by the members of the Carborundum sales force about two years ago and already there are over four thousand good Indians and good fellows who are members. Information regarding the organization and camp can be had by addressing the Great Sachem, Eeh-Nis-Kim, Niagara Falls, N.Y.

Berlin, Ont.—The Buffalo Forge Co. will locate their Canadian branch, employing upwards of 150 hands, in this city, the company being granted a free site.



## All Booths at Exhibition Will be Taken

Secretary F. M. Tobin of the Canadian Hardware Manufacturers' Exhibitors' Association, has given out the following statement:

It is satisfactory to be able to announce at this early date that every booth available at Howick Hall will be taken. This assures you that this will excell any Hardware Exhibition we are familiar with, both in size and quality of the exhibits. It is reported to this office that some of our members are preparing to make splendid displays of the goods they manufacture, and you are invited to bring forward your best ideas to assist in the plan to make a record for the Association with a view of demonstrating at Ottawa something of what Canadian hardware manufacturers are capable of.

Shipments of exhibits may be made by either C.P.R. or G.T.R. and both roads include Cartage for delivery at Ottawa. The directions are as follows: Prepay charges.

Address to yourselves, Exhibitor.

Howick Hall Pavilion,

Booth No.                      Ottawa.

A programme has been outlined for entertainment of our guests the hardware trade and ladies who visit the exhibition with them. The ladies are expected to attend this exhibition and convention for the first time being held where there will be first-class accommodation for them and something of interest for their entertainment.

Full particulars regarding hotel rates, special trains and special fares will be sent out next month and reservations can be made then at this office. Do not make any reservations until notice is sent to you with full particulars.

The following rule has been adopted by your directors, governing attendance of members who cannot obtain space for exhibits or who do not exhibit and wish to attend. This non-exhibiting member fee will be about the proportion that will be represented as each member's share in the surplus that we expect to have in the treasury at close of the exhibition, and which will be created by the funds paid in by exhibiting members.

Rule—

For the purpose of extending the privileges of the exhibition to members who cannot secure space at the Ottawa exhibition, or to members who do not exhibit a fee of \$20.00 will be charged to such members attending the exhibition.

This fee will entitle the member to all privileges of the exhibition and convention.

The exhibition will be open during the day, only to the wholesale and retail trade, and employees of the trade, exhibitors and their employees, and members properly qualified, and ladies accompanying any one entitled to admission. Credentials will be required for all admissions at the door. The exhibition will be open to the public, during the evening.



### CHANGES IN BENJAMIN MOORE CO. STAFF.

A change in the selling staff of Benjamin Moore & Co. has been announced. W. W. Howard has been with the firm for the past four years, two years of which he spent in the West, and the latter two years in the city of Toronto, also making special trips East as far as Halifax. Mr. Howard has been transferred to represent the firm in Western Ontario. Mr. Howard is well



W. W. HOWARD.

versed in the paint business, in which line he has been engaged nearly all his life.

E. Cecil Roberts, who succeeds Mr. Howard in the city of Toronto, has been associated with the Aikenhead Hardware Co. during the past seven years, the latter two years of which he acted as city traveler for the builders' hardware department of Aikenhead. Mr. Roberts has been a successful salesman, and has gained a large connection with



E. CECIL ROBERTS,  
Toronto representative.

the architect and general trade in Toronto. The many friends of Messrs. Howard and Roberts wish them every success in their new field of labors.



### TRAVELLERS USING AUTOS.

(Continued from page 48.)

ular intervals, thus preventing them from seeing the traveller's samples or new goods as often as they are enabled to do when the traveller calls often and regularly. One of the large wholesale hardware firms have several autos for the use of their travellers and are enabled to give very efficient service. The firm also use auto-trucks for delivery purposes in the city. If the number of autos now being used by the hardware trade in Canada were totalled up they would show an exceedingly large total. Many retail hardware firms are introducing the auto for delivering purposes and several merchants who have been interviewed state that they are obtaining excellent results from their auto-service. One of the latest hardware firms to add an auto to their delivery service are Ingram and Davey of St. Thomas, Ont.

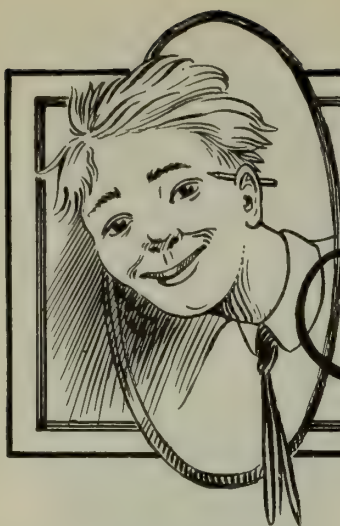


### Industrial Notes.

The Beck Duplicator Co., of New York, will also establish a Canadian branch factory in Berlin, operations probably being commenced this year.

Vancouver, B.C.—The American Can Co. will erect a five-storey building of brick and mill construction on the C. P. R. reserve on Railway Street, where tin cans of various kinds will be manufactured.





# THE JUNIOR CLERK'S PAGE

## SOME REMARKABLE DISCOVERIES THAT RECLAIM WASTE METALS.

The waters of one Arizona mine, extra heavily impregnated with copper sulphate, for a long time was allowed to run to waste. Now this water flows through wooden flumes filled with junk—rusty gas pipes, old barrel hoops, tin cans and any other kind of a scrap iron available—all waiting a remarkable metamorphosing process that changes them into copper.

Such plants are usually built in the form of a large rectangular spiral. The water flows on a gentle slope through hundreds of feet of flume filled to the brim with junk. By a replacement process particles of iron are carried away, and copper is deposited in their place—the copper retaining the original shape of the iron.

Again, slag from copper mines was allowed to accumulate for years, eventually forming fair-sized hills. Several years ago mine owners considered this slag as a worthless and unsightly mass of black cinders and were glad to give it away. Now they pay laborers to load it into cars for shipment to smelters, where a paying proportion of ore is extracted. And more valuable, many slag piles are found to possess the chemical elements required for successfully fluxing the ores. A more recent use for this "waste" is the slag-built house now popular in some localities; for slag plus lime and water makes good bricks.

The production of chemical by-products is another prolific source of profit from the scrap heap. Often the by-product is found to be of more economic importance than the main product; charcoal, for example. Wood alcohol and the acetate of lime are now the main products; charcoal the by-product. Textiles are bleached and skins are tanned by the by-product from making sauerkraut—liquid that was once wasted.—System.

## ASKING QUESTIONS.

The employee who asks no questions will gain mighty little information. The employer who is bothered if he has to answer questions is not deserving of ambitious employees.

## SOCIAL PURPOSES.

A negro went into a hardware shop and asked, to be shown some razors and after critically examining those submitted to him, the would-be purchaser was asked why he did not try a "safety," to which he replied, "I ain' lookin' for that kind. I wants this for social purposes."

## THE CALAMITY MAN.

There is a man—we know him well—  
He's travelled east and west,  
Who finds it fearful hard to sell  
His goods, though they're the best.  
He has a dismal, gloomy air,  
As you could wish to see;  
And with the cynic's mild despair  
He talks calamity.  
You ask him how he finds his trade,  
He shakes his head at first,  
And then declares he is afraid  
We have not seen the worst.  
Business is always dull with him,  
A pessimist is he;  
And with a smile that's deathly grim,  
He talks calamity.  
Some time when at the golden gate,  
Of heaven he doth appear,  
The chances are that he will state,  
"It's awful dull up here!"

## SLOW DOWN TO 65.

The residents of one of the small California towns near Los Angeles were annoyed at the constant speeding of motor drivers over the good roads of

that section, and so, after losing several chickens and dogs under the wheels of passing cars, they made a protest by erecting a sarcastically-worded sign-board, reading:

"Slow down to 65 miles."

Many a driver who would disregard the ordinary caution to run at the legal rate of twenty miles an hour is forced to grin at the humor of this appeal, and proceeds at a more reasonable speed.

## REMARKS OF THE JR. CLERK.

Lots of family trees bear lemons.

\* \* \*

One way to be popular is to let folks use you.

\* \* \*

Gossip is a cartridge fired from the gun of idle curiosity.

\* \* \*

Holding a man's nose to the grindstone is a poor way to sharpen his wits.

\* \* \*

Don't argue with a critic. He can think of more mean things than you can.

\* \* \*

You are as lucky as you think you are and opportunity is always at your door.

\* \* \*

But for the mistakes made by great men and women history would be such a bore.

\* \* \*

Before you take a man's advice, just note whether it is the kind he follows himself.

\* \* \*

The wisdom of some people consists largely in knowing what other people ought to do.

\* \* \*

Selling goods that won't come back to customers who will come back is good business practice.

# New Hardware Goods

## NEW WATER SUPPLY SYSTEM.

National Equipment Co., 263 So-rauren Avenue, Toronto, have just completed three new water supply systems; each one has quite a few new and or-

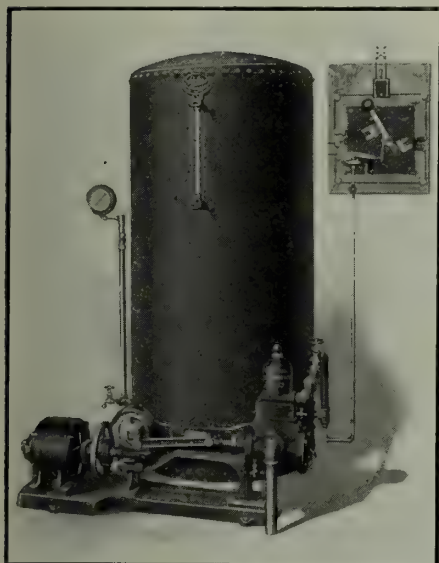


Fig. 1.

iginal features. Fig. 1 is a system which is driven by electric motor and worm drive. No belts, shafts or pulleys required, they claim it will supply 125 gallons per hour, is automatically con-

mechanism is on one solid base. It is double acting, fitted with brass seating and rubber faced valves, with double reaction bronze springs.

Figure 2 is a very unique equipment of water system, which, it is claimed, will supply 125 gallons of water per hour. Specially designed for domestic use. They claim this system is the only one of its kind. It is fitted with ball bearings, is double acting, and automatically controlled. The whole apparatus is fitted on one solid base, with motor pump electric switch, which is governed by the pressure in the tank. This switch is the most simple contrivance, consisting of two small diaphragms, which operates just the same as the ordinary switch of a lamp. The pump is brass lined and of very effective kind and positive in action.



## PECK-HAMRE AUTO CLOCK.

The Peck-Hamre Manufacturing Co., Berlin, Wisconsin, have recently brought out the new auto clock here illustrated.



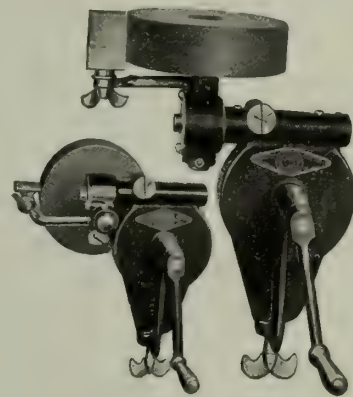
The clock can be readily attached to the dash of an auto and it is claimed by the firm that the clock will meet with the favor of those who handle automobiles or automobile accessories.



## NIAGARA GRINDER.

Among the lines recently placed on the market by The Carborundum Company, Niagara Falls, N.Y., is the Niagara grinder No. 10 here illustrated. The grinder is fitted with a carborundum

wheel, 5 inches in diameter, 1½ inches thick. The shaft can be reversed so as to run the wheel either horizontally or



vertically. The machine is very handy for household, hotel, small shop use; for grinding meat chopper blades and clipper blades. The machine is equipped with an adjustable tool grinding guide.



## CANADIAN INVENTIONS PATENTED.

W. G. Beatty, Fergus, Ont., clamp; Leslie O. Horner, Toronto, floor polishing device; F. T. Mottram, Victoria, B. C., hand truck; Henri M. Pontbriand, Sorel, Que., nut lock; Emma Robertson, Ottawa, Ont., ironing board; W. P. Stephenson, London, Ont., step and tread plate; Albert Wicks, Guelph, Ont., electric smoothing iron; The Canadian Yale and Towne, Ltd., St. Catharines, Ont., coin controlled lock; W. G. Beatty, Fergus, Ont., extension ladder; Rosario Fortier, Montreal, Que., screw jack; H. F. Fowles, Edmonton, Alta., strainer; Louis Freeman, Aldermere, B.C., skating overshoe; Johann Holitzki, Killaby, Sask., feed bag; F. M. James, Montreal, Que., advertising lantern; Jos. Mignolet, Montreal, Que., baking oven; R. P. Moodie, Ottawa, Ont., electric toaster; A. L. Page, Hamilton, Ont., fence; Henry Rustad, Lindsay, Ont., anchor pin; C. H. MacLillie and W. T. Clancy, Toronto, smoke preventers; J. M. Allen, Toronto, ship's lantern; J. E. Birch, Roland, Manitoba, store mechanism; Cyrus Dolph, Preston, Ont., barn; J. H. Gourlie, Winnipeg, Man., beater; P. Jacobs, Vancouver, B.C., garment hanger; The Canadian Fairbanks Morse Co., Toronto, Ont., ignition apparatus; J. E. Leblanc and J. C. Newman, Montreal, Que., boxlock; J. L. Francoeur, Des Aulnais, Que., ash shifter.

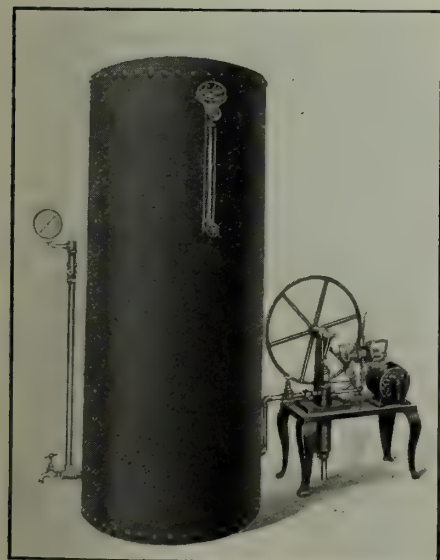


Fig. 2.

trolled by the simplest contrivance: by the unscrewing of one nut and bolt the whole interior of the pump is exposed to view. The motor, pump and all other



# Current News of Hardware Trade

## Early Closing.

Tilbury, Ont.—The Tilbury merchants will close their stores on Thursday afternoons during June, July and August.

## Former Hardwareman Drowned.

Melfort, Sask.—Gabriel Denney, formerly employed with the hardware firms of Crawford and Douglass and the Dawson-McEiven Co., was drowned at Prince Albert, Sask.

## Visitors from Marshall-Wells Hardware Co.

A. M. Marshall, president Marshall-Wells Hardware Co., Duluth and Winnipeg, and T. L. Waldon, secretary and salesmanager of the Winnipeg house, were visitors in Toronto last week.

## Enlarging Premises.

R. H. Williams & Sons, Regina are enlarging their present commodious premises and are putting in a full line of hardware, stoves and tinware. When the store is completed it will be one of the finest in the West.

## Chatham Merchants Organized.

Chatham, Ont.—After a couple of years interval, the Chatham branch of the Retail Merchants' Association has been formally reorganized. Messrs. E. M. Trowen and T. J. Maher, secretary and western representative respectively of the association, held a couple of meetings here, and the membership canvas will be energetically pushed.

## To Manage Store.

Regina, Sask.—A. W. Humphries has arrived in the city to take a position as manager of C. T. Laird's hardware store. Mr. Humphries is a hardwareman of long experience, having owned a business in Parkhill, Ont., for many years. He was also the first president of the Ontario Retail Hardware and Stove Dealers' Association. After leaving Ontario Mr. Humphries went to Winnipeg, and was associated there with Marshall Wells & Co.

## New Cement Factory.

Vancouver, B.C.—The inauguration of the manufacture of Portland cement in Bamberton cement factory on Saanich Inlet, Vancouver Island, took place recently. The new works were constructed for the Associated Portland Cement Co., of London, at a cost of \$1,250,000. On the invitation of Mr. Bamber, managing director of the Cement Co., a party of guests visited the works and

after luncheon the machinery was set in motion by His Honor Lieutenant Governor Patterson and Sir Richard McBride.

## Fire Losses.

Alvinston, Ont.—G. A. Hadden's garage was destroyed by fire recently. The loss was about \$1,000.

Rosthern, Sask.—Henry Boettger's tinshop has been destroyed by fire.

Toronto, Ont.—The premises of Clatworthy & Sons, manufacturers of electrical fixtures, were badly damaged by fire.

## New Firms.

Prussia, Sask.—H. Quitterbaum has started a hardware store.

Edmonton, Alta.—R. H. Stewart, formerly with the Chown Hardware, Ltd., Purvis Co., and the Lundy-McLeod Co., will open a hardware store in the new White block on Whyte Avenue West, under the name of the Stewart Hardware Co. Mr. Stewart has been nearly ten years in the city, and has considerable business experience, and will no doubt make good in his new venture.

## Business Changes.

Montreal, Que.—White Bros., weatherstrips, have dissolved.

Sorel, Que.—The Sorel Iron Works are moving to Montreal.

Lennoxville, Que.—White & Wiggett, hardware, grocers, etc., have sold out to C. C. Chaddock.

Vancouver, B. C.—Bryson Bros., hardware dealers, have sold out their business to Kidd & Co.

St. John, N. B.—It is reported that Quinn & Co., stoves and tinware, etc., have dissolved partnership.

Welwyn, Sask.—L. A. Leabens, hardware merchant, has sold out to the Garnet Wells, Hazelton, B.C. K. K. McLaughlin, tinsmith and plumber, has moved to New Hazelton.

## Personal Notes.

Montreal, P.Q.—Walter Ramsay, of A. Ramsay & Son, is spending his vacation at Prout's Neck.

R. L. Haddon, buyer for Allan-Cumming Co., Moose Jaw, Sask., was a visitor in Toronto last week.

J. C. Gaston, of Joseph Fenton & Sons, Sheffield, England, was a business visitor in Toronto last week.

E. O. Robin, representing John Oakley & Sons, Ltd., London, England, was in Toronto on business last week.

Montreal, P.Q.—Scott C. Ball, representing Sargent & Co., wholesale hardware dealers, Indianapolis, Ill., was in town this week.

Montreal, P.Q.—Fred Fliteroft, buyer and manager for the Stanley Mills Hardware Co., Hamilton, Ont., is in town this week.

Montreal, P.Q.—Wm. Starke, of the firm of Starke-Seybold, Ltd., sailed on Tuesday, on the Empress of Britain, for England and Germany.

Montreal, P.Q.—Ed. J. Wright, hardware merchant, Liverpool, N.S., stopped off here for a short time on his way home from Toronto, Ont.

Norwich, Ont.—Miss McVicar of the Morgan Hardware Co.'s office staff has taken a position with the Ward Milling Co., being succeeded by Miss Dorothea Barrett.

Montreal, P.Q.—J. G. Lewis, vice-president of Lewis Bros., wholesale hardware dealers of this city, has just returned from a ten days' holiday at Little Metis.

Montreal, P.Q.—F. M. Fay, representing the Stevens Arms and Tools Co., was in Montreal early in the week.

Montreal, P.Q.—F. G. Smith, of A. C. Leslie & Co., returned last week from a trip through the Maritime Provinces.

Montreal, P.Q.—J. P. Seybold, Montreal manager of the Independent Cordage Co., has arrived in London, Eng. Mrs. Seybold accompanies him, and it is their intention to take a general tour through Europe before returning in September.

Montreal, P.Q.—J. B. Learmont, of the firm of Caverhill, Learmont & Co., wholesale hardware merchants of this city, is now in England inspecting the Wolfe homestead, which he recently purchased. Mr. Learmont is likely to be in the Old Country most of the summer.

Montreal, P.Q.—D. E. Seymour, sales manager of the Candian Quality Saw and Tool Works, Montreal, P.Q., has left Montreal on a trip through the West. Mr. Seymour intends stopping off at Toronto and the larger Western cities in order to look over the ground and size up conditions in general.

## Industrial Items.

Toronto, Ont.—It is reported that the Hoyt Metal Co. will shortly enlarge their Toronto plant to double its present capacity.

Tilbury, Ont.—The ratepayers by a vote of 183 to 5 have decided to grant the Canadian Forging Co., backed by Tilbury, Walkerville and Detroit capitalists, a loan of \$5,000, as an inducement to them to construct a motor factory here.

# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

Reports from all sections are most encouraging. Business has been brisk, despite the manifest handicaps imposed by financial tightness and the backwardness of the season. Our report from the West is particularly encouraging. Business there is shown to be improving rapidly and the large total already shown in building permits in Winnipeg is a significant feature.

Few price changes have been made during the week. Tin, which has been showing a peculiar streak of weakness, fell off 2 cents more. Other metals remained firm, although the general tendency on the metal markets recently has been toward weakness.

Splendid crop reports have been received and it now seems reasonable to assume that there will be a good showing this year. Financial conditions in the Fall will depend largely on the crops, so that the satisfactory reports received so far have created a more general feeling of optimism.

Collections are reported to be better.

## MONTREAL.

Montreal, July 9.—Business for the most part during the past week has been brisk, though a gradual falling off has recently been noted in the hardware trade owing to this being rather between seasons, and orders being chiefly repeats. The trade, however, are quite optimistic as to the future. Money scarcity has never been so marked as further West, and with new crops coming along, dealers look for a clearing up in the financial horizon.

One large firm which has, during the past week, written all its travellers re crop conditions, has received, on the whole, encouraging reports. One report from Nova Scotia and P. E. I. runs as follows:—Scarcity of money is not affecting us here as in Ontario and Quebec, except that it gives the merchants who are not anxious to buy, a chance to refuse on the ground that the tightness may soon extend this far.

From the Ottawa valley comes the report that the hay crop has been a failure, but that while merchants look for no boom, they are still quite optimistic. Around Kingston and Napanee, too, conditions are said to be fair, with crops about an average, but badly in need of rain.

Other reports received were much along the same line, so that while dullness does exist, there appears no reason for taking a too pessimistic viewpoint. This same firm whose record year in the past was 1907 has already gone beyond the 1907 mark and expects to keep ahead of it throughout the rest of the year.

## Nails, Wire, Etc.

Two opinions are expressed with regard to the future of nails, the one that

the market is weak and liable to tumble again almost at any time, and the other that the market though not exactly firm is steady with no reason for a decline. Several of the Montreal jobbers still hold at \$2.40 base regardless of the decline of 15 cents made two weeks ago in Toronto and other centres. Fence wire, barb wire, etc., remain without change despite the weakness of nails.

## Screws Hold Steady.

Much the same is true of screws as of nails. One jobber states: "Though the price has been reduced there is still room for foreign screws coming in, and even further declines are feared owing to weakness of the market. On the other hand the following opinion is expressed: "Screws are likely to hold at present prices which are now on about a level with those of a year ago. Reductions have been owing to foreign competition but things are now about even between Canadian and foreign manufacturers so that no further change is looked for."

## Rope, Twine, Etc.

Prices on all these lines are now high,

and as to future, much will depend on the new crop. Jobbers anticipate a decline as soon as crop reports come out definitely.

## Shovels and Harvest Tools.

Numerous sorting orders are coming in for shovels, harvest tools, and contractors' supplies of all kinds. A lot of bar and round iron is also moving. Demand for hot weather goods has fallen off to some extent, and given place largely to the above mentioned.

## Advance in Flanged Unions.

Some firms have this week advanced the price of flanged unions to 50 per cent. off list instead of 60 per cent. as previously. Other firms, however, still continue to quote 60 and 10 per cent. with no change whatever.

## Sporting Goods.

"This has been one of our best years in the sporting goods business," states one firm this week. "Though heavy buying is well over, repeat orders are coming in for almost every line, and we anticipate brisk business even yet."

## Lawn Requisites.

Owing to the prolonged dry weather, sales of lawn hose and all watering accessories have been extremely heavy. Prices remain unchanged at, competition 70 and 5 per cent., corrugated, 1/2 inch 13 1/2 cents and 3/4 inch, 17 cents.

## Metals Continue Weak.

The general trend of the metal market both at primary and local sources still appears downward. Lead has been doing some strange fluctuating, but holds at about the same level as at last writing. Pig iron is the only metal which at primary sources has shown an advance, and this looks as if it would now hold steady.

## SOME SEASONABLE QUOTATIONS

Tin .....	43c.
Copper .....	\$15.85 to \$16.25.
Raw Linseed Oil, single barrels .....	61c.
Boiled Linseed Oil, single barrels .....	64c.
Wire Nails .....	\$2.25 base.
Harvest Tools .....	50%
Special Brands .....	47 1/2%
Snaths .....	35%
Paris Green, 1 lb. packages .....	22 3/4c.
Paris Green, 600 lb. casks .....	19 1/4c.
Pure Manila Rope .....	17c base.



## Decline in Price of Tin.

Tin appears to be still on the toboggan slide. English market quotations this morning were £178, 15s. which compared with £188, 10s. shows a marked decline. Locally also prices have fallen from \$51 to \$48 per 100 lbs. Just what the future of the market will be is uncertain. At present, prices are at the lowest level for two years.

## Copper also Declines.

Prices on copper are also weakening, quotations on primary market Wednesday being £63 15s. as compared with £62 12s. 6d., of a week ago. This weakness has caused a slump of \$1 per 100 lbs. on all sheets and bars on this market. For prices, see current market quotations.

Though weakness of market has caused a decline in sheets and bars, no change has yet been made in casting ingot which is still quoted at \$16.75.

## Lead Holds Steady.

Though lead continues steady on this market, prices have been doing some strange fluctuating at primary sources. Quotations in England were £19 7s. 6d. on Wednesday. During the past week they advanced 2s. 6d. and lost it again so that now figures are at about the same level as week ago. Dealers here look for a firm market for some time yet, but eventually for a decline.

## Spelter Weakens.

During past week primary market dropped 5s to £20 10s., but in St. Louis spelter advanced 10 cents on the week. Situation, however, is easier, and causing declines in other lines.

## Sheet Zinc Down a Quarter.

Following the weakening tendency of spelter, sheet zinc has dropped 25 cents to \$8.00 per 5 cwt. casks. In this case both sheets and ingot metals have weakened, though it does not of necessity follow that sheets go down whenever a decline is made in ingot.

## Decline of 1 Cent in Brass.

Owing to weakness in copper market, brass has dropped 1 cent all round. Prices now run as follows: Spring sheets, 26 cents; round rods, base 1/2 to 1 inch, 22 cents; seamless base tubing, 25 cents; and tubing, iron pipe, size 1 inch base, 25 cents.

## Iron Pipe.

Prices on iron pipe remain as quoted last week both for butt-weld and lap-weld. Reductions may be obtained, however, from this price by buying in quantities large enough to warrant any cutting.

Pig iron on primary markets is up 1s 6d., a matter of about 31 cents. Dealers, however do not look for any big

advance, and expect the market to continue about where it is.

## Stove Trade.

Stove trade at present is largely confined to light summer wood burning stoves such as would be used in summer resorts, to oil stoves and gas ranges. Manufacturers look forward to a heavy demand in heavier stoves and ranges for fall and are already beginning to make a few shipments.

Owing to preserving season now being well on, demand for all lines of granite-ware, enamelware, and tinware is heavy, but is readily met by manufacturers.

## Black Sheets.

Manufacturers have now caught up on demand to such an extent that delivery can be given in one month. Market holds unchanged save for large quantities upon which a greater reduction can now be made.

## TORONTO.

Toronto, July 10.—Hardware jobbers report business as being exceptionally brisk for this season of the year. The warm weather has helped in a marked degree to move some lines of summer goods that had not been moving rapidly. Metal merchants report a fair business being done in small quantities and prices appear to have touched bottom in most lines. Stocks as a general rule are light and a commencement of heavier purchasing would have a tendency to rapidly increase prices. Tin has taken another decline of 2 cents per pound and is quoted in Toronto at 43c per lb. The tin market has been on the decline for some time as reported in previous issues. Pig iron, spelter and lead remain unchanged. Copper is unchanged but fairly active in small lots. It is said that iron and steel manufacturers have sufficient business on hand to keep them running until the end of the year. It is said that construction work on the Welland Canal for which specifications are being prepared will call for about 10,000 tons of bars, sheet piling and structural steel. It is estimated that about 5,000 tons of reinforcing concrete bars; 2,000 tons of sheet piling and about 3,000 tons of structural shapes will be needed. Quotations on iron pipe are unchanged and are shown in current market quotations.

Linseed oil has advanced 2 cents per gallon. The list on carriage bolts has been advanced but the discounts remain unchanged.

Hardware jobbers do not anticipate a falling off in business before the end of the month. July last year was an extremely busy month with Toronto jobbers and it is expected that the same

condition will prevail this year. The warm weather has helped in a marked degree to move many lines of summer goods that have not been moving as rapidly as might be desired. Conditions are very satisfactory in all branches of the hardware trade.

## The Stove Trade.

Summer stoves are still in good demand but other lines are seasonably quiet. A large amount of booking for fall delivery has been turned in, quite a number of orders being for shipment August 1. In the lines booked, coal and wood ranges appear to be the most popular. There are also a large number of orders for heating stoves of various kinds. Orders for base burners, while quite large, are not nearly as numerous as in former years. This may be accounted for by the fact that there has been a tremendous increase in the demand for furnaces. There are some dealers who prefer to hold back their orders for fall and in many cases they are the ones who complain most bitterly about shortages around the 1st of November when the stocks of the manufacturers have become greatly depleted.

There has been a tremendous demand for gas ranges this year which is ample proof of the growing popularity of this class of stove in places where gas is obtainable for burning purposes. One pleasing feature in connection with the demand has been the fact that the demand has been largely for good stoves and that the public are gradually getting away from the old idea of considering cheapness one of the most important essentials in purchasing stoves.

## Demand for Ladders.

There is a noticeable increase in the number of orders for common single ladders and fruit-picking ladders. The following prices are quoted:—Common ladders, 8 feet, at 80c; 10 feet, at \$1.00; 12 feet, at \$1.20; 14 feet, at \$1.54; 16 feet, at \$1.76; 18 feet, at \$1.98; 20 feet, at \$2.40; 22 feet, at \$2.64; fruit-picking ladders, long nose, same price as common single ladders; short nose 1 cent per foot additional.

## Nails, Wire, Etc.

Wire nails are still quoted at \$2.25 base; barb wire \$2.42 1/2; poultry netting 50 per cent. discount; smooth steel wire \$2.30 base; rustless bronze screen cloth 7c square foot in rolls; 8 cents per square foot in cut lengths. Painted screen cloth \$1.60 per hundred square feet in 50 ft. rolls; \$1.55 per hundred square feet in 100 feet rolls.

## Iron Pipe, Etc.

No price changes are reported. Present prices are shown in current market quotations.



**Wood Screws.**

No change has taken place since the decline of  $7\frac{1}{2}$  per cent. noted in our last issue. Flat head bright screws are quoted at 85-10- $7\frac{1}{2}$  per cent.; Round head bright screws 80-10- $7\frac{1}{2}$  per cent.; Flat head brass screws 75-10- $7\frac{1}{2}$  per cent.; Round head brass screws 70-10- $7\frac{1}{2}$  per cent.

**Belting and Lacing.**

Extra leather belting is quoted at 60 per cent. discount; standard 60-10 per cent.; cut lacing 95c per lb, sides 85c lb.

**Rope and Twine.**

No change is reported in rope and twine quotations. There is a considerable demand at present for hay fork rope. It is reported in some sections of the country that there will be a shortage of binder twine this season. Whether such is the case or not is merely a matter of conjecture. It would be wise, however, for dealers to try and get the farmers to buy early and point out to them the advantages to be gained by having a sufficient supply of twine on hand for their requirements. Prices are still being quoted as follows:

Pure Manilla rope is quoted at 17c base; African hemp, 13c base; British Manilla rope 13c base; Sisal 12c base. Binder twine, 650 ft. to lb.  $12\frac{1}{2}$ c lb.; 600 ft. 11c lb.; 550 ft. 10c lb.; 500 ft.  $9\frac{1}{2}$ c.

**Harvest Tools Moving.**

There is a good movement in harvest tools and business in this line has picked up considerably during the past week. The discount quoted is still 50 per cent.; special brands  $47\frac{1}{2}$  per cent.; snaths, 35 per cent. Machine oilers, machine oil, mower knife files, grinders, sections, scythe stones, binder whips, etc., have started to move freely. Hay slings, hay fork pulleys, rafter hooks and brackets, and other lines used in connection with harvesting are in good demand.

**Sporting Goods.**

There is a good demand for fishing tackle, tennis goods, baseball supplies and other lines of sporting goods.

**Carriage Bolt List Advanced.**

The list on carriage bolts has advanced and new lists have been issued. The discounts, however, remain unchanged.

**Lead Pipe, Fittings, Etc.**

Traps and bends are quoted at 35 per cent. discount; lead pipe  $7\frac{1}{2}$ c less 10 per cent.; lead waste pipe, 9c less 10 per cent. Fittings are quoted as follows: Malleable fittings, 40 per cent. discount; standard bushings 70 per cent. discount; malleable, 65 per cent.; flanged unions, 65 per cent.; malleable lipped unions, 65 per cent.; nipples, 75 per cent.

**WINNIPEG.**

Winnipeg, July 8.—Features of special interest are lacking in the hardware trade of the West at present, but business is on the whole keeping up very well, notwithstanding tight money and a strong tendency to conservatism in both buyers and sellers.

Builders' supplies continue in good demand, especially in Winnipeg, where permits issued so far this year exceed \$10,000,000, a sum which may be nearly doubled during the next three months.

Crop prospects have vastly improved during the past two weeks, and in consequence there is much demand for harvest tools, and heavy shipments of binder twine have been going forward. Country points are now pretty well supplied with this necessary article.

All lines of hot weather specialties are in good demand at present, and fall sporting goods are beginning to demand the retailer's attention.

**Stoves and Kitchenware.**

The extremely hot weather that has prevailed off and on during the past two weeks resulted in some rush orders for refrigerators, and there is still some trade in camp outfits and cooking apparatus.

Stoves proper are very quiet but business should pick up to some extent after the Exhibition.

There is a good steady demand for enamelware and an ever increasing demand for aluminium ware. This latter is very popular for preserving kettles, and the opening of the preserving season has given retail sales quite a boost in this line.

Electric irons, toasters, etc., are undoubtedly growing in popularity. Sales of these lines in all towns where electrical energy can be purchased at a reasonable price are on the increase.

**Heavy Hardware Metals.**

Metals are steady, and not particularly active. There is some demand for boiler tube and plate, and for castings and repairs.

**Paints and Oils.**

Turpentine has declined 5 cents per gallon, the first change for a considerable time in the price of this commodity. Linseed oils are steady, but a rapid advance in the price of flax seed during the last three weeks indicates higher oil in the immediate future. There is a satisfactory sorting demand at wholesale and a very large amount of outdoor painting to be done in the city.

**IRON PRODUCTION.**

Cleveland, O., July 10.—The Iron Trade Review to-day says:—The high cost of manufacturing pig iron and the low prices are beginning to have effect in reducing the production of pig iron, as shown by the figures for June, when the output decreased 200,000 tons, as compared with May. The average daily production in June was 87,229 tons, compared with 90,865 tons in May, a loss of 3,636 tons. It is noteworthy, however, that the production of coke and anthracite pig iron for the first half of 1913 exceeded the production for any similar period in the history of the trade. The total for the first half is 16,317,354 tons, a gain of 869,671 tons, compared with the same period last year. The production during the first six months was at the rate of 32,635,000 tons, but the present outlook is that the production for the second half will not be equal to that for the first half.

The movement of iron ore from the Lake Superior region last month amounted to 7,974,444 tons, a record for June. Of this tonnage, 6,214,648 tons were received at Lake Erie ports. At the present time, the shipments from mines are rather slow, but it is expected that the movement for July will be heavy. In spite of the holidays last week, docks had no difficulty in handling all the ore that came down.

Considerable activity has characterized the pig iron market in some sections of the country during the past few days, but sales are for moderate tonnages, and many buyers are showing a disposition to cover for early requirements only. In the South, following the sales at \$10, Birmingham, for No. 2, which were unquestionably made, there has been some reaction, and \$10.50 now seems to be the minimum.



**LOWER EXPRESS RATE WEST OF PORT ARTHUR.**

Ottawa, July 9.—The Railway Commission has issued an order approving the reduced tariffs of express charges filed by the express companies operating west of Port Arthur in pursuance of the board's previous order that a 20 per cent. reduction be made.

New scales of charges were put in by the Canadian Northern, Great Northern, Canadian and Dominion Express Companies. Hereafter all goods shipped by express from points in the West to points in the East, vice versa, or between Western points, will pay one-fifth less than formerly. No change, however, is made in charges on goods shipped between Eastern points.



Thorold, Ont.—W. H. McIntyre of Apleton, Wis., has purchased the Dobbie foundry and will start operations with an increased capacity.



# Methods of Retailing Paints and Varnishes

## Paint is an All-Year-Round Commodity

**Dealers Can Arouse Interest in Various Lines at All Seasons of the Year—Some Ways in Which a Big Demand Can be Worked Up During the Summer Months.**

The spring rush in the paint line is over but there still remains a considerable amount of business that may be secured by the aggressive hardware merchant. The fact that the holiday season has set in should not mean that there should be a relaxation in the effort to secure a good share of the paint trade. Some years ago the impression existed in many places that there were two seasons only for the sale of paint, namely spring and fall and that during the other seasons of the year it was naturally expected that paint sales would remain dormant. Very little effort was exerted during the hot summer or cold winter months to secure much paint business. Times have changed in the paint trade as in many other lines and we now find hardware firms who do a good paint trade the year round. It is true that there has been a heavy sale for painting materials during the past spring but there still remains in every village, town and city in the country a large number of residences or buildings of various

descriptions that are sorely in need of paint. There are also many people who are in the market for interior paints.

A mechanic who earns a good salary and who is in a position to spend a considerable amount of money on home improvements was asked a few days ago how he intended spending his week's vacation,

"Well," said he, "it is my intention to paint my house." Doubtless there are hundreds of others in the same frame of mind. A large number of people have plenty of spare time during the hot weather to do odd jobs of painting around their homes.

One Ontario hardware dealer makes special efforts to push the sale of inside floor paints during the summer months. He has followed up this plan for some years and has worked up an exceedingly large trade in floor finishes. One line on which he specializes is a stain and varnish combined for re-finishing floors and for doing borders around rugs, etc. There are thousands

of people who are starting house-keeping at this season of the year and almost without exception they need a finish of some description for their floors. Summer kitchens can be greatly improved by the addition of a coat of paint inside and out. Porch and lawn furniture, lawn seats, screen doors and windows, lawn fences, flower bed borders, etc., are greatly improved in appearance when freshened up with a coat of paint, these lines afford a good opportunity for pushing the sale of several lines of profitable, fast selling, paint specialties. Varnish for linoleum is another line that is used to a great extent during the summer months and would be used to a much greater extent if featured strongly by the retailers.

### Paint for Auto Garages.

During the past two years several thousand auto garages have been erected, some of wood and others of metal. In some instances they have been painted and in others they have not. Every town can boast of a large number of private garages. Would it not be a good plan to obtain a list of garage owners in your town and try and interest them in the subject of painting. In some places old stables have been

(Continued on page 58.)



*Paint display in store window of Webster Hardware, Hamilton, Ont.*



# Neu-Tone

The absolutely sanitary wall coating that artistically harmonizes with the most elaborate specifications of the decorator's art. Progress in interior decoration and modern advances in economy and sanitation have developed the need for a new and better wall coating. Martin-Senour Neu-Tone has supplied

## That Demand

It is a skilfully prepared product made from the best of binding oils, varnishes and pigments, absolutely sanitary, non-fading, non-absorbant, and as washable as porcelain china. The enthusiastic recognition of Martin-Senour's Neu-Tone among decorators, painters, builders, property owners and the trade in general is sufficient to guarantee you success in handling this product.

Write and let us tell you more about it.



Dining Room finished with Neu-Tone Paint and Lin-Una Burlap.

## The Winnipeg Paint and Glass Company, Ltd.

CALGARY PAINT AND  
GLASS COMPANY Ltd.  
Calgary

"Everything for a Building"  
WINNIPEG

EDMONTON PAINT AND  
GLASS COMPANY, Ltd.  
Edmonton

# LACKLUSTRE

One Operation and You Have a Perfect Effect—  
Stain and Finish at Once



LACKLUSTRE has solved an old problem for you, Mr. Homelover, because it means that you can finish the interior of your home beautifully in Old English, Mission or Flanders style with just one application of the wonderful liquid.

Think of what this means—one application with a brush or cloth—anyone can do it. Then wipe it off with a piece of cheesecloth and instantly you have produced all the charm and beauty of woodwork centuries old.

And LACKLUSTRE gives a permanent finish. It produces a slight gloss and gives all the beauty and none of the bad effects of wax. It dries quickly, penetrates and preserves the wood. It is adapted to all kinds of wood, and does not obscure the grain.

The presence of a small amount of Liquid Granite in this preparation insures the permanency and lasting beauty of the LACKLUSTRE finish.

Every homelover should send for our "Homelover's Booklet" at once.

## BERRY BROTHERS

Established 1858

Largest manufacturers of Varnishes, Shellacs, Air-drying and  
Baking Japans, Lacquers, Stains, Fillers and Dryers in the World.  
WALKERVILLE, ONTARIO



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, July 9.—Paint manufacturers and jobbers are exceedingly well pleased with the volume of business passing. In almost all cases, 1912 was the largest year on record, and in many cases the 1912 limit to date has already been surpassed. Whether a tumble may come even yet is a question, but the trade are quite optimistic, and look for a record-breaking year again this year.

### Linseed Oil.

Price of linseed oil still holds at 59c for raw and 62 for boiled, with prospects of being well maintained. There has been some talk about the estimate on the new crop representing a probable scarcity, but no alarm is felt amongst manufacturers who appear quite willing to wait and see what the situation definitely is.

### White Lead Steady.

White lead is slightly easier following the weakness in pig lead, but there has not yet been a margin great enough to allow of a drop in prices. Demand is extremely heavy so that what the future will bring is quite uncertain. Pig lead continues to fluctuate to such an extent that predictions are quite out of the question.

### Turpentine.

Turpentine continues to hold at last week's quotations of 56 cents on single barrel lots. There was some talk last week about greater firmness, and stronger markets, but as yet this has not brought about any change. At primary sources market looks none too strong.

### Glass in Good Demand.

For season, there is a good demand for glass, and with prospects for a good fall, dealers look forward to a fairly heavy year. Should financial stringency affect building operations, however, to any very great extent, the demand for glass would undoubtedly fall off to a corresponding extent. Prices hold unchanged from last week's level.

## TORONTO.

Toronto, July 9.—There has been a seasonable falling off in the paint business in Toronto. The past spring has, in point of sales, been a record-breaker for a large number of Toronto paint manufacturers and jobbers. A number of salesmen are now enjoying their vacation. July and August are usually looked upon as vacation months. Orders are being received in very satisfactory numbers.

Preparations are now being made for the fall paint campaign which promises to be exceedingly heavy. Indications point to a heavy paint trade during the coming fall and, in this connection, retailers can help to a great extent in making a record fall paint trade by starting at once to look up prospective paint purchasers.

Linseed oil has advanced two cents per gallon in Toronto. White lead is unchanged. The demand for lead has shown a seasonable falling off. Turpentine remains unchanged at last week's quotations. Retailers report a good trade being done in ready-mixed paints and varnishes. Paint specialties are also very much in demand.

### Linseed Oil Up.

An advance of two cents per gallon has taken place in the price of linseed oil which makes the Toronto quotations 61c per gallon for raw linseed oil in single barrels, and 63c per gallon for boiled linseed oil in single barrel lots, with the usual reductions for quantities. The advance in the price of linseed oil has followed the advances in the price of flax seed which has been on the upward trend.

### Turpentine the Same.

Turpentine is still quoted at 56c per Imperial gallon in single barrel lots; 2 to 4 barrels 55c per gallon; 5 gallon lots 63c per gallon. There is a scarcity of turpentine in Toronto but shipments are on the way and the situation will soon be relieved.

Resin has advanced 30c per barrel. The resin market had been very weak for a considerable period of time but as stated in last week's issue it has been firmer of late.

### No Change in Lead.

White lead is still being quoted at \$8.20 in ton lots and \$8.40 in smaller quantities. There has been a seasonable falling off in the demand. A large volume of business in lead has been done this season despite the prevailing high prices.

### Paris Green.

A large number of orders are being received for Paris green. The following prices are being quoted:—Barrels about 600 lbs., 19 $\frac{1}{4}$ c per lb.; Arsenic kegs, 250 lbs., 19 $\frac{1}{2}$ c per lb.; 50 and 100 lb. drums, 20 $\frac{1}{2}$ c lb.; 25 lb. drums, 20 $\frac{3}{4}$ c lb.; 1 lb. packets, 100 lbs. in case, 22 $\frac{3}{4}$ c lb.; 1 lb. packets, 50 in case, 23 $\frac{1}{4}$ c lb.;  $\frac{1}{2}$  lb. packets, 100 lbs. to case, 24 $\frac{3}{4}$ c lb.; 1 lb. tins 23 $\frac{3}{4}$ c lb. Dealers packaging Paris Green that has been purchased in bulk should see that packages are se-

curely wrapped in order to conform with the law.

### Glass, Putty, Etc.

Glass and putty remain unchanged at prices quoted in current market quotations.

### Wood Alcohol.

Wood alcohol is quoted at 1.00 per gallon in 5 gal. lots with an extra charge of 50c for can. 8 oz. bottles 2 doz. in case, are quoted at 2.30 per case net; 16 oz. bottles 2 dozen in case \$3.60 per case net; 32 oz. bottles, 1 dozen in case \$3.40 per case net. Merchants selling wood alcohol should see that all packages are properly labelled as required by law.



## PAINT IS AN ALL-YEAR-ROUND COMMODITY.

(Continuer from page 56.)

slightly remodelled and turned into garages. Very often there are buildings that have not been painted for some years and it should not be a hard matter to get their owners interested in your paint department. In many of the new garages cement has been used more or less. This opens the way for the sale of cement paint which has many good talking points in its favor.

Paint is a commodity for which there is a sale during the whole year and the retailer should not allow himself to drift into the idea that it is only a two season seller. A large amount of missionary work for the fall campaign can be done during the summer months and if the proper tactics are employed the dealer can obtain a good list of prospects who may not wish to do the work at the present time but who will consider the purchase of paint during the fall. An early start is half the battle and it is not too early to start the foundation of your fall paint business. The past spring has been a record-breaker in point of paint business with a large number of retail hardware dealers and it is hoped that they will not fall down in their fall campaign.

The accompanying illustration shows a creditable display of painting materials in Webster's hardware, Hamilton, Ont. Good window displays are an important factor in producing increased paint sales and profits.



### Death of Hardwareman.

The death is announced of H. R. Smith of H. R. Smith & Co., hardware, Minitonas, Man.

**I**N a day's work, the man who paints, bends his wrists many times. To lessen resistance to each stroke is to multiply energy. Why is Brandram-Henderson "English" Paint so smooth, so cream-like as to do that?

. . .

## How Often Does His Wrist Move?

The answer brings us back again to Brandram's B.B. Genuine White Lead. Its impalpable fineness could come only from Brandram's century-old process. Such brilliance, too! And such ready harmony with Linseed Oil! Truly it earns its title—standard of the world.

. . .

Notice especially its large proportion in Brandram-Henderson "English" Paint. Seventy per cent. of the whole base is Brandram's B.B. Genuine White Lead. If we did not corrode and grind our own White Lead, do you suppose for a moment that we could afford such a formula? So your customer gets better value in Brandram-Henderson "English" Paint. Neither he nor you have to pay more for it than you will pay gladly since you have the facts.

*Better Value—Better Business.  
Link the two together in your  
Paint Department. Write us.*

# **BRANDRAM-HENDERSON**

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg



## CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

Aluminum, 24c lb.  
ANTIMONY.  
Cookson's or Hallett's, per lb. \$10 25 11 00

## BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 18c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.  
Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.  
Nicolamin Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c–60c lb.  
Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2.

## BOILER PLATES AND TUBES.

Montreal Toronto  
Plates,  $\frac{3}{4}$  to  $\frac{1}{2}$  inch, per  
100 lbs. .... 2 40 2 50  
Heads, per 100 lbs. .... 2 55 2 75  
Tank plates, 3-16 inch. .... 2 70 2 80  
Boiler tubes, 100 ft.  $\frac{1}{4}$  in. 10 45 9 75  
" " " " 2 " 9 60 8 70  
" " " " 3 " 12 25 11 00  
" " " " 4 " 13 30 12 70  
" " " " 5 " 15 55 15 80  
" " " " 6 " 19 80 19 00

## BRASS.

Spring sheets, up to 20 gauge.... 0 25  
Rods, base  $\frac{1}{2}$  to 1 inch, round.... 0 22  
Tubing, seamless base, per lb.... 0 25  
Tubing, iron pipe size, 1 in. base 0 25  
Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 60 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot ..... 16 75 16 25  
Cut lengths, round bars,  $\frac{1}{2}$  to 2 in. .... 25 00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches. .... 28 00  
Copper sheet, tinned, 14 x 60, 14 oz. .... 29 00  
Copper sheet, planished, 14 x 60, base ..... 36 00  
Braziers, insheets, 6 x 4 ..... 28 00

## COPPER AND BRASS WIRE.

Brass, 45 & 2 $\frac{1}{2}$  p.c.; copper, 45 p.c.

## IRON AND STEEL.

In car lots, Montreal Toronto  
Canadian foundry, No. 1. .... 21 00 21 00  
Canadian foundry, No. 2. .... 20 50 19 50  
Summerlee, No. 2 pig iron 22 50 24 50  
Carron, soft ..... 23 75  
Cleveland, No. 1 ..... 20 00 25 00  
Clarence, No. 3 ..... 21 50 24 50  
Jarow ..... 25 50  
Glenamock ..... 25 00  
Radnor, charcoal iron ..... 31 00 34 50  
Ayresome, No. 3 .....  
Ferro Nickel pig iron (Soo) ..... 25 00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh ..... 27 50

Angles ..... base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel ..... 2 25	2 25	2 25
Sleigh shoe steel ..... 2 25	2 25	2 25
Domestic ..... 2 30	2 30	2 30
Iron finish steel (foreign)..... 2 50	2 50	2 50
Reeled machinery steel..... 2 75	3 00	
Tire steel ..... 2 35		
Sheet cast steel ..... 0 15	0 15	
Toe calk steel ..... 3 10	3 15	
Mining cast steel ..... 0 07 $\frac{1}{2}$	0 08	
High speed ..... 0 65	0 65	
Capital tool steel ..... 0 50		
Cammand Laid ..... 0 15		
Black Diamond tool steel..... 0 08	0 08	
Corona tool steel..... 0 06 $\frac{1}{2}$		
Silver tool steel ..... 0 12 $\frac{1}{2}$		

## Cold Rolled Shafting.

9-16 to 11-16 inch ..... 0 06	
$\frac{3}{4}$ to 1 7-16 inch. .... 0 05 $\frac{1}{2}$	
1 7-16 to 3 inch. .... 0 65	

Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

	Montreal	Toronto
10 gauge ..... 2 70	2 70	
12 gauge ..... 2 75	2 75	
14 gauge ..... 2 60	2 55	
16 gauge ..... 2 50	2 65	
18 gauge ..... 2 50	2 65	
20 gauge ..... 2 60	2 65	
22 gauge ..... 2 65	2 75	
24 gauge ..... 2 65	2 75	
26 gauge ..... 2 75	2 85	
28 gauge ..... 2 85	3 00	

## CANADA PLATES.

Ordinary, 52 sheets ..... 3 10	3 00
All bright, 52 sheets ..... 3 70	4 15
Galvanized—Apollo D. Crown Ordinary	
18x24x52 ..... 4 45	4 75
60 ..... 4 70	5 00
20x28x80 ..... 8 90	9 50
20x28x80 ..... 9 40	10 00

## GALVANIZED SHEETS

(CORRUGATED)	
22 gauge, per square ..... 6 75	
24 gauge, per square ..... 5 50	
26 gauge, per square ..... 4 25	
28 gauge, per square ..... 4 00	
Less 10 per cent.	

## GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20 ..... 3 75	3 60	3 75	
22-24 ..... 3 90	3 75	3 90	
26 ..... 4 15	4 00	4 15	
28 ..... 4 40	4 25	4 40	

Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.

Apollo brand—		Montreal	Toronto
24 gauge, American.....	3 75	3 70	
26 gauge, American.....	3 95	3 90	
28 gauge (26 English).....	4 30	4 20	
10 $\frac{1}{2}$ oz., equal to 28 English		4 50	4 40

## IRON PIPE.

Standard Butt Weld Pipe.			
Size.	Black.	Galvd.	
$\frac{1}{4}$ in. ....	2 28	3 18	
$\frac{1}{2}$ in. ....	2 28	3 18	
$\frac{3}{4}$ in. ....	2 72	3 57	
1 in. ....	3 28	4 43	
1 $\frac{1}{4}$ in. ....	4 85	6 55	
1 $\frac{1}{2}$ in. ....	6 86	9 36	
2 in. ....	7 84	10 59	
2 $\frac{1}{2}$ in. ....	10 55	14 25	
3 in. ....	16 67	22 52	
3 $\frac{1}{2}$ in. ....	21 80	29 45	
4 in. ....	26 22	35 42	
4 $\frac{1}{2}$ in. ....	31 07	41 97	

## Standard Lapweld Pipes.

Size.	Black.	Galvd.	
2 in. ....	11 66	15 36	
2 $\frac{1}{2}$ in. ....	17 26	23 11	
3 in. ....	22 57	30 22	
3 $\frac{1}{2}$ in. ....	27 14	36 34	
4 in. ....	32 16	43 06	
4 $\frac{1}{2}$ in. ....	36 20	49 90	
5 in. ....	42 18	56 98	
6 in. ....	54 72	73 92	
7 in. ....	80 92	109 50	
8 in. ....	97 92	132 50	
9 in. ....	117 30	162 20	
10 in. ....	140 10	189 50	
12 in. ....	172 40	238 30	

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

## SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings, 70 p.c. Light pipe, 60; fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices: Montreal Toronto  
Heavy copper and wire, lb 0 11 $\frac{1}{2}$  0 11 $\frac{1}{2}$   
Light copper & Bottoms. 0 10 $\frac{1}{2}$  0 09 $\frac{1}{2}$   
Heavy red brass ..... 0 10 $\frac{1}{2}$  0 10 $\frac{1}{2}$   
Heavy yellow brass ..... 0 08 $\frac{1}{2}$  0 08 $\frac{1}{2}$   
Light brass ..... 0 06 $\frac{1}{2}$  0 06 $\frac{1}{2}$   
Tea lead ..... 0 02 $\frac{1}{2}$  0 02 $\frac{1}{2}$   
Heavy lead ..... 0 03 0 02 $\frac{1}{2}$   
Scrap zinc ..... 0 02 $\frac{1}{2}$  0 04  
No. 1 wrought iron. .... 9 00 10 00  
Machinery cast scrap,  
No. 1 ..... 14 00 14 50  
Stove plate ..... 12 50 13 00  
Miscellaneous ..... 10 00 9 00  
Miscellaneous steel ..... 6 00 6 00  
Old rubbers ..... 0 08 $\frac{1}{2}$  0 08 $\frac{1}{2}$

## LEAD.

Montreal Toronto  
Domestic (Trail), pig, 110 lbs. 5 35 5 20  
Imported pig, per 100 lbs. 5 35 5 20  
Bar pig, per 100 lbs. 5 60 5 50  
Sheets,  $\frac{3}{4}$  lb. sq. ft. .... 7 50 7 50  
Sheets, 3 lb. sq. ft. .... 6 75 6 75  
Sheets,  $\frac{3}{4}$  lb. sq. ft. .... 6 62 $\frac{1}{2}$  6 60  
Sheets, 4 to 6 lb. sq. ft. .... 6 50 6 50  
Cut sheets,  $\frac{1}{4}$  per lb. extra.  
Cut sheets to size,  $\frac{1}{4}$  per lb. extra.

## LEAD PIPE.

Lead pipe, 7 $\frac{1}{2}$ c, 10 per cent. off.  
Lead waste pipe, 9c; 10 per cent. off.  
Traps and bends, 35 per cent.

## SOLDER.

Per lb. Montreal Toronto  
Bar, half-and-half, guarant'd 0 27 $\frac{1}{2}$  0 28 $\frac{1}{2}$   
Wiping ..... 0 25 $\frac{1}{2}$  0 28

## SHEET ZINC.

5-cwt. casks ..... 8 00 8 00  
Part casks ..... 8 25 8 50

## SPELTER.

Foreign, per 100 lb. .... 7 00 7 00

## TIN AND TINPLATES.

Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. 48 00 0 43  
Reddip Charcoal Plates—Tinned.  
M L S Famous (equal Bradley)

	Per box
I C, 14x20 base ..... 7 00	
I X, 14x20 base ..... 8 25	
I X X, 14x20 base ..... 9 50	
Raven and Murex Grades—	
I C, 14x20 base ..... 5 00	
I X, 14x20 base ..... 6 00	
I X X, 14x20 base ..... 7 00	
I X X X, 14x20 base ..... 9 50	
"Dominion Crown Best"—Double.	

## COATED, TISSUED.

I C, 14x20 base ..... 7 00	7 00
I X, 14x20 base ..... 8 25	8 25
I X X, 14x20 base ..... 9 50	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base ..... 4 65	
I X, 14x20 base ..... 5 65	
I X X, 14x20 base ..... 6 65	

## BRIGHT COKES.

Bessemer Steel—  
I C, 14x20 base ..... 4 50  
20x28, double box ..... 9 00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I C, 20x28, 112 sheets..... 8 25  
I X, Terne Tin ..... 9 75

## CHARCOAL TIN ROILER PLATES.

Cookie Grade—  
XX, 14x58, 50 sheet bxs.)  
XX, 14x60, 50 sheet bxs.) .... 7 50  
XX, 14x65, 50 sheet bxs.)

## TINNED SHEETS.

72x30 up to 24 gauge, case  
lots ..... 8 50  
72x30 up to 26 gauge, case  
lots ..... 8 95  
Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Bailing Wire.  
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4.10; No. 13 $\frac{1}{2}$ , \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, 32; Nos. 26-31, \$4; Nos. 30-34, \$5. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in  $\frac{1}{4}$ -lb. hanks, 38c; in  $\frac{1}{4}$ -lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

## FENCE STAPLES.

Galvanized ..... 2 85  
Plain ..... 2 55

## HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

## POULTRY NETTING.

2-in. mesh, 50 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in  $\frac{1}{4}$ -lb. hanks, 75c, in  $\frac{1}{4}$ -lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.  
Rustless screen cloth, 7c sq. foot.  
Cut lengths, 8c sq. ft.

## WIRE FENCING.

Galvanized barb ..... 2 42 $\frac{1}{2}$   
Galvanized, plain, twist ..... 2 85  
Car lots and less.  
F.O.B., Montreal.

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires,  $\frac{3}{8}$ , \$5; 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires,  $\frac{3}{8}$ , \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## PAINTS, OILS AND GLASS.

BARN PAINT.  
In barrels, 5-gal. tins ..... 0 80 0 90  
In barrels, 5-gal. tins ..... 0 80 0 85

## BEESWAX.

Per lb. .... 0 40

## CHEMICALS.

## (ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots ..... \$17.50  
2 lb. pkgs., per 100 lbs. .... 15.00  
5 lb. pkgs., per 100 lbs. .... 12.00  
25 lb. pkgs., per 100 lbs. .... 11.00  
50 lb. kegs, per 100 lbs. .... 9.75  
200 lb. kegs, per 100 lbs. .... 9.50  
300 lb. kegs, per 100 lbs. .... 9.50  
600 lb. casks, per 100 lbs. .... 8.90

In casks per lb.  
Sulphate of copper (bluestone)..... 0 07  
Litharge, ground ..... 0 07  
" flaked ..... 0 07 $\frac{1}{2}$   
Green copperas (green vitrol)..... 0 01  
Sugar of Lead ..... 0 09



# TWO PROFIT PRODUCING SPECIALTIES

REVIVES &  
RENEWS OLD  
FURNITURE  
&  
WOODWORK



ENDS ALL FLOOR  
TROUBLES

TRADE  
**ELASTICA**

MARK

**FLOOR  
FINISH**



*Lacqueret*  
THE  
HOUSEHOLD  
LACQUER

The one  
perfect  
Floor Varnish

**INTERNATIONAL VARNISH CO. LIMITED**  
TORONTO WINNIPEG

BRINGS  
BIGGER BUSINESS  
BETTER PROFITS

## THIS OIL IS SURE GOOD



There is nothing like good pure oil or turpentine absolutely free from "foots" and "fats" with which to mix your pigments.

If every painter could secure these yearly increasingly expensive liquids just as they came from the mill or camp, their customers would never complain regarding the lasting qualities of their work.

However, to retain the virginal purity of paint oils, it is necessary to keep them away from the air. That is what a

### BOWSER SAFE OIL STORAGE SYSTEM

will do. Each unit is in itself an evaporation, leak, fire and burglar-proof storage tank, containing an accurate and powerful self-measuring pump that records and computes all the oil drawn. This positively enables you to sell all the oil

you buy, not to leave part of your profits sticking to "gummed-up" containers, dirty, sticky, messy, mussy funnels, oil-soaked floors and guess-work when filling odd-sized containers. They insure

### SATISFIED USERS AND BOOSTERS

for your store. They build up trade and soon pay for themselves in their labor and time saving, besides reducing your fire insurance premiums on all your other goods.

Send for free book illustrated. Mailed for the asking.

**S. F. BOWSER & CO., Inc.**

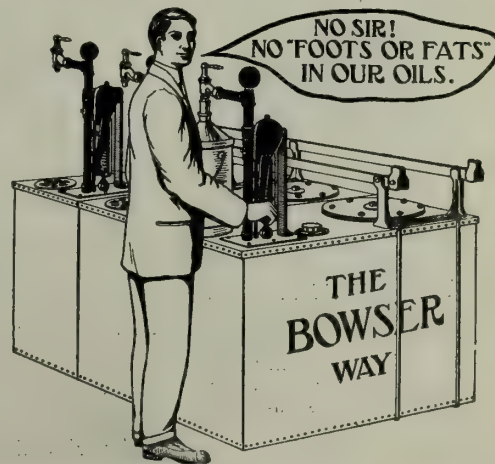
66-68 FRAZER AVE. TORONTO, ONT., CAN.

Made by Canadian Workmen and Sold by Canadian Salesmen

Sales Offices in all Centres, and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.





# HARDWARE AND METAL

## COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure .....	0 18
Golden ochre, pure .....	0 13
French ochre, pure .....	0 12
Chrome green, pure .....	0 13
French permanent green, pure.....	0 15
Signwriters' black, pure .....	0 19
Marine black, 25 lb. irons.....	0 36 1/2
Combs, graining, set .....	0 65

## ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C.	
Co. ....	1 80
Cee Pee Co. enamel .....	4 50
Sterling Enamels .....	3 20
Anchor Floorlustr .....	1 80

## Glue.

French medal .....	0 14
German common sheet .....	0 10
White pigfoot .....	0 21
Brantford medal .....	0 10
" golden medal .....	0 11
" brown sheet .....	0 10
" Golden sheet .....	0 13
" Gelatine .....	0 22
" white gelatine .....	0 12
" white glue .....	0 12
" 100 flake .....	0 10

Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	
Brantford all-round glue, 1/4-lb. Dis-	
ags, 10c; 1/2-lb., 15c; 1-lb., 25c.	
count.	
XXL .....	0 13
XL .....	0 11 1/2
CL .....	0 12
C .....	0 11

## PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.....	0 19 1/2
In Arsenic kegs, 250 lbs., per lb ..	0 19 1/2
In 50 & 100 lb. drums, per lb.....	0 20 1/2
In 25 lb. drums, per lb.....	0 20 1/2
In 1 lb. pkts., 100 lb. in cs., lb.....	0 23 1/2
In 1 lb. pkts., 50 lb. in cs., lb.....	0 23 1/2
In 1/2 lb. pkts., 100 lb. cs., lb.....	0 24 1/2
In 1 lb. tins, per lb.....	0 23 1/2

## PARIS WHITE.

In bbls. ....	0 90
---------------	------

## PIGMENTS.

Orange Mineral, casks .....	0 08 1/2
" 100-lb. kegs.....	0 08 1/2

## PREPARED PAINTS. Per gallon

Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure, 1 75	2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint (Wind-	
sor) .....	1 85
Benj. Moore Co.'s "Egyptian"	
Brand .....	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure .....	1 80
Ramsay's paints, Thistle .....	1 60
Martin-Senour, 100 p.c. pure.....	2 00
Senour's floor paints .....	1 60
Sterling Pure .....	1 60
Maple Leaf Paint (Imp. V. &	
C. Co. ....	
Jamieson's Crown and Anchor	
brand .....	1 60
High Standard .....	2 00

## PLASTER OF PARIS.

Per barrel .....	2 50
------------------	------

## PINE TAR.

Half-pint tins, per dozen .....	0 80
Pint tins, dozen .....	1 10

## PUTTY.

Standard	
Montreal Toronto	
Bulk, in casks .....	2 30
Bulk, 100 lb. drums.....	2 70
Bladders, in bbls.....	2 80
Pure Putty, 70c hd advance.	3 00

## RED DRY LEAD.

Genuine, 560-lb. casks, per cwt. 6 15	6 00
Genuine, 100 lb. kegs, per cwt. 6 40	6 25
No. 1 casks, per 100 lbs.....	5 90
No. 1 kegs, per 100 lbs.....	6 15

## SHINGLE STAINS.

In 5-gallon buckets .....	0 75
---------------------------	------

## (TURPENTINE AND OILS, ETC.

Canadian Prime White Petrol-	
eum, single bbls.....	15
U. S. Water White .....	17
U. S. Pratts Astral .....	17 1/2
Castor Oil, per lb. in bbls.....	8 1/2
Black Oil, Summer .....	12c
Black Oil, Winter .....	14
Cylinder Oil, Green .....	35
Paraffine Oil .....	22
XXXX Machine .....	22 1/2
Benzine .....	24 1/2
Motor Gasoline, in drums .....	24 1/2
Motor Gasoline .....	25
Pure turpentine, single bbls.....	56
Linseed Oil, raw, single bar-	
rels .....	59
Linseed Oil, 3 to 5 bbls.....	60
Linseed Oil, 6 to 9 bbls.....	58

## Linseed Oil, boiled—

1 single bbls.....	63
3 to 5 bbls.....	62
6 to 9 bbls.....	61
Alcohol, 5 gal. lots, per gal. 1.00	1.00
Resin Grade G, bbl. lots .....	7.25

## VARNISHES.

Per gal. cans	
Carriage, No. 1 .....	1 50
Pale durable body .....	3 50
hard rubbing .....	3 00
Finest elastic gearing .....	3 00
Elastic Oak .....	1 50
Furniture, polishing .....	2 00
Furniture, extra .....	1 20
No. 1 .....	0 95
" Union .....	0 90
Light oil finish .....	1 25
Gold size Japan .....	2 00
Turps, brown japan .....	1 00
No. 1 brown japan .....	1 35
Backing black japan .....	1 35
No. 1 black japan .....	0 75
Benzine black japan .....	0 40
Crystal Damar .....	2 50
No. 1 .....	2 25
Pure asphaltum .....	1 40
Oilcloth .....	1 50
Lightning dryer .....	0 95
Elastilite varnish .....	2 25
Copaline varnish .....	2 25
Granite floor finish .....	2 25
Jamieson's floor enamel .....	1 75
Sherwin-Williams kopal varnish ..	2 50
Canada Paint Co.'s sun varnish ..	2 25
"Kyanize" interior finish .....	2 40
"Plant-Lac," coach .....	1 30
B.H. Ltd. "Gold Medal" cases ..	2 25
Dependon Lt. H. Oil Finish.....	1 55
Everlastic Floor .....	2 65
Flatline floor finish .....	3 00
Elastica exterior finish .....	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

## WINDOW GLASS.

Size United	Star	Double
Inches.		Diamond
Under 26 .....	\$ 4 25	\$ 6 25
26 to 40 .....	4 65	6 75
41 to 50 .....	5 10	7 50
51 to 60 .....	5 35	8 50
61 to 70 .....	5 75	9 75
71 to 80 .....	6 25	11 00
81 to 85 .....	7 00	12 50
86 to 90 .....	15 00	
91 to 95 .....	17 50	
96 to 100 .....	20 50	

## WHITE LEAD GROUND IN OIL.

Size United	Star	Double
Inches.		Diamond
Under 26 .....	3 40	5 00
26 to 40 .....	3 80	5 45
41 to 50 .....	4 00	5 75
51 to 60 .....	4 25	6 25
61 to 70 .....	4 50	7 25
71 to 80 .....	7 75	
81 to 85 .....	8 50	
86 to 90 .....	10 00	
91 to 95 .....	11 00	

## WHITE ZINC (DRY).

Extra Red Seal, V.M. ....	0 07 1/2
---------------------------	----------

## WHITE ZINC IN OIL.

Pure, in 25-lb. irons .....	0 10
No. 1, " " .....	0 07
No. 2, " " .....	0 05 1/2

## WHITING.

Plain, in bbls. ....	0 70
Gilders bolted, in barrels .....	1 00

## HARDWARE.

### ADZES.

Carpenters', per doz. ....	12 50
Plain ship .....	18 00

## AXLES AND HATCHETS.

Single bit, per doz.....	6 75
Double bit .....	10 50
Bench Axes .....	6 75
Broad Axes .....	22 75
Hunters' Axes .....	5 00
"Boys" Axes .....	5 75

Lathing hatchets .....	4 70
Shingle hatchets .....	1 45
Claw hatchets .....	1 70
Barrell hatchets .....	5 50

## ANVILS.

Buckworth, per lb. ....	0 10 1/4
-------------------------	----------

## AMMUNITION.

"Dominion" Rim Fire Cartridges and	
C.B. caps, 50, 2 1/2 p.c.; "22 cartridge	
smokeless," 50, 5, 20 p.c.; B. B. caps,	
50, 10 and 2 1/2 p.c.; Centre Fire Pistol	
Cartridges, 25 and 2 1/2 p.c.; Centre Fire	
Sporting and Military Cartridges, 10	
and 10 p.c.; Primers, 10 and 2 1/2 p.c.;	
Brass Shot Shells, 45 and 12 1/2 p.c.;	
Shot Cartridges, discount same as ball	
cartridges, f.o.b. any jobbing point east	
of Manitoba. Net 90 days.	

"Crown" Black Powder, 30 and 10	
p.c.; "Sovereign" Bulk Smokeless Pow-	
der, 30 and 10 p.c.; "Regal" Dense	
Smokeless Powder, 30 and 10 p.c.; "Im-	
perial" Shells, both Bulk and Dense	
Smokeless Powder, 30 and 10 p.c. Empty	
Shells, 30 and 10 p.c. 90 days net.	

Shot, standard, 100 lbs., \$15.00, 47 1/2	
p.c.; cash discount, 2 p.c. 30 days; net	
extras as follows, subject to cash dis-	
count only: Chilled, 40c; buck and seal,	
80c; No. 28 ball, \$12.00 per 100 lbs.; bags	
less than 25 lbs., 1/2 c per lb.; f.o.b.	
Montreal, Toronto, Hamilton, London,	
St. John and Halifax, freight equalized.	

## AUGERS AND BITS.

Ford's auger bits .....	30 and 10
Richards' auger .....	45
Gilmour's auger .....	70
Rockford auger .....	50 and 10
Gilmour's car .....	47 1/2
Clark's expansive .....	40
Jennings' Gen auger, net list.	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	

## BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trol-	
ley, pr. ....	0 80
Richards Wilcox No. 117 P.D.	
Hanger, full set .....	2 75
Steamers wood track .....	Special
Zenith .....	9 00
Atlas, steel covered .....	5 25
Perfect, No. 1 .....	8 50
Perfect, No. 1 1/2 .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible .....	6 00
Double strap hangers, dozen	
sets .....	6 50
Standard jointed hangers, .....	
dozen sets .....	6 45
Steel King hangers, doz. sets .....	6 40
Storm King and safety hang-	
ers .....	6 25
Storm King rail .....	4 25
Crown .....	4 85
Crescent .....	6 50
Sovereign .....	7 25
Chicago Friction, Oscillating and Big	
Twin angers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/4 in. ....	4 75

## BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
Lace leather, per side, 85c; cut laces,	
95c.	

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
-----------------------------	--

## BOLTS AND NUTS.

Carriage Bolts, common, new, \$1	
Carriage Bolts, % and smaller..60 & 15	
Carriage Bolts, 7-16 and up.....55	
Carriage Bolts, Norway Iron (\$3	
list) .....	55 & 15
Machine Bolts, % and less.....65 & 5	
Machine Bolts, 7-16 and up.....57 1/2	
Plough Bolts .....	55 & 5
Blank Bolts .....	57 1/2
Bolt ends .....	57 1/2
Sleigh Shoe Bolts, % and less.....55 & 10	
Sleigh Shoe Bolts, 7-16 and larger.....50 & 5	
Coach screw .....	70 & 10
Nuts, square, all sizes .....	4c per lb. off
Nuts, Hexagon, all sizes.....4 1/2c per lb. off	
Stove rids, per lb., 5 1/2 to 6c.	
Stove Bolts, 80, 7 1/2 per cent.	

## BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll....	0 95
O.K. Paper, No. 1, per roll.....	0 95
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Dry Cyclone, 15 lbs., .....	0 50
Plain Surprise, per roll .....	0 42
Resin sized Fibre, per roll.....	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred,	
per ton .....	36 00

Carpet felt, per cwt. ....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs. ....	2 60
2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bbls, per	
gallon .....	0 17
Liquid tins cement, 56 .....	0 19
Crude coal tar, per bbl.....	4 50
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Caps, per lb. ....	0 05
Rails, per lb. ....	0 05
Mop Cotton, per lb. ....	0 17

## BUTTS.

Plated, bower barff & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per	
bbl. ....	1 55
White Bros. English .....	2 00
"Lafarge" cement, in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
" English .....	17 00
" American, low .....	23 00
" high.....	27 50
Fire clay (Scotch), net ton.....	5 50
Fire clay (American), net ton	5 00

## CHALK AND PENCILS.

Carpenters Colored, per gross 0 65	0 80
" lead pencils, p. gr. 2 40	6 75
Crayons, per gross .....	0 20

## CHISELS.

Cold chisels, 5 x 6 in., doz. ....	2 20
Bevel edge, 1 inch, doz.....	2 50

## CHAIN.

Proof coil, per 100 lbs., 1/4,	\$6.00; 5-16,		
\$5.20; 3/8,	\$4.45; 7-16, \$4.20; 1/2,	\$3.90; 9-16,	
\$3.90; 5/8,	\$3.80; 3/4,	\$3.65; 7/8,	\$3.45; 1,
\$3.40.			
Stall fixtures, 35; trace chain, 45; jack-			
chain, iron, 50; jackchain, brass, 50			
cow ties, 40; halter chains, 50 and 5			
tie outs, 75; coil chain, 50 and 5; ham-			
mock chains, galvanized, 35 and 5			
12 in. doz. prs. ....	4 65	4	3



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to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote

you prices—then you will realize what a saving it means to you.

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82 MCGILL STREET  
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

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**S**

BRAND  
WINDOW  
GLASS



GLASS  
BENDERS  
TO  
THE  
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

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*Are Reliable  
And Profitable*

They Are the Result of 85 Years of Practical Experience

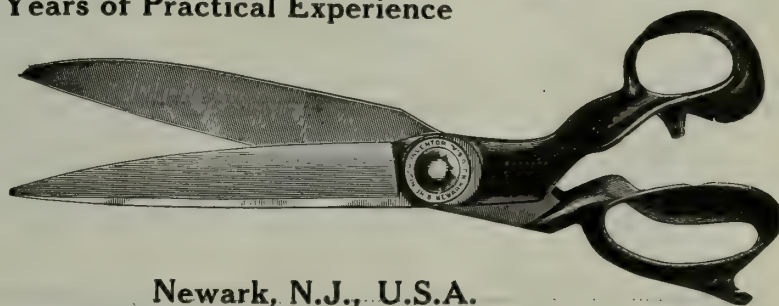
Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.

R. Heinish's Sons Co.,

Newark, N.J., U.S.A.



## RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.



# HARDWARE AND METAL

## SAVETROUGHES.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " " "	3 31
12 " " " "	3 58
15 " " " "	4 53

Add extra 10c per 100 ft. O.G. Round  
Read Trough.

## FACTORY MILK CANS.

Milk cans and pails, 35 p.c.  
Creamery cans, 35 per cent.  
Cheese factory cans, 35 per cent.  
Hand delivery and creamery cans, 35 p.c.  
Railways cans, 40 per cent.  
Cream cans, 35 per cent., with dome  
top, 15c extra. Retinned, 75% and 5.  
Plain, 72% and 15. Creamery trim-  
mings, 75 and 12% per cent.  
Common, cork-lined, 35 per cent.

## FILES AND RASPS. Per cent.

Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65
Delta Files	65
Nicholson	65
Jewett's (English list)	75
Spears & Jackson (English list)	35

## FORGES.

Blacksmiths portable, 135 lbs. .... 0 85

## GALVANIZED WARE.

Duffern pattern pails, 45 per cent.  
English pattern, 45 per cent.  
Galvanized washtubs, 45 per cent.

## GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100  
lbs. .... 1 25  
Smaller sizes extra.

## HAMMERS.

Tack, iron, doz.	0 85
Ladies claw, handled, doz.	0 69
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 00
Tinners setting, 1/2 lb., doz.	4 50
Machinists, 1/2 lb., doz.	3 25
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 6 lbs. and over.	0 06
Sledge, Napping, up to 2 lbs.	0 09

## HARVEST TOOLS.

50 per cent.  
Samson, 47% per cent.  
Sidewalk and stable scrapers, net \$1.25.  
Wood hay rakes, 40 and 10 per cent.

## HALTERS (SNAP AND RING).

Jute Rope, 1/4-inch, per gross	8 00
" " 1/2-inch, per gross	10 50
" " 3/4-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 25
Web	2 45

## SISAL HALTERS (SNAP & RING).

1/4-in., \$9.00; 7-16-in., \$10.20; 1/2-in.,  
\$11.40; 3-16-in., \$13.20; 3/4-in., \$15.00.

## HIDES.

Trimmed hides, green .... 0 12 0 13  
Trimmed, green and partly  
cured .... 0 12% 0 13%  
Usual 2 lbs. tare.

Horsehides, with mane and tail,  
up to ..... 3 75  
Sheep skins, up to ..... 1 80  
Horsehair, 35 to 38c lb.

## HINGES.

Blind, discount, 50 per cent.

## HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 50
10 in., doz. prs.	3 75	2 50
Light T and strap, discount 65 p.c.		
Screw hook and hinge— under 12 in., per 100 lb.	4 00	
over 12 in., per 100 lb.	3 80	
Orate hinges and back flaps, 65 and 5 p.c.		
Chest hinges and hinge hasps, 65 p.c.		

## HINGES (SPRING).

Spring, per gross—No. 5, \$17.40; No. 10,  
\$19.50; No. 20, \$29.00; No. 50, \$21.00;  
No. 61, \$39.00; No. 1250, \$17.40;  
Screen door sets—No. 2250, \$14.95; No.  
2251, \$19.55; No. 2275, \$21.85; No. 1182,  
\$19.55.  
Chicago hold back screen door, from  
gro., \$12.  
Chicago spring hinges, 15 p.c.  
Triplex spring hinges, 40 p.c.  
Chicago surface or (6,000), 45 p.c.  
Garden City fire house hinges, 12% p.c.  
"Chief" floor hinge, 50 p.c.

## HOOKS.

Wrought iron hooks and staples—  
1/2 x 5, per gross ..... 3 25  
5-16 x 5, per gross ..... 3 40  
Bright wire screw eyes, 60 p.c.

Bright steel gate hooks and staples.  
Iron screw hooks, 60 and 30 p.c.  
Iron gate hooks and eyes, 60 & 20 p.c.  
Crescent hat and coat wire, 60 p.c.  
Stove pipe eyes, kitchen and square  
hooks, 60 p.c.

## HORSE NAILS.

M.R.M. cold forged process list, 10th		
January, 1912.	Size	Length
No. 3	3/4	1 1/4-inch
No. 4	1	1 1/4-inch
No. 5	1 1/4	1 1/4-inch
No. 6	1 1/2	1 1/4-inch
No. 7	1 3/4	1 1/4-inch
No. 8	2	1 1/4-inch
No. 9	2 1/4	1 1/4-inch
No. 10	2 1/2	1 1/4-inch
No. 11	2 3/4	1 1/4-inch
No. 12	3	1 1/4-inch

## HORSESHOES.

Iron shoes, light, medium and heavy,  
No. 2 and larger, \$3.90; No. 1 and  
smaller, \$4.15; snow pattern, No. 3 and  
larger, \$4.15; No. 1 and smaller, \$4.40;  
"X.L." steel shoes, new light pattern,  
1 to 6, No. 2 and larger, \$4.35; No. 1  
and smaller, \$4.60; "X.L." steel shoes,  
feather weight pattern all sizes, No. 0  
to 4, \$5.75; special countersunk steel,  
all sizes, 0-4, \$6.25; toe weight steel shoes,  
all sizes, No. 1 to 4, \$4.75. F.O.B.  
Montreal.

Toecalks Standard, J.P. & Co.,  
"Blunt" No. 1 and smaller, \$1.50; No.  
2 and larger, \$1.25; "Sharp" No. 1 and  
smaller, \$1.75; No. 2 and larger, \$1.50  
per box. Put up in 25-lb. boxes.

## HORSE WEIGHTS.

Smarts, 3 3/4 lb.

## ICE CREAM FREEZERS.

White Mountain, 50 per cent.

## KITCHEN ENAMELED WARE.

White ware, 75 per cent.  
London and Princess, 50 per cent.  
Canada, Diamond, Premier, 50 and 10  
per cent.  
Pearl, Imperial, and Colonial steel, 60  
and 10 per cent.  
Premier steel enamelware, 50 & 10 p.c.  
Star decorated steel and white, 33% per  
cent.  
Hollow ware, tinned steel, 45 per cent.  
off.  
Enamelled street signs, 50 per cent.

## KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.  
Can openers, per doz. .... 0 40 0 75  
Mincing kni es, per doz. .... 0 50 0 90  
Potato mash w, wire, per doz. .... 0 60 0 80  
" wood, per doz. .... 0 50 0 80  
Vegetable slicers, per doz. .... 1 25  
Universal meat chopper, No. 1 .... 1 15  
Spiders and fry pans, 50 and 5  
per cent.  
Star Al chopper, 5 to 32 .... 1 35 4 10  
" 100 to 105 .... 1 35 2 00  
Toasters, 50 per cent.  
Fire shovels, 50.  
Oil stoves and ovens, 50 and 10.  
LADDERS, TRESTLES, ETC.

## (ROPED EXTENSION LADDERS)

20 ft.	\$ 3.00	42 ft.	\$ 7.95
22 ft.	3.50	44 ft.	8.50
24 ft.	3.50	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.75	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

## (COMMON EXTENSION LADDERS).

20 ft., each	\$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

## (COMMON SINGLE LADDERS)

8 ft., each	\$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same  
price as common single ladders; short  
nose 1c per foot additional.

## (PAINTERS TRESTLES).

6 ft., each	\$1.50	14 ft., each	\$4.20
8 ft., each	2.00	16 ft., each	4.30
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

## LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00  
Short bowl pattern, doz. 7 00  
Japanned cold blast, doz. 7 50  
Brass well japanned, doz. 9 25  
All brass, doz. 24 00  
Cold blast globes, doz. 6 50  
Prism globes, doz. 1 20

## LAWN HOSE.

Competition, 3/4 in., ft. .... 70 5 p.c.  
Corrugated, 3/4 in., ft. .... 0 13%  
Corrugated, 1/2 in., ft. .... 0 17  
500 ft. coils extra, 5 per cent.

## LAWN MOWERS.

D. Maxwell & Sons.—8-inch open  
wheel, 3 knives, 12 in., \$5.25, do., 14 in.  
\$5.50, do., 16 in., \$5.75; do., 4 knives,  
12 in. \$6.25, 14 in. \$6.50, 16 in. \$6.75, 18  
in. \$7.00; 9-inch open wheel, 3 knives,  
12 in. \$6.75, 14 in. \$7.25, 16 in. \$7.75,  
18 in. \$8.50; do., 4 knives, 12 in. \$7.25,  
14 in. \$7.75, 16 in. \$8.25, 18 in. 9.00; do.,  
5 knives, 12 in. \$7.75, 14 in. \$8.25, 16  
in. \$8.75, 18 in. \$9.50, 20 in. \$10.00;  
10 1/2-inch high wheel, 4 knives, 12 in.  
\$8.50, 14 in. \$9.00, 16 in. \$9.50, 18 in.  
\$10.00, 20 in. \$11.00; 10 1/2-inch high wheel,  
ball bearing, 4 knives, 12 in. \$10.00, 14  
in. \$10.40, 16 in. \$10.80, 18 in. \$11.30, 20  
in. \$12.25; do., 5 knives, 12 in. \$10.50,  
14 in. \$10.90, 16 in. \$11.35, 18 in. \$11.80,  
20 in. \$12.75. Discount 50 per cent. 3  
per cent. 30 days.

## LOOKS AND KEYS.

Canadian, Peterboro, 50 and 10 per  
cent. off list.

## LUMBERMEN'S SUPPLIES.

Ant hooks, dozen, from ..... 12 00  
Axes, dozen, from ..... 6 50  
Axe handles, dozen from ..... 0 80 3 75  
Cross cut saws, per foot. .... 0 25 0 65  
Axe wedges, dozen ..... 0 25  
Ball and heel calks ..... 4 00 4 25

## MAILETS.

Tinsmiths' 2 1/2 x 5 1/2 in., per doz. .... 1 25  
Carpenters', round hickory, 6 in.,  
per doz. .... 1 95  
Lignum Vitae, round, 5 inch, per  
doz. .... 2 40  
Caulking, No. 8, oak, per doz. .... 15 00

## MATS.

Wire door mats, standard, 16x24,  
doz. .... 9 00

## METAL POLISH.

Tandem metal polish paste ..... 6 00  
Aroline brass cleaner, 100 in pkge 5 50

## MINERS SUPPLIES.

Mattlocks, 6 lb., 18 inch, \$4 dozen.  
Picks, 6 to 7 lb., \$4.65 dozen.  
Pick handles, \$1.35 dozen.  
Prospectors' hammers, 16% per lb.  
Drilling hammers, 6 cents per lb.  
Crowbars, 3% cents per lb.

## MOPS AND IRONING BOARDS.

Mops, per doz. .... 20 1 50  
Folding ironing boards ..... 16 25 15 00

## NAILS.

Standard steel wire nails, Toronto, \$2.25  
base; Montreal, \$2.40 base.  
Out nails—Montreal, \$2.60; Toronto,  
\$1.80.  
Miscellaneous wire nails, 75 per cent.  
Coopers' nails, 33 1-3 per cent.  
Pressed spikes, 1/4 diameter, per 100  
lbs. .... \$3.00 base

## OAKUM.

Plumbers....per 100 lbs. .... 3 25

## OILERS.

Kemp's Tornado and McClarys  
Model lardened oil can with  
pump, 5 gallon, per dozen ..... 10 00  
Davidson oilers, 40 per cent.  
Zinc and tin, 50 per cent.  
Coppered oilers, 50 per cent. off.  
Brass oilers, 50 per cent.  
Malleable, 25 per cent.

## PLATED GOODS.

Holloware, 40 per cent. discount.  
Flatware, staples, 40 and 5; fancy, 10  
and 50.  
Hutton's "Cross Arrow" flatware, 42%  
per cent. "Singalee" and "Alask."  
Nevada silver flatware, 42 per cent.

## PIECED TIN WARE.

Discount, 35 per cent.  
10-qt. flaring sap buckets, 35 p.c.  
6, 10 and 14-qt. flaring pails, 35 p.c.  
Cooper bottom tea kettles and boilers,  
7 40 and 5 per cent.  
Coal hods, 35 per cent.  
Boiler and tea kettle patts, 30 and 5 p.c.

## CLAY PICKS.

5 to 6 lbs., doz. .... 4 15  
7 lbs., doz. .... 4 40  
7 to 8 lbs., doz. .... 4 75  
8 lb., doz. .... 5 00

## PLANES.

Wood bench, Canadian, 15 p.c.  
Wood, fancy, 30c to 35 per cent.  
prices. Planes and Nippers.  
Button's genuine, 37% to 40 per cent.

## PLOUGH LINES.

Russia snap ..... per gross 30 00  
Indian snap ..... 25 00

## RAZORS.

Boker's ..... Per doz. 7 50 11 00  
Boker's King Cutter ..... 13 20 14 40  
Henckels ..... 7 50 20 00  
Gillette Safety, each ..... 3 75  
Star Safety Razor, 33 1-3 p.c.  
Edelweiss ..... 16 00

## ROPE AND TWINE.

Sisal rope ..... 0 12  
Pure Manila Rope ..... 0 17  
"British" Manila ..... 0 13  
African Hemp ..... 0 13  
Cotton, 3-16 inch and larger ..... 0 27  
Russia Deep Sea line, 7-16 and  
larger, 15c.  
Jute, 7-16 and upwards, 10%  
Lath yarn, single ..... 0 11%  
Lath yarn, double ..... 0 11%  
Sisal bed cord, 48 feet, per doz. .... 0 75  
Sisal bed cord, 60 feet, per doz. .... 0 80  
Sisal bed cord, 72 feet, per doz. .... 1 00  
Cotton clothes line, 18 per cent. off.  
Bag, Russian twine, per lb. .... 0 27  
Wrapping, cotton, 3-ply twine.... 0 20  
4-ply twine.... 0 30  
Mattress twine, per lb. .... 0 45  
Staging ..... 0 35

## BINDER TWINE.

650 ft., per lb. .... 0 12%  
600 ft., per lb. .... 0 11  
550 ft., per lb. .... 0 10  
500 ft., per lb. .... 0 09%  
5 ton lots, 1/4 lb. allowance,  
10 ton lots, 1/2 lb. allowance.

## REFRIGERATORS.

Sanderson-Harold, 40 per cent.  
Galvanized, 40 per cent.

## RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10  
and 10.  
Iron Burrs, 60 and 10 and 10 p.c.  
Copper Rivets, usual proportion burrs,  
30 and 2% per cent.  
Extras on Coppered Rivets, 1/4-lb. pack-  
ages 1c per lb.; 1/2-lb. pkgs., 2c lb.  
Tinned rivets, net extra, 4% per lb.  
Coppered Rivets, net extra, 2% per lb.

## RIVET SETS.

Canadian, 35 to 37% per cent.

## RULES.

Boxwood, No. 68, 2 foot, doz. .... 1 90  
Ivory, No. 1282, 2 foot, each ..... 3 50

## SAD IRONS.

Mrs. Potts, No. 55, polished, per  
set ..... 0 85  
Mrs. Potts, No. 50, nickel-plated,  
per set ..... 0 90  
Mrs. Potts, handles, japanned, per  
gross ..... 8 40  
Common, plain ..... 4 25  
Common, plated ..... 5 80  
Asbestos, per set ..... 1 80

## SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

## SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs. .... 3 20  
Sectional, 1/2 lb. each, per 100 lbs. .... 3 35  
Solid, 3 to 30 lbs. .... 1 43

## SASH CORD.

No. 3, per lb. .... 0 28%  
Sash Chain, No. 2, hd. ft. .... 1 40

## SAWS.

Atkins Hand and Crosscut, 25 p.c.  
Diston's Hand, 10 per cent.  
Simonds Hand, 15 per cent.  
Shurley & Dietrich, 40 and 35 p.c.  
Spears & Jackson, 40 per cent.

## SCREEN DOORS AND WINDOWS.

Common doors, 2 or 3 panel, wal-  
nut stained, 4-in. style ..... 7 80  
Common doors, 2 or 3 panel, grain-  
ed only, 4-in. style ..... 8 40  
Beaver window screens, 12x18, open  
2 1/2 inches ..... 1 00  
Model window screens, 12x18,  
open 2 1/2 inches ..... 1 80  
Model window screens, 14x22, open  
3 1/2 inches ..... 2 25

## SCALES.

Gurney Standard, 30 p.c.; Champion,  
50 per cent.  
Burrow, Stewart & Milne — Imperial  
Standard, 30 p.c.; Champion Scales, 50  
per cent.  
Fairbanks Standard, 30; Dominion,  
50; Richelleu, 50.

## SCYTHE SNATHS.

Canadian, 35 per cent.  
Scythes, dozen .... \$6 50 \$11 00

## SCREWS.

Wood F.H., bright and steel, 85 10 7 1/2  
" R.H., bright ..... 80 10 7 1/2  
" F.H., brass ..... 75 10 7 1/2  
" R.H., brass ..... 70 10 7 1/2  
" F.H., bronze ..... 70 10 5  
" R.H., bronze ..... 65 10 5  
Drive screws ..... 65 10 5  
Set, case hardened ..... 50 and 95  
Square cap ..... 45  
Hexagon cap ..... 45  
Bench, wood, per doz. .... 45 00  
"



# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

## YOU

Should know our proposition. It's worth while.

Should write us to-day for full particulars.

Should sell, the MOORE Line and make more money with less investment.



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& CO.**

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,  
Pocket Knives,  
Scissors, Razors,  
Spoons and Forks

## FORD



An Auger Bit You Can Depend on. Fully Warranted  
FORD AUGER BIT CO. HOLYOKE, MASS.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

**The International  
Nickel Company**

WRITE US FOR  
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# Stephens "WA-KO-VER" Stains



Are The Best Assurance  
Of Complete Satisfaction



These stains do not cover up the natural beauty of the wood, they emphasize the grain and impart any desired effect.

They have a remarkable toughness and elasticity and can be washed with soap and water without impairing the brilliancy of their finish.

These stains must be exactly as we claim or we will refund the money.

Get our agency proposition and color cards.

## G. F. STEPHENS & CO.

LIMITED

WINNIPEG

Paints and Varnishes  
BRANCH AT CALGARY, ALTA.

CANADA



# HARDWARE AND METAL

## SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.  
Fillister head, iron, 30; brass, 35 p.c.

## SCREW DRIVERS.

Sargent's, per dozen ..... 0 65 1 00  
North Bros., No. 30, per doz. .... 16 20

## SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60;  
Japan, 65; tailors, 40; pruning, 70.  
Seymour's, 50 and 10 per cent.  
Acme Shear Co., nickel-plated and  
Japanned, 40 per cent.

## SHELF BRACKETS.

No. 140, 65 and 10 per cent.

## SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.  
Baker, hockey, 30c upwards; spring.  
Empire hockey sticks, \$3.00, \$3.50.  
Micmac and Rex sticks, \$4.25, \$6.25.  
Pucks, net, \$1.50.

## SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2 1/2	45
Draining tools	60	55	45
Scoops	50 and 5	45 and 5	
Hollow backs and sand shovels	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			

Above discounts on Black Goods only.  
Full Polished Goods, 50c per Doz. net  
extra. Half Polished Goods, 25c per  
Doz. net extra.

## SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

## SQUARES.

Diston's, 60 and 10 per cent.  
Stanley Try Squares, size 7 1/2, doz.  
net ..... \$2 85

## SNAPS.

Harness, 25 per cent.

## SOLDERING IRONS.

Base, per lb., 25 cents.

## STAMPED WARE.

Plain, 7 1/2 and 15.  
Retinned, 7 1/2 and 5.  
Tinner's trimmings, 7 1/2 and 5.

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50  
Eureka tinned steel, hooks, per  
1,000 ..... 8 00

## STAPLES.

Poultry netting, 100 lbs. .... 6 70  
Bed, 100 lbs., No. 14 ..... 6 75  
Blind, per lb. .... 0 12  
Coopers' staples, 45 per cent.  
Bright spear point, 75 per cent.

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

## STOVE BOARDS.

Lithographed, 60 and 10.

## STOVEPIPES.

5 and 6 inch, per 100 lengths.... 7 32  
7 inch, per 100 lengths ..... 8 18  
Nestable, 40 per cent.

## STOVEPIPE ELBOWS.

and 6-inch common, per doz. .... 1 20  
7-inch, per doz. .... 1 35  
Polished, 15c per dozen extra.  
Thimbles, Empire, 70 per cent.

## STOCKS AND DIES.

No. 20 Beaver Die Stock. .... 18 75

## STONES-OIL AND SCOTCH.

	Dozen	5 10	3 10	3 50
Washita Oil, No. 1, 6 in.				
7 in., 8 in.	3 50	4 00		
No. 2, 6 in., 7 in., 8 in.	2 50	3 10	3 50	
Hindustan oil	per lb.	0 06	0 10	
" "		0 18	0 20	
" "		0 16	0 18	
Deer Creek		0 10	0 12	
Deerlick		0 25	0 30	
" "		0 15	0 18	
Lily White, 6 in., 7 in.		6 00	6 60	7 60
8 in., doz.		6 00	6 60	7 60
Arkansas				1 50
Water-of-Ayr				0 10
Scythe	per gross	3 50	5 00	

## TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.;  
tinned, 80, 15; (in kegs), 40; cut tacks,  
blued, in dozens only, 80 and 10; 1/4  
weights, 60; Swedes cut tacks, blued and  
tinned, bulk, 85 and 5, in dozens, 75  
and 10; Swedes, upholsterers', bulk, 90;  
brush, blued and tinned, bulk, 70 and

10; Swedes, gimp, blued, tinned and  
japanned, 82 1/2; zinc tacks, 35; leather  
carpet tacks, 35; copper tacks, 45; cop-  
per nails, 50; trunk nails, black, 65  
and 10; trunk nails, tinned and blued,  
65 and 10; clout nails, blued and tinned,  
65 and 10; chair nails, 35 and 10;  
patent brads, 40 and 10; fine finishing,  
40 and 10; lining tacks, in papers, net;  
liningtacks, in bulk, 15; lining tacks,  
solid heads, in bulk, 75; saddle nails, in  
papers, 10; saddle nails, in bulk, 15;  
tuffing buttons, 22 line in dozens only,  
60; zinc glaziers' points, 5; double point-  
ed tacks, papers, 90 and 10; double  
pointed tacks, bulk, 55; clinch point  
shoe rivets, 45 and 10; cheese box tacks,  
87 1/2; trunk tacks, 80 and 20; strawberry  
box tacks, 80 and 10.

## TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Steel, No. 254, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft., each	1 10
Chesterman's Metallic, No. 1821, 66 ft., each	1 35
Steel, No. 1840, 50 ft. ....	

## TROWELS.

Diston's, 10 per cent.

## THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

## TINNERS' TRIMMINGS.

Discount, 45 per cent.  
Plain and retinned, 75 and 12 1/2.

## TRAPS (STEEL GAME).

Newhouse, 30 per cent.  
Hawley & Norton, 40, 10 and 5 p. c.  
Victor, 60 and 5 per cent.  
Oneida Jump (Star), 50, 10 and 5 p. c.

## TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80

## VACUUM CLEANERS.

Eureka Electric, each ..... 35 00

## VISES.

Per pound	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.	3 55	
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

## WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.K.L.	121 50
Winner, C. Cor, No. 2 & 3	85 00
20 per cent.	

## WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	64 00
Gem 411E	51 75
Sunlight, 111	44 50
20 per cent.	

## WHEELBARROWS.

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

## WHIFFLETREES.

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " 38 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95

## WOOD HANDLES.

Second growth ash fork, hoe, rake and  
shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel  
handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and  
shovel handles, 50 per cent.  
Carriage neckyokes, oval and whiffles,  
Carriage neckyokes and whiffletrees, ash

35, hickory, 40 per cent.

Team neckyokes oval and round whiffle-

trees, hickory and ash, 35 per cent.

All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35

per cent. Wrenches.

Agricultural, 67 1/2 per cent.

## WROUGHT IRON WASHERS.

Canadian, 40 per cent.

## WOODENWARE.

### BAKE BOARDS.

With rim, 18x24, per doz.	4 50
With rim, 18x28, per doz.	5 00
With rim, 20x30, per doz.	5 50
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

## IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 80

## SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

## WASH BOARDS.

Glass, doz.	
Enamelled, doz.	

## CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

## CLOTHES DRIERS.

4 sides, 16 bars, folding, doz. .... 12 00

## CLOTHES PINS.

Common, 5 gross in box, per box 0 65  
Spring clothes pins, per box. ....

## WOOD WASH TUBS.

Standard size, doz. ....

## TUB AND WRINGER STANDS.

Folding frame, doz. ....

## (WINNIPEW HARDWARE QUOTA- TIONS)

(Ax Handles)—Oval and octagon, s.g.  
hickory, \$3.50; No. 1, \$2.40; 2, \$1.95;  
p.g. oak, \$2.90.

(Auger Bits)—"Irwin" bits, 47 1/2; other  
lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., \$2.06 f.o.b.  
Fort William, \$2.41 Winnipeg; Glidden  
2 pt., \$1.94 Fort William, \$2.27 Winni-  
peg; Baker 2 pt., \$1.93 Fort William,  
\$2.25 Winnipeg; Waitegan 2 pt., \$1.94  
Fort William, \$2.25 Winnipeg; Alberta  
2 pt., \$1.90 Fort William, \$2.18 Winni-  
peg; American special 2 pt., \$1.58 Fort  
William, \$1.81 Winnipeg; Plain twist,  
\$2.90 Fort William, \$3.38 Fort William;  
Coil spring, No. 9, per 100 lbs., Fort  
William, \$2.32; Winnipeg, \$2.72. Prices  
quoted for barbed wire are for spools  
of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60;  
7-16 and larger, 50; machine, 1/2 and  
under, 60 and 5; 7-16 and over, 50; ma-  
chine set screws, 65; plough bolts, 45;  
square and hexagon nuts, cases, 2;  
small lots, 2 1/2; stove bolts, 77 1/2; sleigh  
shoe bolts to 1/2, 50 1/2; 7-16 and up,  
40 1/2.

(Bar Iron)—Bar iron, \$2.75; Swedish  
iron, \$4.75; sleigh shoe steel, \$2.85;  
spring steel, \$3.40; machinery steel,  
\$3.50; tool steel, Black Diamond, 100  
lbs., \$3.50; Jessop, \$15.

(Blocks)—Steel, 50 per cent.; wood, 60  
per cent.

(Cut Nails)—\$3.35 per keg base. Wire  
nails, base, \$2.90 Winnipeg.. \$2.50 Fort  
William.

(Copper)—Sheet and planished copper,  
30c per lb. Tinned, 24c. Copper wire,  
3-inch gage, 24c to 20-inch gage, 28c.  
Crowbars—4 1/2c per lb.

(Corrugated Iron)—28 gauge, \$4.60; 26  
gauge, \$5. Pressed standing seamed  
roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.  
(Canada Plates)—Half polish, 6-7 inch,  
\$3.65; 8 inch, \$3.90; full polish, 6-7 inch,  
\$4.50; 8 inch, \$4.75.

(Clavicles)—7 1/2c per lb.

(Enamelware)—Canada, 50; Imperial,  
60; Premier, 60; Colonial 60; white, 70  
and 5; diamond, 60; granite, 60 per  
cent.

(Files)—American, 75 p.c.; Black Dia-  
mond, 60 p.c.; Nicholson's, 65 p.c.  
(Galvanized Iron)—Apollo, 16 gauge,  
\$1.20; 18 gauge, \$4.20; 20 gauge, \$4.30; 22  
and 24, \$4.49; 26, \$4.60; 28, \$4.85; 30 or  
10 oz., \$5.10.

	Fleur-de- Lys	Queen's Head
28G (equal 10 1/2 oz.)	5 10	5 35
26G (equal 28 Amer.)	4 85	5 10
24G	4 40	4 65
22G	4 40	4 65
20G	4 30	4 65
18G	4 20	4 45
16G	4 20	4 45

(Galvanized Ware)—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

(Glass, Window)—single, first break up  
to 25 united inches, \$4.25; 26 to 40, \$4.50;  
41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70,  
\$6.00; in 100 foot boxes. Double glass,  
up to 25 united inches, \$5.75; 26 to 40,  
\$6.25; 41 to 50, \$7.00; 51 to 60, \$7.21; 61  
to 70, \$8.75; 71 to 80, \$9.75, in 100 foot  
boxes.

(Horseshoes)—"M.R.M." and "Bell"  
iron, No. 0 to 1, \$4.90; No. 2 and larger,  
\$4.65; snowshoes, No. 0 to No. 1,  
\$5.15; No. 2 and larger, \$4.90; steel No.  
0 to 1, \$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

(Horse Nails)—"M.R.M." cold process  
—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6,  
\$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11  
and 12, \$2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per  
cent.

(Hinges)—Light T and strap, 65 per  
grass, \$1.70.

(Iron Washers)—Full box, 40 per cent.;  
smaller lots, 35 per cent.

(Iron Pipe)—Black, 1/4 inch, \$2.65; 3-8  
inch, \$2.80; 1/2 inch, \$3.35; 3/4 inch, \$4.10;  
1 inch, \$6.10; 1 1/4 inch, \$8.20; 1 1/2 inch,  
\$9.75; 2 inch, \$13.20; 2 1/2 inch, \$20.25; 3  
inch, \$27.35; 3 1/2 inch, \$32.75; 4 inch,  
\$38.75; 4 1/2 inch, \$43.75; 5 inch, \$50.60; 6  
inch, \$65.65; 7 inch, \$91.40; 8 inch, light,  
\$96.00; 8 inch, heavy, \$114.60.

(Galvanized Pipe)—1/4 inch, \$3.75; 3-8  
inch, \$3.90; 1/2 inch, \$4.30; 3/4 inch, \$5.30;  
1 inch, \$7.90; 1 1/4 inch, \$10.65; 1 1/2 inch,  
\$12.65; 2 inch, \$17.10; 2 1/2 inch, \$27.20; 3  
inch, \$35.70; 3 1/2 inch, \$44.35; 4 inch,  
\$52.00; 4 1/2 inch, \$57.15; 5 inch, \$66.60;  
6 inch, \$86.50.

(Logging Chain)—1/4 in., \$3.00; 5-16 in.,  
\$6.50; 3/8 in., \$5.75.

(Lanterns)—Cold blast, per doz., \$7.25;  
coppered, \$9; dash, \$9.

Poultry Netting—50 per cent.

(Plaster of Paris)—Barrel, \$6.50; hard  
wall, ton, \$11.50; wood fibre, ton, \$12.00.

Pig lead—\$5.25. Lead pipe—Full coil,  
\$6.75 per cwt.; cut coil, \$7.75 per cwt.  
Lead Waste—\$7.25.



# JAMIESON'S

## Prepared Paints

are always made with "consumer satisfaction" constantly in mind. In fact this feature of our paint making has developed into a sort of religion with us.

*Consumer satisfaction is the ultimate test—Jamieson's Paints have been successfully passing under this test for over half a century*

**R. C. JAMIESON & CO., Limited**

Montreal

Established 1858

Vancouver

15

# WHERE GRAIN GROWS PAINT GOES

The prosperity of the Farmer makes business for the Paint Dealer. Well painted farm buildings act as the thermometer that registers the degree of prosperity of the country. The paint dealer who sells

## Martin-Senour Paint

100 Per Cent Pure

Varnishes, Stains, Enamels, Etc.,

can influence paint sales. Wherever grain grows, he finds a fertile field for missionary work. Prosperity may be slow of expression, but the dealer who is wide-awake finds a way to loosen up the purse strings. We have a plan for the right man. You'll not be under any obligation by writing for it.

**The Martin-Senour Co.**

Limited  
Pioneers of Pure Paint

Montreal Chicago Winnipeg Lincoln







# RAMSAY'S DUL-TONE

a washable, sanitary, flat finish for interior decorations. An oil paint without a gloss. Made in sixteen tints, also black and white.

Equally good for woodwork, plaster, steel ceilings, canvas, beaver and wall board, etc. Produces a soft, beautiful and durable finish which is permanent, sanitary and washable.

*Send for Color Card.*

**A. Ramsay & Son, - - Montreal**  
Paint Makers Since 1842

# DOUGALL

**SELL FIRST CLASS  
VARNISHES** to build a  
**FIRST CLASS TRADE**

Send for 60 page book of selling points  
of the "Varnish That Lasts Longest."

**The Dougall Varnish Company, Limited**  
MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

# VARNISH



**If you are looking**

for a paint that will give satisfaction under all conditions, sell NEW ERA PAINT. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for NEW ERA everywhere its merits are known.

*WRITE FOR PRICES.*

**Standard Paint and Varnish Co.**  
WINDSOR, ONT. LIMITED



The farmer  
and gardener  
want  
Paris Green  
that will kill  
the bugs  
and protect  
their garden  
crops.

The Canada Paint Co.'s Paris Green is favorably known in all parts of the country. It has been used by farmers and gardeners for a number of years and has gained a reputation for strength and purity. This Green is probably the most generally used Paris Green on the market

Have you sufficient Paris Green in stock to meet the demand this season? Look over your stock now, and ask us for prices. We can make prompt delivery, and will give your order our best attention whether it is large or small. The Canada Paint Co.'s Paris Green is put up in following packages:—

1/2 lb. pkts.	1 lb. pkts.	1 lb. tins	25 lb.	50 lb.	250 lb.	600 lb.
100 lbs. in	100 lbs. in	100 lbs. in	Drums	Drums	Kegs	Bbls.
case.	case.	case.				

PRICES ON APPLICATION



**PAINTS & VARNISHES**  
**STAINS, ENAMELS, COLORS**  
**a finish for every surface**  
THE CANADA PAINT CO. LTD, MONTREAL, TORONTO, WINNIPEG.



## This Kitchen Kumfort Trowel

Will Sell Quickly

Every Housewife Will Want It



This article is so shaped as to fit close to the side of the pan.

The shape makes it the most desirable article on the market for turning Eggs, Omelets, Meat Balls, Croquettes, Cakes, etc.

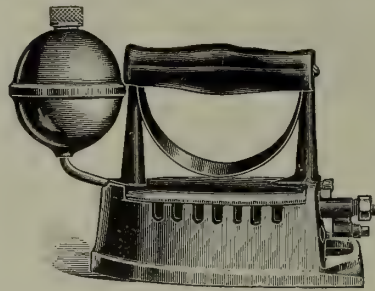
With an order of one dozen you get this attractive display box.

Write for complete lines. Our goods will make your notion counter produce better profits.

**Andrews Wire Works of Canada, Ltd.**  
Watford, Ont.      Rockford, Ill.

## The Ideal Self-Heating Sad Iron

This is the iron that has met with such success in the States; it is being manufactured in Hamilton, Ont., from which place orders will be filled on and after April 1st.



**"IDEAL"**

The Iron That Heats Itself

In the spring and summer, when the stove isn't running with all flues open, and ironing day comes round, the housewife is ready to listen to the story of the iron that heats itself.

There's no better ironer than the "Ideal." There is no cheaper heat-getting method than that of the "Ideal" gasoline fuel and generator.

"Ideal" will sell—it's the best thing the housewife can buy.

You can guarantee it.

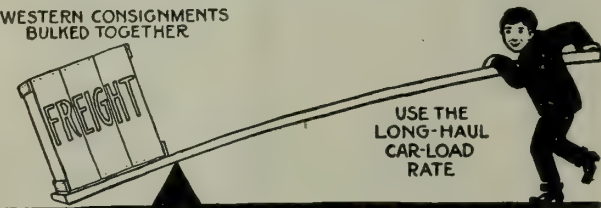
Write us for prices or ask your jobber.

We have been delayed 10 or 15 days in filling orders from our Hamilton plant, for the following reason: The manufacturers from whom we purchase our Brass Tubing connecting the Tank and Generator (which is of a special kind and cannot be bought in stock) have failed to deliver our orders on agreed time.

We wish to thank our patrons for their leniency, and to assure them that we are taking every precaution to prevent a recurrence of this in future.

**THE IDEAL SAD IRON MFG. CO.**  
Hamilton, Ont.

WESTERN CONSIGNMENTS  
BULKED TOGETHER



REGINA  
THE POINT FOR  
RESHIPMENT

## To Handle Goods at Long Distance

**T**HIS is the way. Bulk together your shipments to western customers, in full car loads if you can. Bill straight through to us in Regina at the low long-haul car-load rate. We will receive, break bulk and re-ship the separate orders to their destinations.

We can also hold a stock of your goods for quick delivery in the West, or we can be your Western Branch House and fill customers' orders.

If you are East and handling goods out this way at a disadvantage, use this long-haul lever, resting the Western end on us. We are at the pivotal point. The three great railway trunk lines pass through Regina, and some thirteen roads radiate from it. Already we are storing and forwarding for many Eastern concerns. If you want our service take hold right now. You will be able to move things in the West much more easily.

**REGINA STORAGE AND FORWARDING COMPANY, LIMITED, REGINA, SASK.**

WRITE US

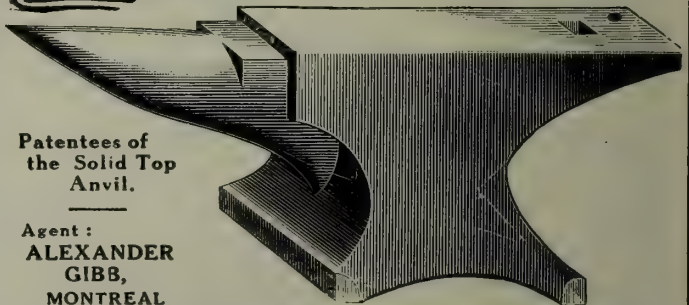
## BROOKS & COOPER, Sheffield.

Corporate Mark,

Mousehole Forge

Trade Mark.

M. & H. ARMITAGE  
MOUSE HOLE  
IFORGE.



Patentees of  
the Solid Top  
Anvil.

Agent:  
**ALEXANDER GIBB, MONTREAL**

**BIG**

### RESULTS

from small investments. Read  
Hardware & Metal's Want  
Ad. Page.

## New Idea in Account Register System

A Register that can grow as you grow.

One that can expand as your business expands.

The Expansion Type Register is the New Idea and is the latest and exclusive feature of

With Only **The McCASKEY SYSTEM** The End of Drudgery  
One Writing

Write for further information. We will gladly have our nearest salesman call on you and explain the Expansion Type Register features without any obligation on your part to purchase.

Unless you need System he will not urge you to buy. Write to-day to

**THE Dominion Register Co. Limited**

**TORONTO, ONTARIO**

Trafford Park, Manchester, Eng. Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World



Showing Electric Recorder and Cash Till

**FIRST AND STILL THE BEST**



On the other hand some people put off stealing the horse until after the stable is locked + +

The proverb says there is no time like the present.

Opportunity says there is no time *except* the present.

Our Yale magazine advertising is *your* opportunity. It is appearing now.

Whoever reads the magazines in your locality is reading Yale arguments—learning about Yale quality—being influenced in favor of Yale Locks and Hardware.

It's up to you to turn this Yale interest into sales.

Local newspaper advertising will do it.

Window displays will do it.

Lantern slides for the "movies" will do it.

Our sample doors, boards and blocks will do it.

Provided it is done right and done now.

Write our Dealers' Advertising Service about the right kind, now—while opportunity knocks.

**Canadian Yale & Towne Ltd.**

Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.



# The Quality That Prevails In The Eagle Mop Wringer and Bucket

Is Certain to Please Your Customers

Nothing but the very best materials are used in its construction.



We will be pleased to send you our catalog on Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, Twines, etc.

Our lines pay a splendid profit and are reliable.

**Walter Woods & Co.**  
Hamilton and Winnipeg

# "THERMO" The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



**THE LONDON FOUNDRY CO., LTD., LONDON CANADA**

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

**LOOK ON THE BOTTOM**

**FOR THIS**

**"OAKVILLE"**

**PURE ALUMINIUM COOKING UTENSILS**

**TRADE MARK**

**"Oakville" has made ALUMINIUM Cooking Utensils available to all. Good dealers handle "OAKVILLE" WARE and profit. Write us to-day.**

**The Ware Manufacturing Co., Limited OAKVILLE ONT.**

**Western Distributors: Moncrieff & Endress, Ltd., Scott Bldg. Winnipeg, Man.**

**"WILL OUTWEAR ANY WARE"**

**THE WARE MFG. CO. LTD. OAKVILLE. ONT**

# The Stratford Roped Extension LADDER

Is the safest and most convenient for Painters and Contractors

Automatic hooks lock every round and unlock between rounds.

Made of clear yellow pine and rock elm rounds. Can be easily converted into two ladders.

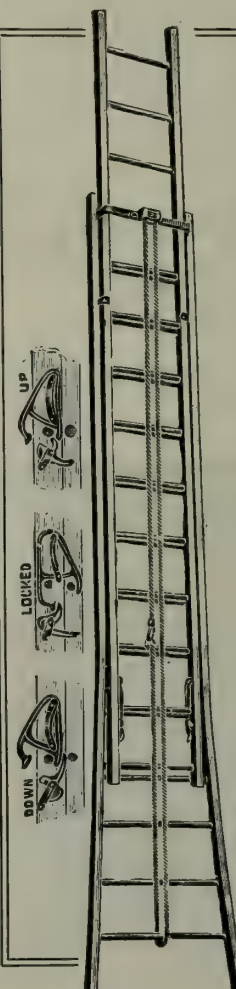
This is a ladder that is certain to satisfy the most particular of ladder users.

Stock it now. You will make a good profit.

Ask for complete catalog on ladders, ironing, bake and sleeve boards, clothes dryers, etc.

**The Stratford Mfg. Co.**  
Limited  
STRATFORD, :--: ONTARIO

REPRESENTED BY  
British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.







Guaranteed by  
The MARK of the MAKER

**T**HAT trade-mark protects you and guarantees to your customers the fine English tool steel, high temper, sharp edges, well turned and fitted handles and fine finish of P. S. & W. Chisels and Gouges.

The largest and finest chisel line manufactured.

Write for Catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. Hamilton—Wood, Vallance, Ltd. London—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. Montreal—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Co., Ltd.; Lewis Bros., Ltd. Saskatoon—J. H. Ashdown Hdwe. Co., Ltd. Toronto—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. Winnipeg—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

The Peck, Stow & Wilcox Co.  
MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware  
Established 1819  
Address 29 Murray St., New York, N. Y., U. S. A.

## A Way To Keep Your Tools In A Bright and Saleable Condition

If you are one of the many dealers who have to keep oiling and cleaning tools to keep them in good condition you should not hesitate about asking your jobber or manufacturer to wrap tools in our wax paper.

This paper keeps tools in first-class condition, and will save you considerable bother and time in cleaning.

Ask your jobber or manufacturer to do it now.

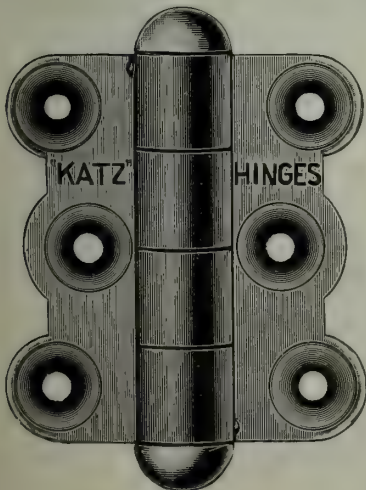
THE  
**British American Wax Paper Co.**  
LIMITED

Darling Building, Toronto

# Sorby's Tools

Garden Shears, Garden Sets of Tools, Forks, Trowels  
LARGE STOCKS AT WINNIPEG

The GEO. H. SAYWELL CO., - - Winnipeg



**"KATZ" SCREEN DOOR HINGES**, neat and durable  
**"Katz" Surface Floor Spring Hinges**  
**Who Can Beat 'Em?**



Reg. U. S. Pat. Office and Canada.

"These 'KATZ' are trained to spring doors closed or to hold them open.

**Lawson Mfg. Co.**  
CHICAGO  
215 W. Huron St.

New York - Philadelphia



Patented and Patent Pending



## BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at  
INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

## THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

## COLD ROLLED STRIP STEEL

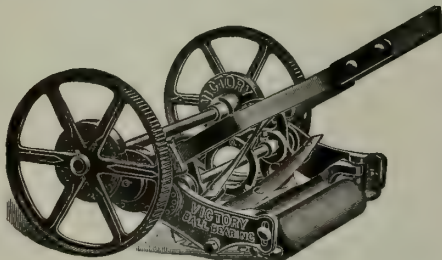
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



## The Easiest Running High-Speed Washer Is MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of red cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS, St. Mary's, Ont.



## TOWNSEND MOWERS

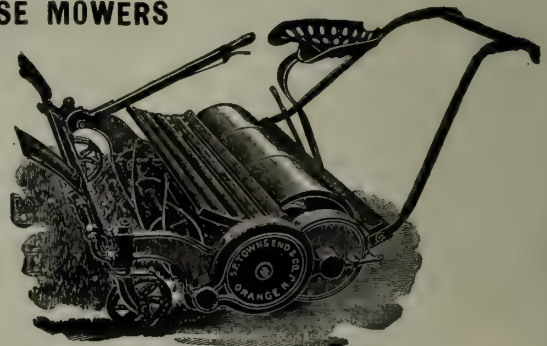
HAND MOWERS and HORSE MOWERS

All 'Our Hand' Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.  
ORANGE, N. J.



# Friedr. Baurmann & Sons, Solingen, Germany

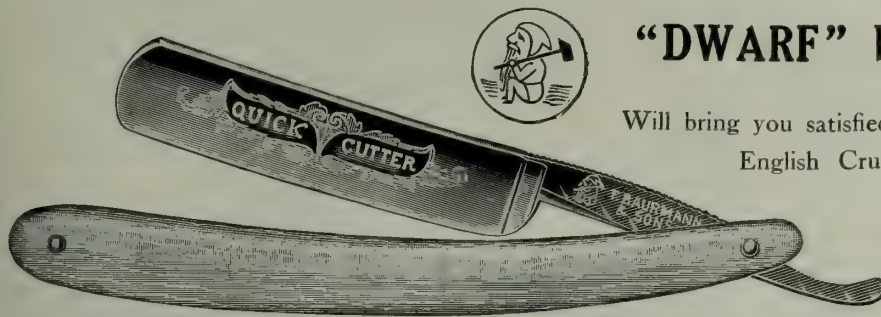
Manufacturers of High Grade Razors and Safety Razors

## "DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best

English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our Catalogue.



## CARRIAGE SPRINGS & AXLES

**ANCHOR  
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

## F. E. MYERS & BRO. ASHLAND, OHIO

PUMPS OF ALL KINDS  
HAY UNLOADING TOOLS  
BARN DOOR HANGERS  
guaranteed by our reputation for fair dealing.

The name means "QUALITY"  
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

## NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

## FERRONA PIG IRON

and SIEMENS-MARTIN  
OPEN HEARTH STEEL

## What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

**The MacLean Pub. Co.**

143-149 University Ave.

TORONTO

# King Coal is MAD all over He is losing 1/3 his sales



## The Arnold Damper

Automatic

Wherever used is cutting down the consumption of coal from one-third to one-half. You need this saving more than the coal man. Let him get mad while you keep on smiling.

## A 25% Saving Guaranteed

or money refunded. A saving of \$35 on a season's coal bill is worth considering. The Arnold Damper saves fuel, prevents over-heating—maintains an even fire and even temperature day or night. Eliminates all danger of fires from defective flues. Takes care of itself. Easily adjusted. All sizes to fit any pipe.

Sold exclusively through dealers by

W. H. THORNE & CO., LTD., St. John.  
In Maritime Provinces.

MARSHALL-WELLS CO., LTD., Winnipeg.  
In Western Canada.

LEWIS BROS., LTD., Montreal.  
In Quebec and Eastern Ontario.

WOOD-VALLANCE & CO., Hamilton  
In Western Ontario.



# MAYMORE

## CREMORNE BOLTS

IN

GREAT VARIETY

WRITE FOR  
COMPLETE LINE  
TO

THOMAS. W. KIRBY

YONGE ST ARCADE

TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG.



S 7635



S 7633

## Those Who Know Cane's Washboards Always Specify Them

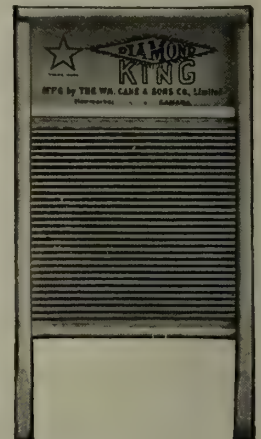
Because They are Right in Price and  
Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.  
LIMITED  
NEWMARKET, ONT.



## "Unedda" WONDER Dustless Mop

For Hardwood Floors, Linoleums, Walls and Ceilings. Treated by a special chemical process, making the brush **Absolutely Dustless** and Hygienic. The brush will **absorb** dust without scattering it.

Has patent connector, which can easily be removed from the handle, and by reversing brush you can turn clean side out and have practically a fresh brush. This gives double wearing quality.

When both sides have absorbed all the dust they can hold, the brush can be removed from the handle, washed and in a few minutes made like new.

**Washing does not injure the Duster.** Retail price only \$1.65. Write for prices to the trade. Our Dustless Duster is built on the same principle.

The Wonder Dustless-Duster 75c.

Write for Prices. The Wonder Dustless-Cloth 25c.

## "Unedda" Specialty Manufacturing Company

236 Gladstone Ave., TORONTO

# STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

# ELY'S AUTOMATIC

## Mop, Wringer and Bucket Combined

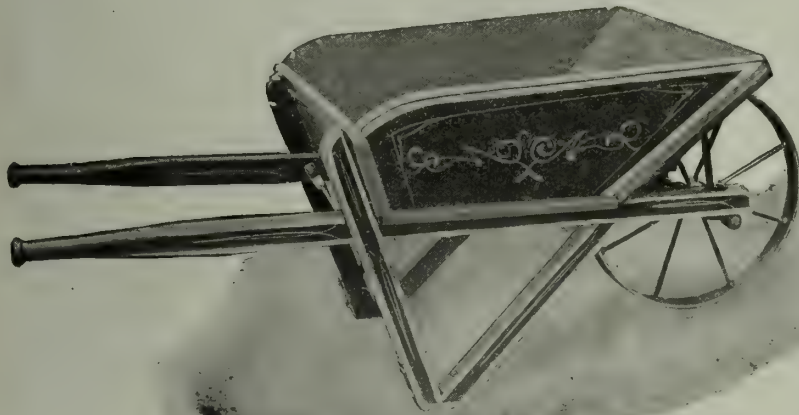
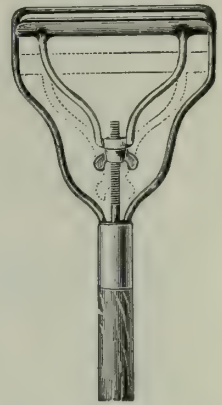
This is the most popular outfit on the market.  
The wringer is the only one made with automatic rollers which adjust themselves and wring mop dry.  
No noise. No friction. Cedar Buckets. Electric-welded hoops in grooves.

## ELY'S MOPS

are well made and very durable.  
OUR CATALOG of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, etc., will be mailed you upon request.

**Theo. J. Ely Mfg. Co., Erie, Pa.**

For Sale by Lyons & Marks, Toronto



## A High Grade Wheelbarrow

### That Pays a Good Profit

Easy running. Exceptionally strong and durable.

When barrow is running the load is directly over wheel—all the man has to do is to push.

Has iron wheels, iron shoes and braces.

Hardwood box and frame attractively finished.

Send a trial order. Dept. K.

**THE SCHULTZ BROS. COMPANY, Limited**  
BRANTFORD, ONT.

## The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



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Office and Factory

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The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

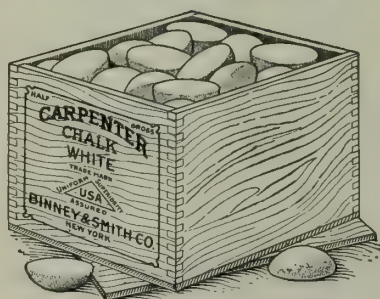
It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

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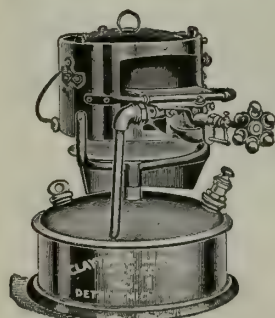
**CRAYONS FOR EVERY USE**



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School Chalk,  
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No. 1 Fire Pot  
Price Each \$7.80 Net

You will find C. & L. Fire Pots and Torches give the user perfect satisfaction. The No. 1 Fire Pot tank is made of heavy, galvanized iron, thoroughly reinforced, making it strong and more durable than if made of any other metal. The burner is made of special bronze generator metal, which retains the heat longer, super-heating the gas before it is burned, and producing an intensely hot blue flame not affected by wind or extreme cold. The No. 1 will soon save its cost in the saving of fuel alone.

Your nearest jobber will be pleased to supply at factory price.

**Clayton & Lambert Mfg. Co.**  
DETROIT, MICH., U.S.A.



**Mechanics  
with years of  
experience  
who used the  
BARBER  
RATCHET  
BRACE**

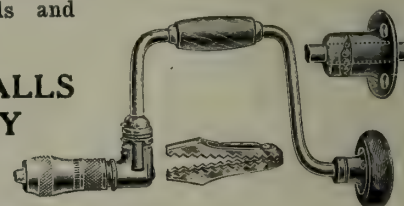
when they were young, are still using the same tool because of its many good qualities.

Our latest pattern, Nos. 30 to 34, includes every feature that can in any way add to convenience and durability. It is free acting and non-splitting; has ball thrust, forged steel jaws and will outlast the average brace two to one.

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**OF SUPERIOR QUALITY  
CONSULT US AT ONCE**

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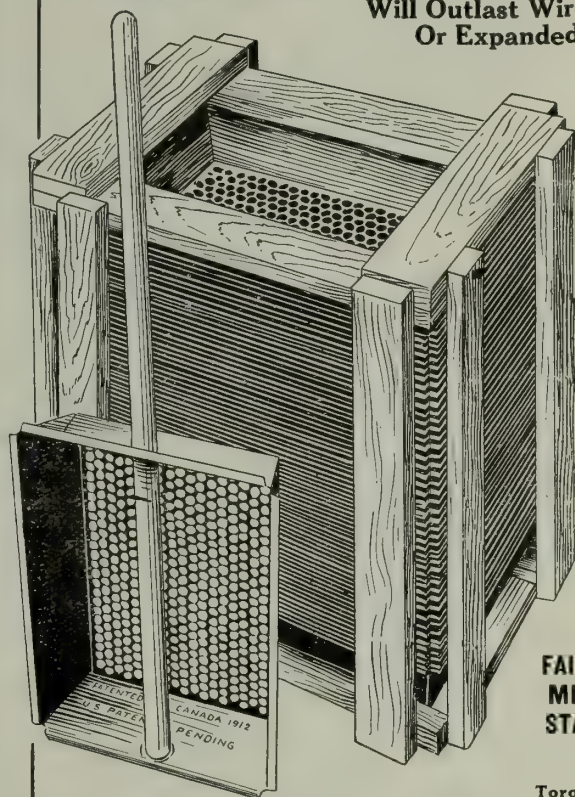
*SEND US A TRIAL ORDER.*

**THE LAIDLAW BALE-TIE COMPANY, LIMITED  
HAMILTON - ONTARIO**

HARRY F. MOULDEN, Winnipeg, Man.  
GEO. W. LAIDLAW, Vancouver, B.C.

## Fairgrieve's Lightning Ash Sifter

**Will Outlast Wire Mesh  
Or Expanded Metal**



**All  
Metal.  
One  
Piece.  
See  
your  
Jobber.  
Good  
Profit.**

**FAIRGRIEVE  
METAL &  
STAMPING  
CO.**

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**Pick, Sledge and Hammer  
Handles**

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory;  
well seasoned. Shaped and  
finished by experts.

Why not stock and boost these  
reliable handles now? They  
pay a good substantial profit.

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**ST. THOMAS, ONT.**

## Mr. Live Dealer— *MENDETS* A PATENT PATCH



will make you a good profit. It is the only  
device manufactured that will positively mend  
graniteware and hot water bags to stay  
mended.

5,000,000 in use.

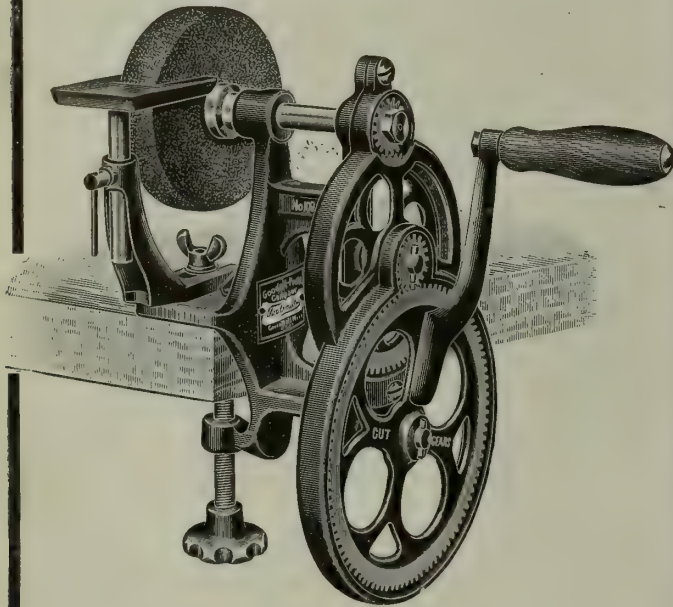
Order from your jobber or write direct.

**Collette Manufacturing Co.**  
**Collingwood Ontario**



# "Bench Grinders" of "Quality"

They have to be



Bench Grinders of Quality or

*Goodell-Pratt's*

wouldn't make them.

Substantially built frames, cut gears, gears guarded, and the best steel Grinding wheel which we can procure, all combine to make possible Bench Grinders of exceptional merit.

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, Mass., U.S.A.

## Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

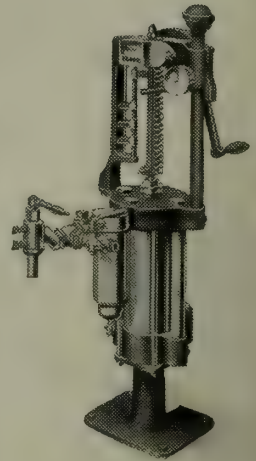
It will discharge 1 gallon with  $4\frac{1}{4}$  turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have  $13\frac{1}{2}$  inches, consequently it is the fastest and easiest working pump on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



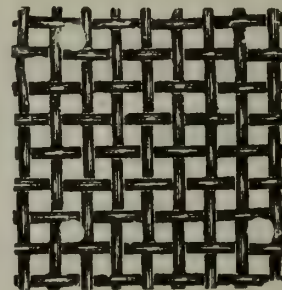
Write for Self Measuring Pump and Tank Catalog.

**The Steel Trough & Machine Co.**

Limited  
TWEED, ONTARIO

**Canada Wire & Iron Goods Co.**

HAMILTON, CANADA



Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

**Tools Stamped with the Buck's Head**  
**Admitted duty free when**  
**used for educational**  
**work in Manual**  
**Training**  
**Schools**

A full line  
of fine Bev-  
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and Socket Chisels,  
Pattern Makers' Chis-  
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The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

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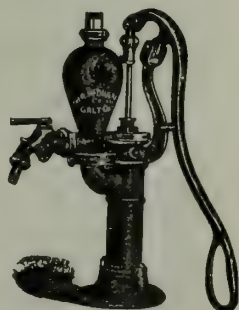
Millbury, - - - Mass., U.S.A.

**More-Profit Pumps**  
**---Real Profit**

No use to sell a pump that makes  
trouble for a dealer with his customer.

The trouble is remembered. The cost  
of repairs is dead loss  
of time and temper.  
The dealer suffers.

"Aremacdee" hand  
and motor metal  
pumps for force or  
lift use, every kind,  
are shown in the big  
catalogue.



Dealers, ask for prices and terms. Get  
real profits on your metal pump sales.

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**GALT, CANADA**



Your **(YALE)** advertising  
in your local paper *gets*  
the **(YALE)** sales that our  
magazine advertising  
creates.

We are telling the people in your  
locality why they should buy  
Yale Locks and Hardware. You  
should tell them where Yale  
Locks and Hardware can be  
bought. We have prepared some  
newspaper advertisements that  
tell this in a way that nobody can  
forget or ignore.

We furnish them in plate form.  
We also furnish displays for your  
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matter for your mails.

Write us about this Dealers' Adver-  
tising Service. You cannot do business  
on the quiet.

**Canadian Yale & Towne Limited**

Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware, Door Checks  
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General Offices and Works: St. Catharines, Ont.



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That Pay Good Profits

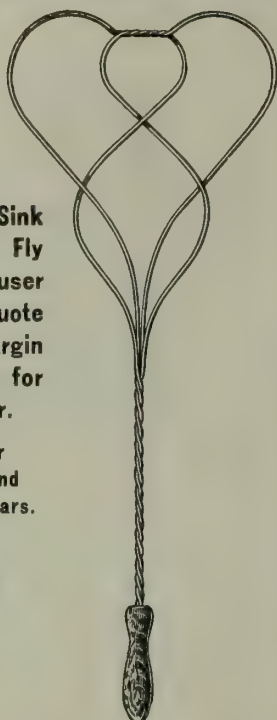
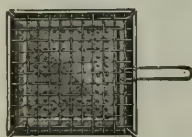
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We manufacture

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prices that have a splendid margin  
for profit for  
the dealer.

Write for  
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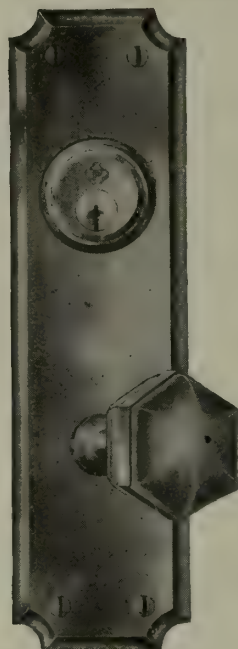
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By Selling

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An  
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Design  
for  
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Made in Wrought Brass  
and Steel and Cast Brass.



No. 18 and 19 Design

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LIMITED

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## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a  
demand for use with cylinders of  
large capacity.

In wells not over twenty feet  
it has an easy capacity of over a  
barrel a minute when fitted with  
5 or 6-inch cylinders. When used  
in tubular wells, the buckets can  
be withdrawn through the top,  
same as illustrated by Fig. 41,  
Page 34, of our catalogue Number  
14, and for stock, town or factory  
purposes we cannot recommend it  
too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**

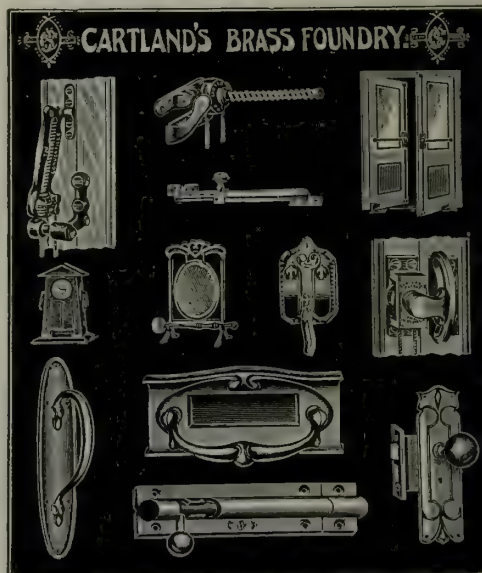
AYLMER, ONTARIO

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BIRMINGHAM, ENGLAND LIMITED

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Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND  
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on  
Application to wholesale Hardware Merchants.

Why buy the "Near" Brand when the "Best" is  
Procurable?

## The L. Martin Co.

Old Standard, Eagle  
Pyramid and Globe

### GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN  
FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

**THINK IT OVER  
FOUR FACTORIES**

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Good  
Profits  
Assured

**Best Construction  
Easiest Running  
Fastest Cutting**

These are Three of  
the Reasons why You  
should Boost

## El Starr Grinders

The Adjustable Cut Gears take up wear and lost motion. Consequently they will last twice as long as any other make.

These Grinders are dustless and noiseless, and have small pinions of Hardened Steel. They have convenient Adjustable Rests, Guides, etc.—anyone can operate them successfully. All parts are interchangeable. The Grinding Wheels are the best made. We have fifteen different sizes and styles for all purposes.

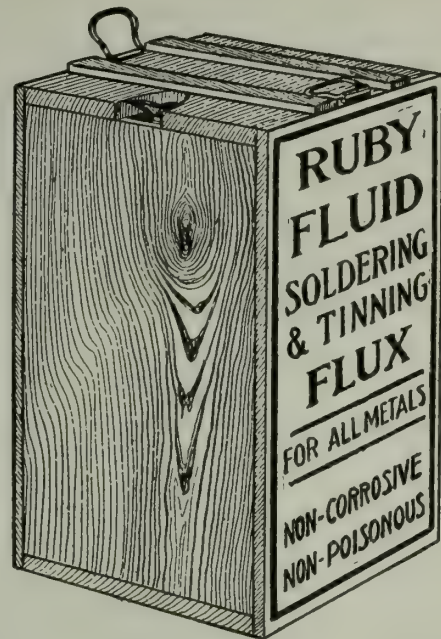
Our selling proposition will double your sales—ask us about it.

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656-658 Third Street, MILWAUKEE, WIS.

Canadian Representative:

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## Get This Can On Your Counter

Mechanics will be attracted and the  
Cans will move.

Mechanics are good buyers. Give  
them good goods and you have all their  
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## Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is  
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Soldering and Tinning Fluid that goes  
further and really costs less.

If our Travellers have not called, we  
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SHEFFIELD, ENG. LIMITED

Avoid imitations of our

## CUTLERY

By seeing that this exact  
mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company  
MONTREAL



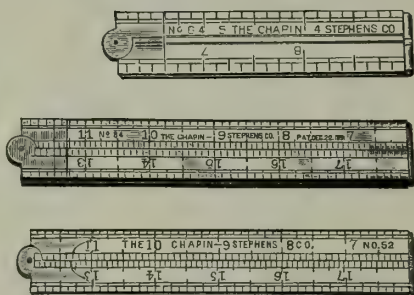
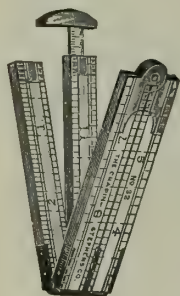
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4 to 12 Feet

Clear, Red Pine Sides Hardwood Steps, — Malleable Iron Clamp, so top step cannot come off. When required, we put bolts under the steps, also, with pail shelves.

We also make Curtain Stretchers, Ironing Boards, Tub Stands, etc.

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THE CHAPIN-STEPHENS CO.,  
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SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA



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It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

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## AUTOMATIC FEEDER FOUNTAINS

Patents Pending.

35c will bring you a  
Sample

## CHI-KEN

It's a Practical Poultry Necessity. Get  
ONE—Try it — Then  
you'll Buy.

Manufactured by  
WILL. H. COTTON  
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We manufacture and carry in stock  
the largest and most satisfactory line  
in Canada of Cement Sidewalk Tools.  
Every sale brings the dealer a  
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Ask for 1913 Catalog.

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TORONTO

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Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.



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"Cut Everything, Even Expenses"

Made in Canada

These saws are made of the finest alloy tool steel, teeth accurately milled and set by machinery of our own design, tempered by special electric barometer tests, perfected point by point until they are in a class by themselves.

Memorize the Name



Insist on "Quality"

Our line is a complete one. We make blades from 8in. to 24 in., also "EXPERT" hack saw blades, loop eye and filed tooth coping saw blades, hack saw machines and frames. Prompt service. Immediate shipments.

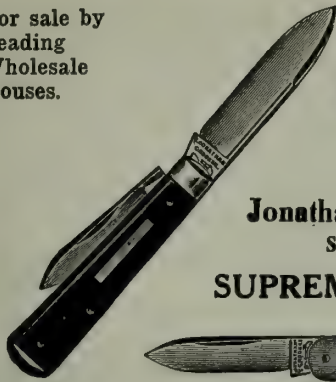
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CANADIAN QUALITY SAW & TOOL WORKS, - Factory: 4 St. Antoine Street, Montreal, P.Q.

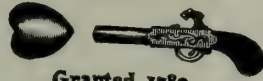




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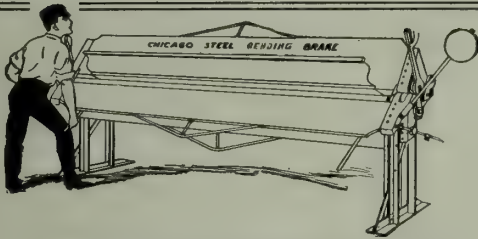
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CHICAGO STEEL BENDING BRAKES  
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Sheet Metal Workers would do well to obtain full information concerning these machines.

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at

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The Bear Brand is

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We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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Wm. H. Evans, 232 James St., Montreal; E. Fielding, 134 Yonge St., Toronto; H. W. Glassco, Winnipeg.

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COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and

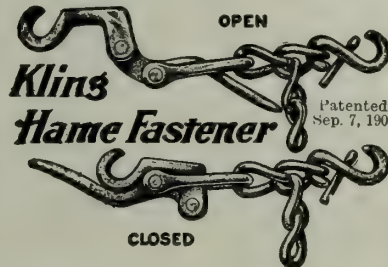
DRIFT SPIKES

Prompt Shipments



LONDON, CANADA

## Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Retail at 25 cents and lasts longer than the harness. Costs the dealer \$2.25 per doz. Any jobber. Write for circular.

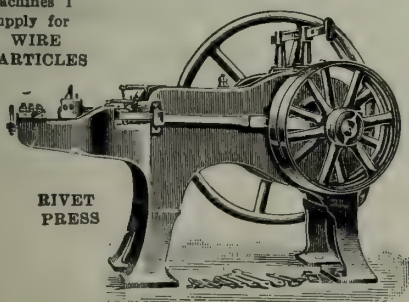
Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.  
Sole manufacturers of the Klingsnap and Kling Hame Fastener  
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.,  
Canadian Distributing Agents.

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IS ONE  
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many kinds of  
Machines I  
supply for  
WIRE  
ARTICLES

DRAWING, NETTING,  
CRIMPING, CUTTING,  
WEAVING WIRE.



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Making  
Bolts, Coach Screws,  
Cotter Pins, Cut Nails  
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Electric-welded Chain,  
Furniture Springs,  
Hinges, Hooks, Locks,  
Nails, Rivets, Screws  
Staples, Wire Nails,  
and Any other Article  
made from WIRE.

SEND FOR LISTS

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Specialist

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When in the market for good, yet reasonably priced cutlery, particularly

## Table and Butchers' Knives

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For prices and samples apply to our sole agents (to the wholesale only).

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### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

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Ask your dealer for  
**GOLD COIN**  
**WIRE HAT and**  
**COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

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**STEEL** STAMPS  
LETTERS  
FIGURES  
HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## TENTS.

### TENTS

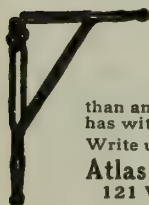
We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario

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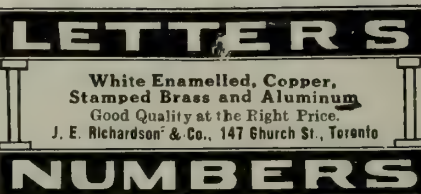


### The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs

Write us for samples and prices to-day.

**Atlas Manufacturing Company**  
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White Enamelled, Copper, Stamped Brass and Aluminum  
Good Quality at the Right Price.  
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all kinds of Wire

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### SASH CORD



### THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

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The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU



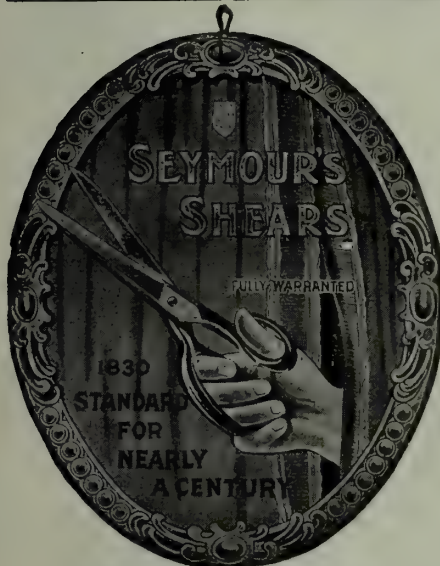
## Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW"  
Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by  
**DOUBLE CLAW HAMMER CO.**  
453 BROADWAY BROOKLYN, N.Y.



Reproduction of  
**NEW SEYMOUR SHOW CARD**  
12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to  
Henry T. Seymour Shear Co.  
Selling Agents, WIEBUSCH & HILGER, Ltd., New York  
A. MacFARLANE & CO. Montreal  
Canadian Agents



## Oakey's

The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.  
**'WELLINGTON'**

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

## Sharratt & Newth's Glaziers' Diamonds

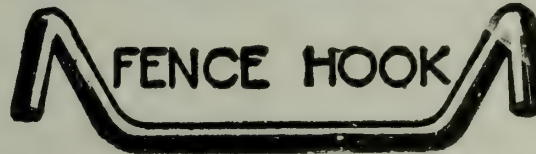
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
Painters' Supplies.

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



Pat. Nov.  
10, 1908

## The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the  
market to-day.  
Cedar Palls, Malleable Castings, Maple Rolls and Springs  
of No. 7 Steel Wire.  
Great pressure is obtained by our **DOUBLE LEVERS**.  
Tested and approved by the Good Housekeeping Insti-  
tute conducted by Good Housekeeping Magazine.

Manufactured by Sold by Jobbers

**The Bushnell Novelty Co.,** Mansfield,  
Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to  
quote you prices.

# LONDON

## High Grade

Our iron bars are tough, fibrous  
and corrosion-resisting, just such  
bars as your blacksmith friends  
want to use. Why not carry them  
in stock for your customers, or if  
you prefer, have them direct ship-  
ped from the mill?

**London Rolling Mill Co.,**

Limited

LONDON - ONTARIO





# The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

## Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
Sewer Pipe and Tilings  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue  
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

*Our Motto—"QUALITY"*

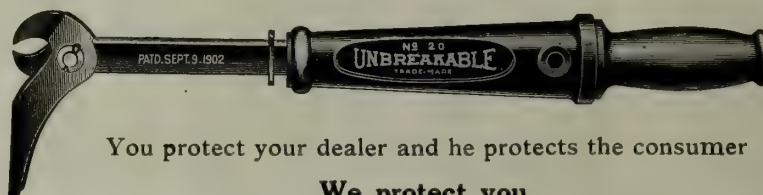
## THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

## Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreak-  
able is guaranteed for  
five years.



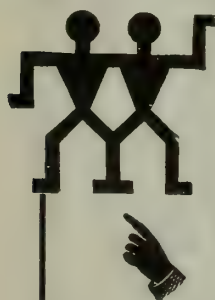
Write for circulars  
and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



J. A. HENCKELS

## Twinworks Cutlery



Fine  
Cutlery  
of all  
Kinds

None are genuine without  
this trade mark



Sole Agents for Canada, F. W. LAMPLOUGH & CO.

Unity Building, MONTREAL

## MONARCH CONVERTED

CAST STEEL  
BELL OR PLAIN FACE  
NAIL HAMMERS

Satisfy Particular  
People

Our method of manufacturing these hammers, together with the carefully selected material used, insures a high grade hammer and satisfied users.



Polished, white, straight grain, well pattern handle.  
Packed 1/2 dozen in a box.

There is a splendid margin for profit.  
Send a trial order.

**Monarch  
Hardware Co.**  
Buffalo, N. Y., U.S.A.

GOODS FOR THE WEST



Via  
Regina



## Let Us Help You Carry Your Business West

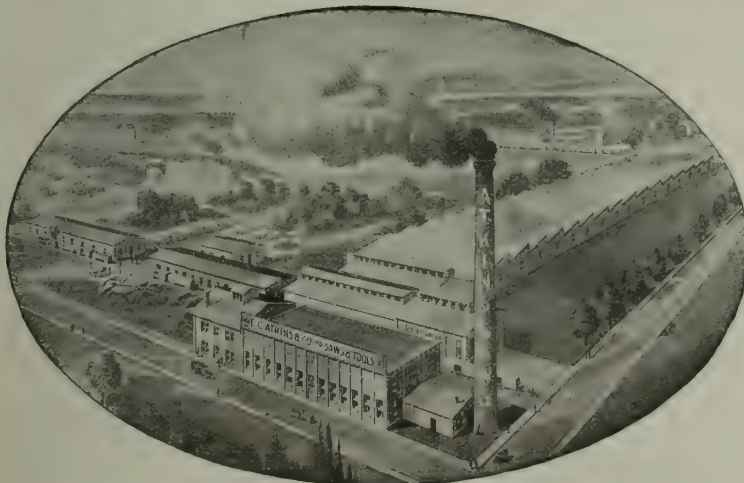
IT'S often a long stretch from you to your Western customer. How can you get goods out to him quickly and economically? Is that your problem? Assuredly, it costs less to ship twice than to ship once! Combine orders enough to make up a carload and bill this car to Regina. Regina is right in the center of a network of railways. Almost any place can be reached from there directly and quickly. Consign your car to us. We will open it, sort the various orders carefully, and re-ship by the best roads. You thus reduce the high freight charges on small, separate shipments to the short end of the journey, after having gained low car-load rates on the far greater part.

For quick delivery in the West we can hold a stock of your goods, sent out economically in carloads, and fill orders as received, by letter or wire, from your customers, your salesmen or yourself. Our charges are so reasonable you will find this way of carrying business West a most profitable one. We are in position to handle easily the heavier responsibilities of shipment which naturally come at the far end.

**REGINA STORAGE AND  
FORWARDING COMPANY  
LIMITED**      **REGINA**

We have more to tell you when we have your address.

# ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

**E. C. ATKINS & CO.**

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

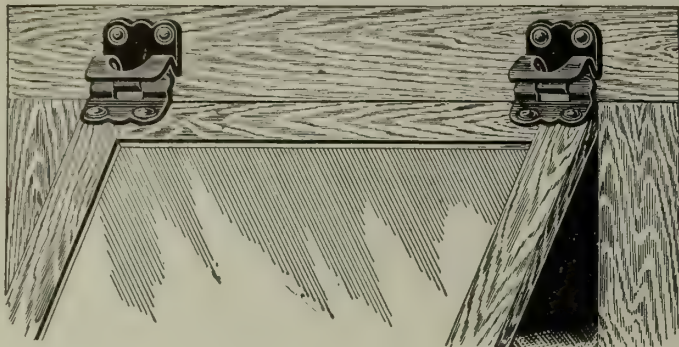
**Branch: Vancouver, B.C.**











# Watrous

Self-Sellers

## Watrous Safety Hanger

FOR STORM WINDOWS

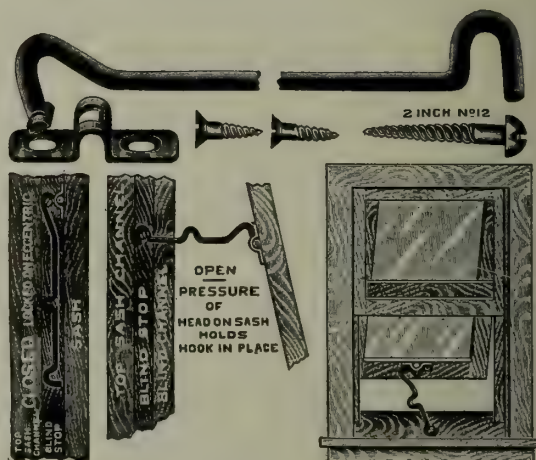
More business for the jobber.  
Better profits for the Retailer.  
Perfect satisfaction for the  
carpenters and householder.

Write TO-DAY for samples and prices.

### WATROUS MFG. COMPANY

DES MOINES, IOWA

A. MacFarlane & Co., Montreal, Canadian Representatives



## Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET  
& TINPLATE CO.

Niles, Ohio.



Quick Deliveries  
Superior Quality

6,000 tons of standard sizes  
carried in Mill Warehouse.

Canadian Sales Agents :

WITTING BROS., LIMITED

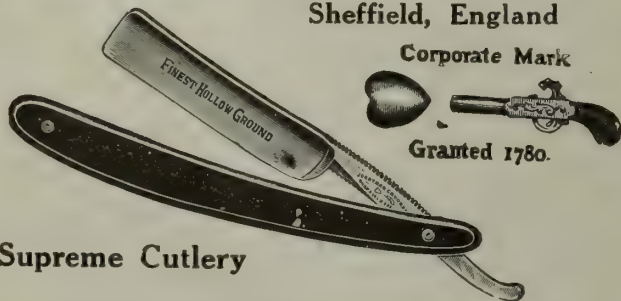
Montreal, - P. Q.

## Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

## STORE MANAGEMENT—COMPLETE

16 Full-Page  
Illustrations

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete  
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

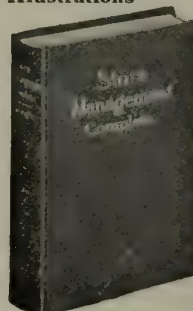
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.  
TORONTO



272 Pages  
Bound in Cloth



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**Butte and Hinges.**  
Cowan & Britton, Ltd., Gananoque,  
Ont.  
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## Canadian Marksmen are Watching

the work of the Bisley team. They all use Ross Rifles, the .280 Match Rifle, used in all long range competitions, being similar to the .280 High Velocity, only the Sights and the Stock being different.

A window display of the .280 Ross will help focus attention to your store and secure more trade.

Ross Sporting .280 Cartridges, which retail \$7.50 per 100 would also help your window. If you are not supplied, write us for discounts, etc.

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**Ross Rifle Company**  
Quebec, P.Q.

## WIRE ROPE

FOR

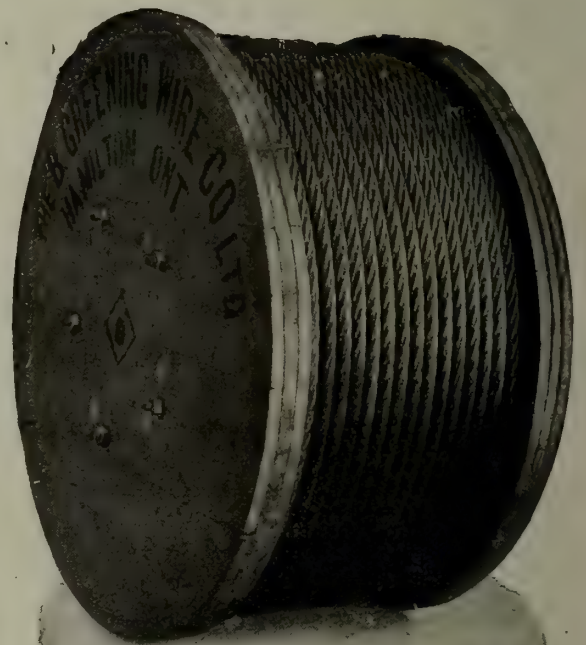
### Hay Forks and Hay Fork Tracks

Lasts longer, more flexible, and cheaper than other ropes.

Every Retailer should stock a small reel.

Wire Rope for hauling threshing machines, House Moving, etc.

We manufacture all kinds of Wire Rope for all purposes.



WIRE ROPE FITTINGS.

WIRE ROPE GREASE.

**The B. Greening Wire Co., Limited**

Hamilton, Ontario

Montreal, Quebec



## Bathroom Fixtures



A Beautiful Nickel fixture with removal opal soap dish and opal tumbler.

Twenty different styles of tumbler holders shown in our new catalogue.

We can ship promptly from stock; and solicit your business.

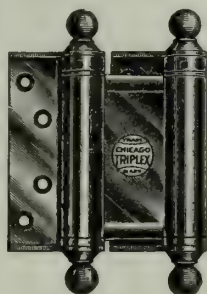
Everything We Make is Guaranteed.

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada

## CHICAGO SPRING BUTTS

### A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

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MONTREAL

WINNIPEG

CALGARY

VANCOUVER

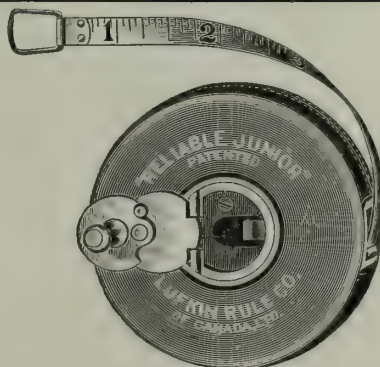
## LUFKIN

### Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

## LUFKIN

### Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

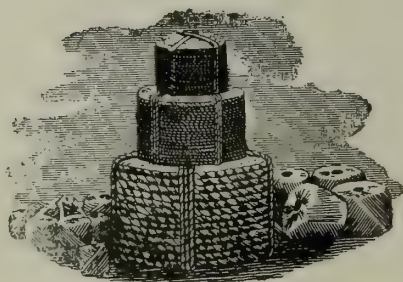


MAPLE

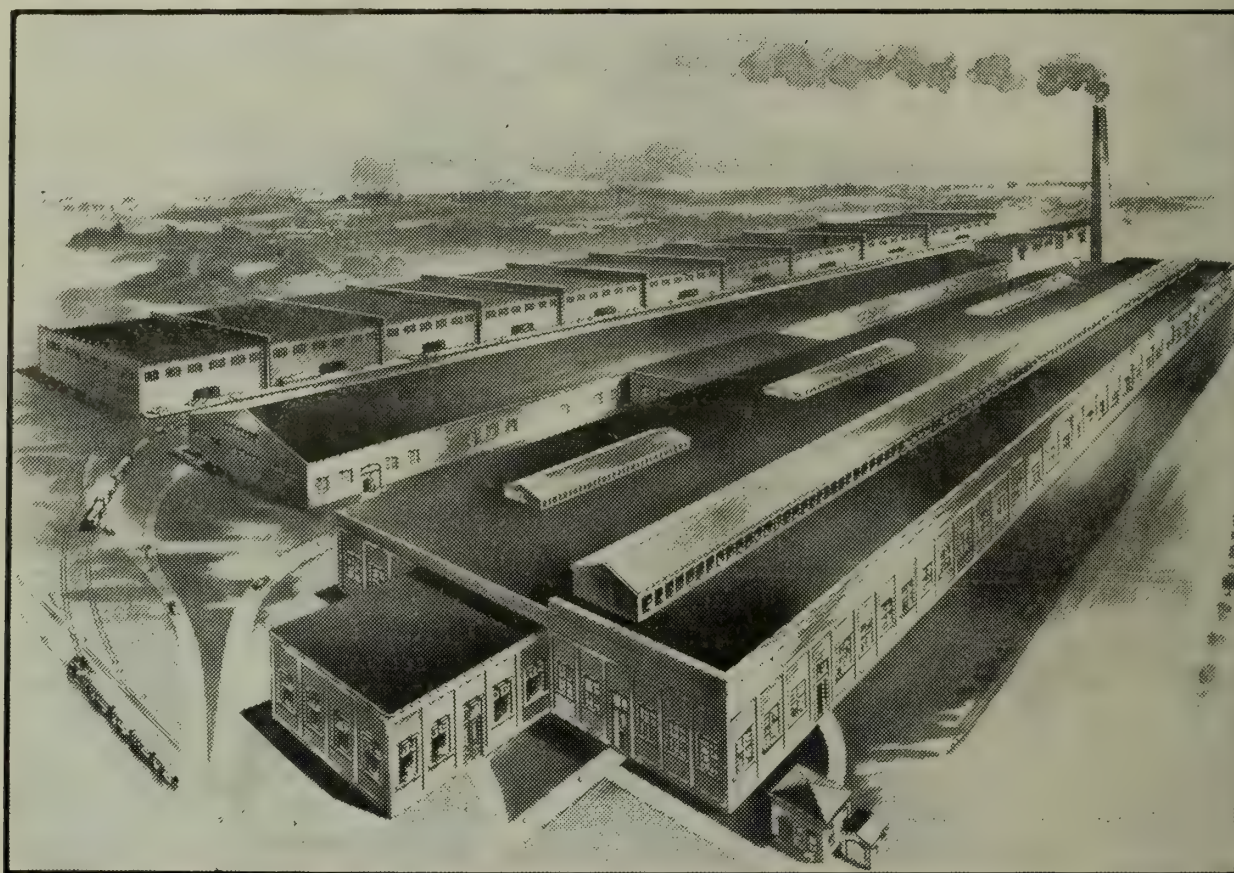


LEAF

***Binder  
Twines***



***Rope and  
Cordage***



THE FACTORY IN WEST BRANTFORD

The increasing popularity and demand for THE 4 MAPLE LEAF BRANDS of BINDER TWINE have made it necessary to make a large extension to our plant which will increase our output by 3,000 tons annually.

**GILT EDGE**  
650 ft., Pure Manila  
**GOLD LEAF**  
600 ft., Manila  
**SILVER LEAF**  
550 ft., Standard Manila  
**MAPLE LEAF**  
500 ft., Standard

Handle the MAPLE LEAF BRANDS and increase your trade.

Write for our agency.

Samples and prices on application.

We always ship promptly.

***The Brantford Cordage Co., Ltd.***  
***Brantford, Ontario***



# HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV:

Publication Office: Toronto, Canada  
July 19, 1913

No. 29

## DIAMOND "A"



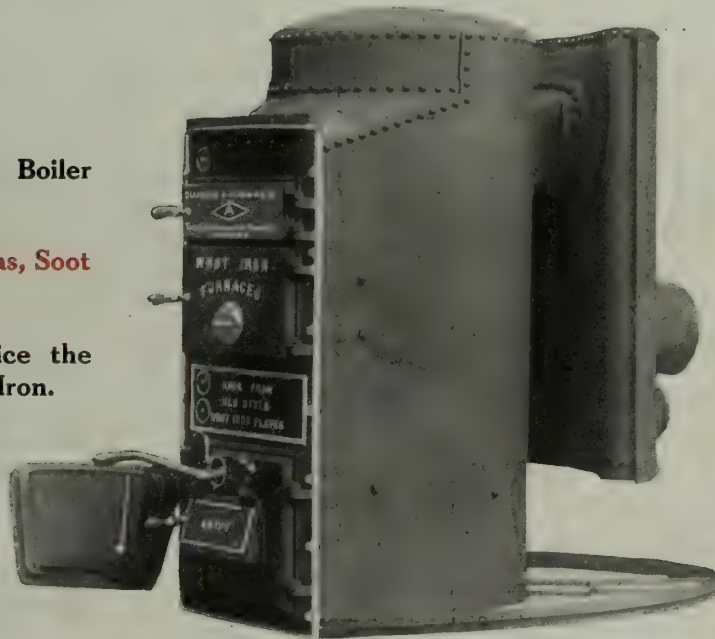
## FURNACES

MADE FROM HEAVY OLD STYLE WROT IRON BOILER PLATE

Every Joint is Boiler Riveted.

Cannot leak Gas, Soot or Smoke.

Will stand twice the heat of Cast Iron.



Will not crack or deteriorate under heat like cast iron.

Cannot rust like steel.

The only Boiler Plate Heaters in Canada having removable Wrot Iron Radiating Fire Pots and Hollow Air Cooled Grate Bars.

Diamond "A" Furnaces are the highest grade made. They are the most efficient and durable Plate Metal Furnaces on the market. With them the purest Air Heating System may be obtained.

THE DIAMOND "A" FURNACE WILL ELEVATE YOUR HEATING WORK AND YIELD YOU GOOD PROFITS.

FOR FULL PARTICULARS ADDRESS

The J. H. ASHDOWN HARDWARE CO., Limited

Calgary

WINNIPEG

Saskatoon





# This Holiday Season is Harvest Time for Alert Gillette Dealers

Circumstances combine to make the Gillette Safety Razor more desirable than at any other time of the year.

The hot weather makes beards grow faster and more wiry. Men need the superlative keenness of the Gillette blade.

The blazing sun burns men's faces and makes them irritable. They need the Gillette—the only razor adjustable for a tender skin.

The barber shop, with its long waits, is never less inviting than in the dog days.

The long-planned vacation trip is

sure to involve shaving under difficulties, which the Gillette alone can solve to perfection.

Lastly, the holiday spirit loosens purse-strings, and induces a man to treat himself to the world's best razor as a part of his vacation enjoyment.

Are you alive to the opportunities which this combination of circumstances lays at your door? Are you making the best possible use of the Gillette Depot Sign—the big panel Sign—and all the other Store Cards, Change Mats and other aids to quick selling which we have sent you—or are willing to send at your request?

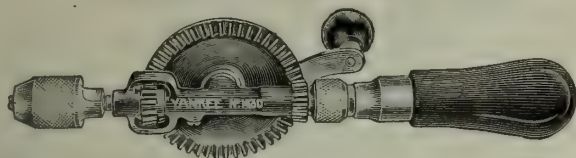
**The Gillette Safety Razor Company of Canada, Limited**

**Office and Factory: The New Gillette Building, Montreal**

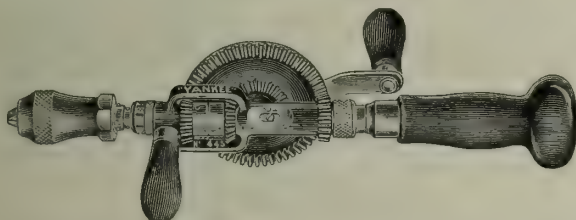
## These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

### "YANKEE" Plain Hand Drill

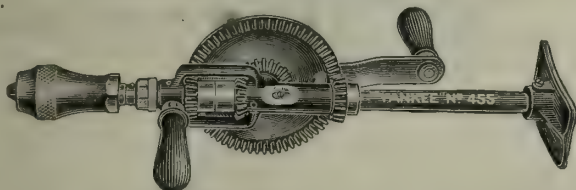


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear  $3\frac{1}{4}$  in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10 $\frac{1}{2}$  in. Net weight 1 $\frac{1}{4}$  lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to  $\frac{1}{2}$  in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15 $\frac{1}{2}$  in. Net weight 3 $\frac{1}{2}$  lbs.

### "YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to  $\frac{1}{2}$  in. Large Gear 5 in. diameter. Entire length 17 $\frac{1}{4}$  in. Net weight 5 $\frac{1}{2}$  lbs.

*Your Jobber Will Supply You.*

**NORTH BROS. MFG. CO.**

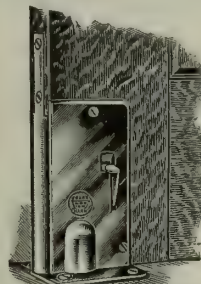
PHILADELPHIA, PA.

# CHICAGO

## SPRING BUTTS

### TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



#### CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

**Chicago Spring Butt Company,**

CHICAGO



NEW YORK



## Belleville Design

Made in

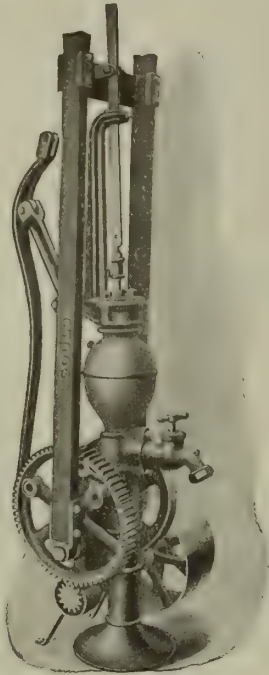
**Wrought Brass  
Bronze and  
Steel**

in complete  
sets

**The Belleville Hardware  
& Lock Mfg. Co., Limited**

BELLEVILLE, CAN.





1560

Goulds Jack Connected  
to a Goulds "Star"  
Force Pump.

## The Goulds Fig. 1560 Jack Adapts Any Windmill Pump For Gasolene Engine Drive

All that is necessary is to clamp the jack to the pump stand-  
ard near the base, disconnect the lever of the pump and bolt  
the pitman to the windmill rod.

The pump can then be operated by hand, windmill or  
power as desired, by simply changing one bolt and adjust-  
ing either the pitman or lever on the pump rod.

Ask for further data and prices.

**The Canadian Fairbanks-Morse Co.**  
LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
VICTORIA

## S.M.P. Royal Nickel Plated Tea Kettles

Made of Finest Sheet Copper, Heavily Nickered

Bodies and  
Bottoms  
stamped in  
one piece.



Pit Bottoms.

Prices  
on  
Application.



Flat Bottoms.

Spouts  
Double  
Seamed to  
body with  
handle stops  
on ears.

Nos. 7 8 9 Nos. 50 60 70 80 90

Each Kettle is packed separately in a cardboard box.

**THE SHEET METAL PRODUCTS CO.**  
of Canada Limited

SUCCESSORS TO  
**Kemp Manufacturing Co.**  
Montreal TORONTO Winnipeg

# CONTRACTORS' SUPPLIES

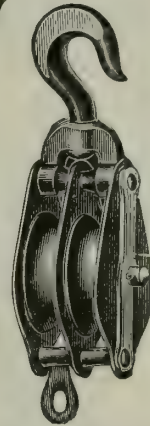
We Have An Immense Variety

Get In Touch With Us  
It Will Prove Profitable

Pick, Mattock and Grub Hoe Handles.

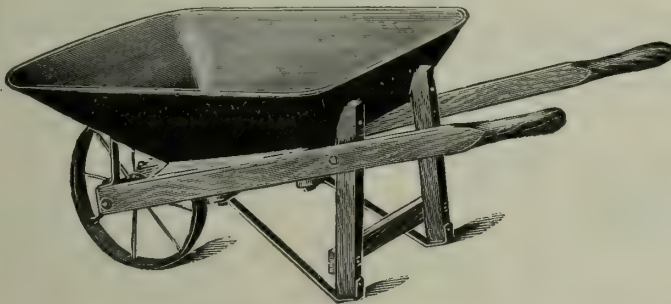


Drag Scrapers—Sizes No. 1 to No. 3.

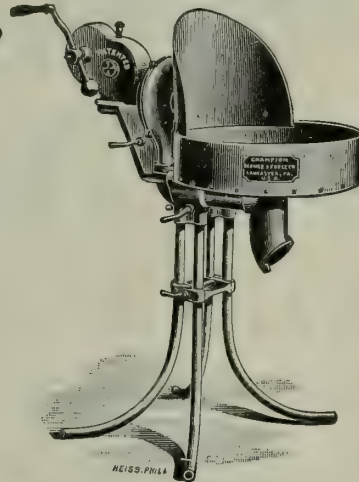


Tackle, Snatch  
and Loading  
Blocks.  
Wood and Iron.

Crow Bars, Tamping Bars, Jack Screws and Rail Benders.



Wheelbarrows—All kinds.



Forges, Blowers and Bellows.

Rope, Chain,  
Hammers, Sledges

Neck Yokes

Single Trees  
Double Trees



Shovels, Spades, Post Hole Diggers and Spoons.



Picks, Mattocks and Grub Hoes.



Grading Plows—All sizes.

WE CARRY MANY LINES WE CAN'T PUT DOWN HERE.

## LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER



## THE HORSESHOER KNOWS



# Red Tip CALKS ARE BEST

Nothing but the best of material is used in the manufacture of

## Red Tip Calks

When you sell **Red Tip** Calks you are doing your customer a favor. He will come back for more.

# Red Tip

Calks are used by Farmers, Coal Dealers, Expressmen, Tradesmen, in fact every horse owner can use them.

United States Factory, New Brunswick, N.J.  
Canadian Office & Factory, 25 St. Peter St., Montreal



Many little customers of years ago are Klein's biggest customers today

EVERY once in a while, we go back over our records and find out what's doing. And it's a rather significant fact that many of our little customers of years ago are the largest purchasers of Klein's line-men tools to-day. They early recognized that quality played a dominant part in Klein tools; that quality made reliability possible in Klein tools; so that once they started to use Klein tools they continued the practice, economy told them it was the best thing to do. Savings made here and there permit a company to grow. A trial order will fully convince you Klein tools have merit. Write for Catalogue and get acquainted.

Mathias Klein & Sons

Canal Station 77  
Chicago, Illinois

## Satisfied Customers

Is Always the Result of Selling

# STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

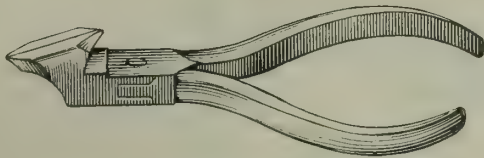
The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

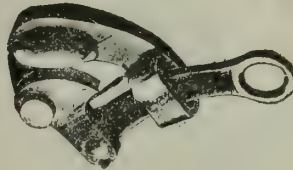
**J. H. STILL MFG. CO., Ltd.**  
**ST. THOMAS, ONT.**

# HAVE YOU A RED DEVIL CATALOG?

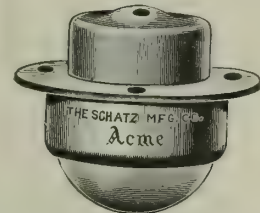
It Shows Our Complete Line. A Card Will Bring It.



One style of our diagonal lipped cutting plier. Made in all sizes.



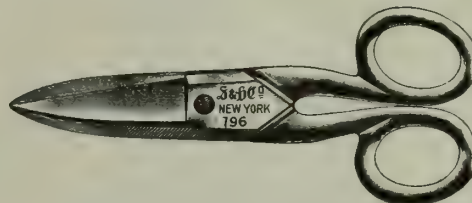
Haven's Clamp.



Acme ball bearing castors. Write for reduced prices.



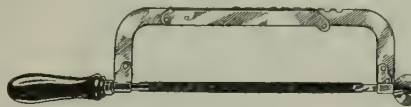
Splicing clamp. We make all kinds for all sizes of wire.



No. 796. Electrician's snip. Can also furnish them with teeth for cutting insulation.



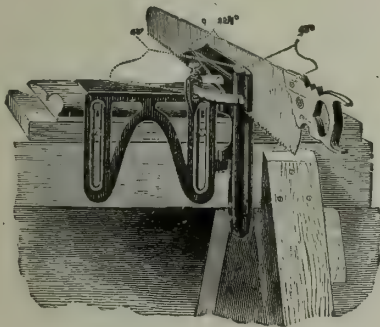
Hack saw blades, hard and flexible. All guages and all lengths.



This is 092. 8-12 extension. We make them up to 24-inch length, 9-inch depth, rail frames.



Genuine Giant. First made and still the best.



Seavey Mitre Box, weighs 2 lbs. Most accurate box made.



No. 253. Swedish steel climbers bear our trade mark.



No. 3695. Combination plier made in 5½, 6, 7 and 8 inches.



No. 3848R. Boxwood handle screw drivers, 1½ to 12-inch. Guaranteed.



*The bit with a razor edge*

Red Devil Bits. All kinds. They are the best.

## SMITH HARDWARE CO., LIMITED

### MONTREAL



# THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

## BOLTS & NUTS.

Stove  
Tire  
Bridge  
Elevator  
Carriage  
Machine  
Plow  
Track  
Eye, Etc.

## SCREWS.

Bright  
Brass  
Bronze  
Plated  
Headless  
Drive  
Felloe  
Dowel  
Machine  
Side Knob  
Cap.

## RIVETS & BURRS.

Belt  
Boiler  
Bridge  
Chisel Point  
Tinned  
Hame  
Coppered  
Cone Head  
Flat   "  
Round   "  
Steeple Head  
Wagon Box  
Wheel.

BRIGHT WIRE  
GOODS.

## WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

## WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

## PIG IRON

## TACKS

## SHOT

## PUTTY

## WHITE LEAD

## HORSE SHOES

and

## HORSE SHOE NAILS

## FENCING and GATES

## STAPLES.

Bed  
Blind  
Cooper  
Electricians'  
Fence  
Nuttet  
Poultry Netting

## STEEL & IRON.

Angle  
Band  
Channel  
Concrete Bars.  
Plow Beams.  
Rivet  
Tire.

## LEAD PIPE.

In Coils,  
Aqueduct  
Composition  
Soil & Waste.

## WROUGHT PIPE.

Black  
Galvanized  
Standard  
Extra Heavy  
Conduit  
Signal.

## SPIKES

POLE LINE MATERIAL.

WIRE HOOPS.

## —SALES OFFICES—

Hamilton  
Vancouver, B.C.

Montreal  
Victoria, B.C.

Toronto  
St. John, N.B.

Winnipeg  
Halifax, N. S.



Highest Quality  
Axes, Chisels, Hammers,  
Draw Knives, Adzes,  
Edge Tools, Etc.



### OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

**Allan Hills Edge Tool Co.**

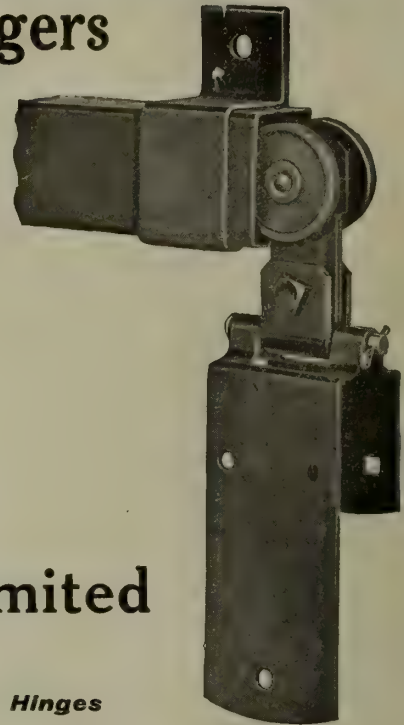
LIMITED

GALT, ONTARIO, CANADA



## Be Prepared For The Big Fall Business That You Will Have In Trolley Hangers

The Hatch Trolley Hanger is a logical Hanger, it is easy to put up, runs smoothly and quietly, and the roller-bearings reduce friction to a minimum. The track is enclosed, making it rain-proof, rust-proof, and bird-proof. The Brackets are made of heavy gauge steel and fit the track snugly. The price is right and boosters for the Hatch are found everywhere.



The Hatch

**Canada Steel Goods Co., Limited**  
HAMILTON, ONTARIO



Crescent  
Brand

Makers of the Reliable Crescent Brand Butts and Hinges

## Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

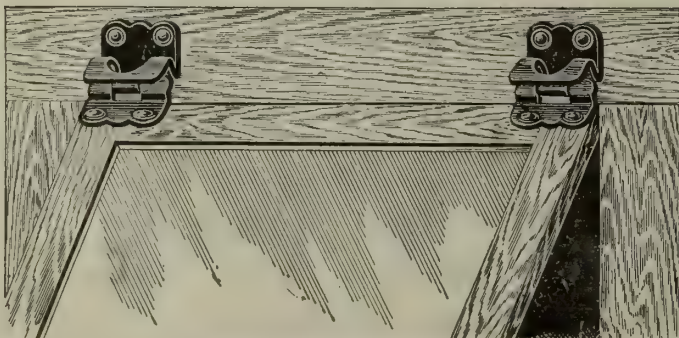
Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.



Specify Boker's Tree Brand Cutlery on your next order.

**FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS**

## Watrous Safety Hanger FOR STORM WINDOWS



# Watrous

**SELF-SELLERS**

More business for the jobber. Better profits for the retailer. Perfect satisfaction for the carpenter and householder.

*Write to-day for samples and prices*

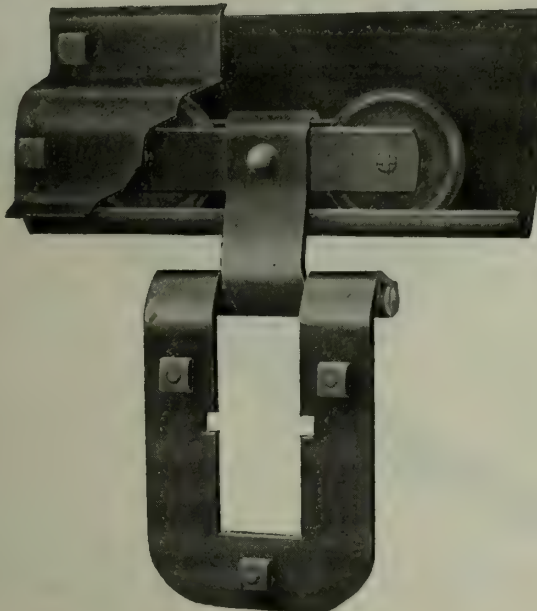
**WATROUS MFG. COMPANY**

DES MOINES, IOWA

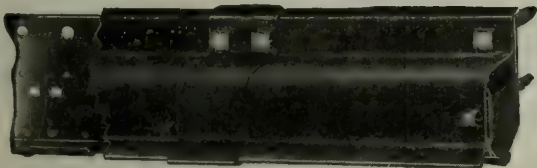
A. MacFarlane & Co., Montreal, Canadian Representatives

"We Initiate—Never Imitate"

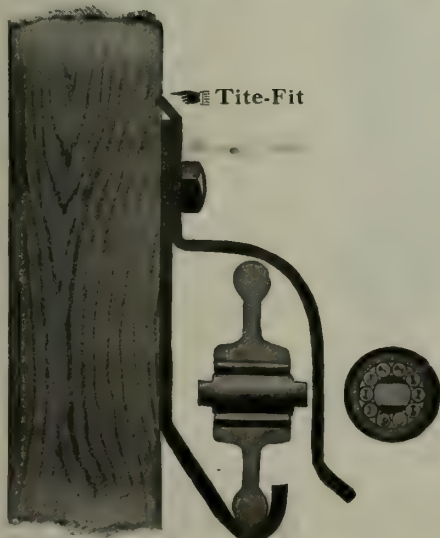
# Stormproof Hanger and Rail



No. 77 Flexible



Stormproof Rail



Tite-Fit

## Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

## Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

## "Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting. Write to-day.

# National Mfg. Company

STERLING, ILL.

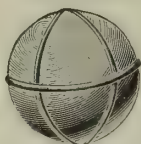


# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL  
BULLETS**

for use in Shot

Guns, enabling them to shoot as efficiently as a rifle. Lethal bullets shoot equally well in choke or cylinder barrels.



**Eley  
"Grand  
Prix"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in.  
Deep-Shell  
Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38  
Automatic**



**.32  
Automatic**



**Eley .22  
Long Rifle  
"E" Brand  
Blue Label**



**.25  
Automatic**



*Sold by all Jobbers  
throughout the Dominion.*

**Wholesale only:  
ELEY BROS.  
(Canada) Limited  
North Transcona  
Man.**

**New Line**

## UNIVERSAL CLOTHES WRINGERS

**Plain Bearings and Steel Ball Bearings**

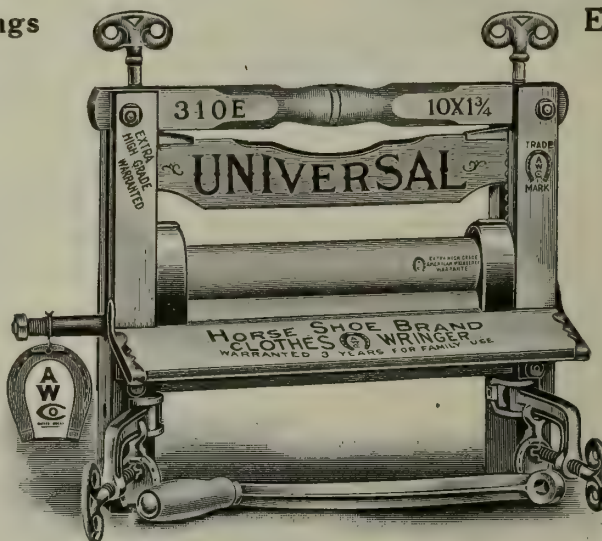
**Spiral Pressure Springs**

**Plain Bearings**

No. 310E Rolls 10x1  $\frac{3}{4}$  in.

" 311E " 11x1  $\frac{3}{4}$  in.

Packed 3 and 6 in  
a case.



**Enclosed Cog Wheels**

**Steel Ball Bearings**

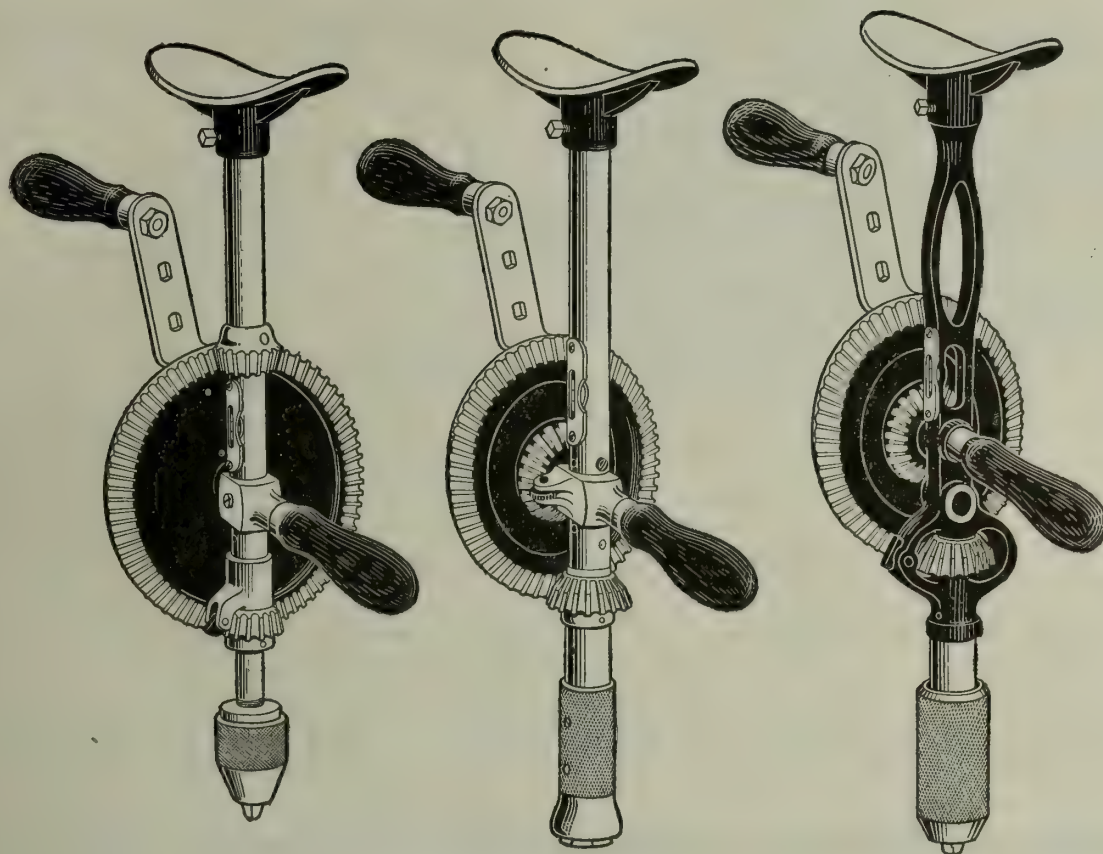
No. 317E Rolls 10x1  $\frac{3}{8}$  in.

" 318E " 11x1  $\frac{3}{4}$  in.

Same style made in  
Folding Bench.

Send for Catalog (F)

**THE AMERICAN WRINGER COMPANY**  
NEW YORK, - U.S.A.



## Stanley Tools

We are now manufacturing a complete line of BREAST DRILLS, and the same careful attention is given to their construction and general finish, as distinguishes all "STANLEY TOOLS."

Only three numbers are shown above, but we offer twelve different styles from which you can make up your assortment.

Among them will be found Single and Double Speed Drills (the latter with two speeds), three methods of frame construction, four distinct styles of jaws, as well as a variety of finishes.

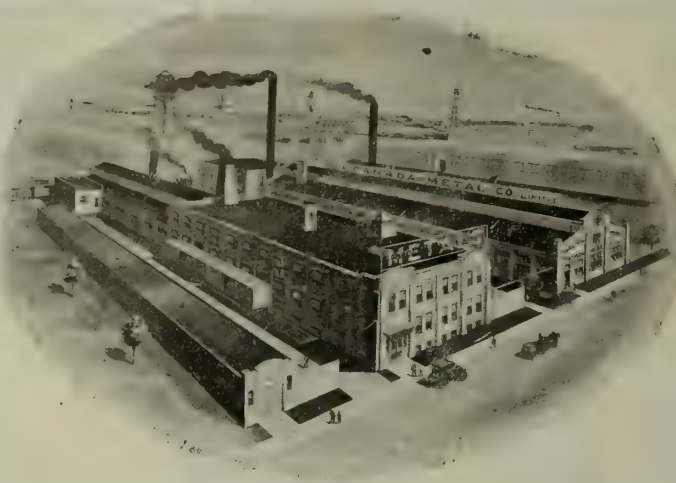
A special circular just issued tells all about these tools. Your customers would be interested to receive it.

STANDARD  
THE WORLD  
OVER

Stanley Rule & Level Co.  
NEW BRITAIN, CONN. U.S.A.

EVERY  
TOOL  
GUARANTEED





**Service and Reputation**  
FOR  
**HIGHEST QUALITY**

have made us the largest  
**EXCLUSIVE METAL DEALERS**  
in the

**DOMINION OF CANADA**

We carry in stock **ALL INGOT METALS**

*Write for prices. You will find them interesting*

**WE MANUFACTURE;** Babbitt Metals, Solder, Leadpipe,  
Traps, Bends, Battery Zincs, &c.

**The CANADA METAL CO., Limited**

Head Office and Factory: **TORONTO**

Branch Factories: **MONTREAL, WINNIPEG**

**GLUE**  
*IN PACKAGES*

THAT MEANS

**BRANTFORD ALL-AROUND GLUE!**

The Easy, Profitable and Time Saving Method of Catering  
To Your Own and Your Customer's Interests.

In  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 lb. Packages at Your Jobber.

**Canada Glue Co., Limited, Brantford, Ont.**

# ENTERPRISE

## Fruit, Wine and Jelly Press

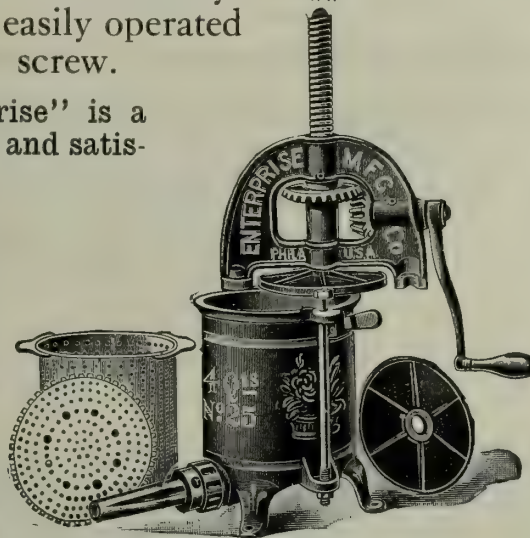
Every woman who puts up fruit, makes wine or cordials needs this machine.

It is simple in construction, substantially built, easily operated and cleaned—fixtures that every housewife appreciates. The dryness of the pulp is easily operated by a handy thumb screw.

The name "Enterprise" is a guarantee of quality and satisfaction.

Our other very profitable lines are Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc.

Ask for our illustrated catalogue showing complete Enterprise line.



**THE ENTERPRISE MFG. CO. OF PA.**  
**PHILADELPHIA, PA.**

21 Murray Street  
New York City, N.Y.

530 Golden Gate Avenue  
San Francisco, Calif.

171 North Dearborn Street  
Chicago, Ill.



Another Record Showing Small Frictional Co-Efficient of

# MAGNOLIA METAL

In Test by the  
FRENCH GOVERNMENT

Resulting in its Recommendation for use by the French Navy.

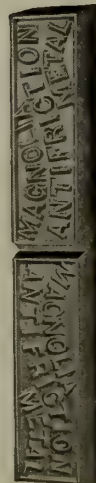
Pressure 710 lbs. per square inch.  
Surface velocity 6.56 per second.  
Lubricant—Black Oil.



Times in Minutes	Coefficient of Friction.	Temperature of Left Bearing —Fah.	Temperature of Right Bear- ing—Fah.
.40	0.0016	107.6	107.0
.50	0.0015	111.2	109.4
1.00	0.0015	112.0	112.0
1.30	0.0013	118.4	116.6
2.00	0.0012	120.2	119.0

SOLD BY LEADING DEALERS EVERYWHERE OR BY  
**MAGNOLIA METAL COMPANY**

OFFICE AND FACTORY  
225 St. Ambroise St., Montreal



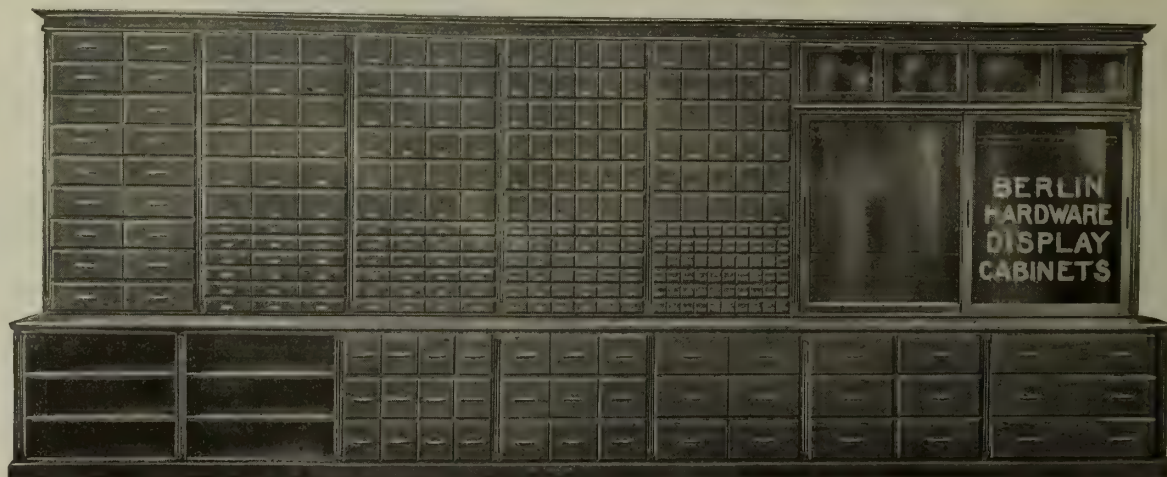
## The More Attractive and Convenient You Make Your Store—The More Trade You Will Procure

Berlin Hardware Display Cabinets make it easy for customers to select what they want quickly, because goods are displayed behind glass doors or display front compartments. Articles thus displayed are kept free from dust, and as a result they always retain their original good finish and appeal to all prospective buyers.

Our Display Cabinets are made from the best oak and splendidly finished.

The illustrated section of Shelf Boxes and Tool Cabinets supplied to C. H. Tarbell, Comox, B.C.

Write for circulars.



**The Walker Bin and Store Fixture Co., Limited**

BERLIN MANUFACTURERS AND DESIGNERS OF MODERN STORE FIXTURES ONTARIO

# SEBCO EXPANSION BOLTS

## Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

### Star Expansion Bolts

J. EDWARD OGDEN, Distributor

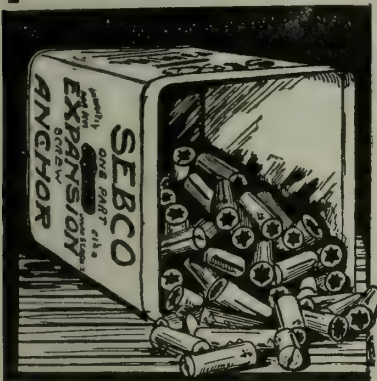
#### BRANCHES :

377 St. Paul Street,  
MONTREAL

20 Toronto Street,  
TORONTO

1142 Homer Street, VANCOUVER

425 Henry Avenue,  
WINNIPEG



# H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun :



*Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.*

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

*Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.*

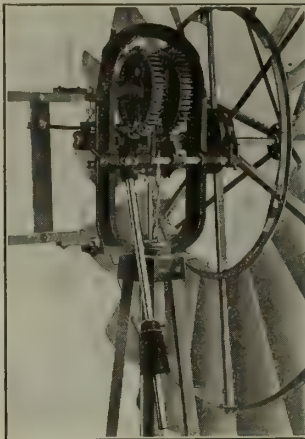
**Harrington Richardson Arms Co.,**

**715 Park Avenue,  
Worcester, Mass.**

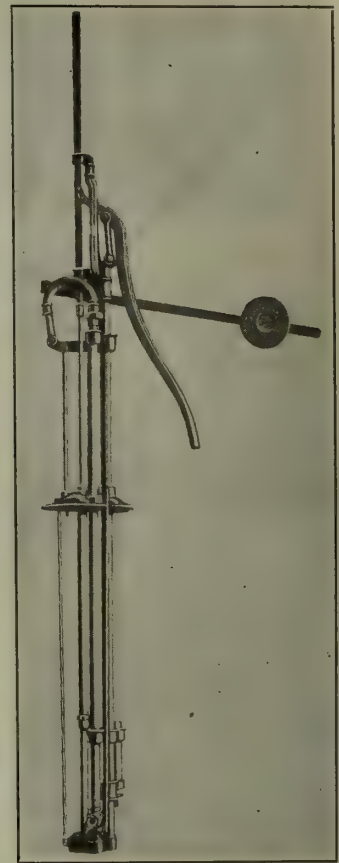




Assurance  
of  
Satisfaction



Good  
Margin  
For Profit



## Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

*Catalog on request.*

**Dominion Well Supply Co., Ltd.**  
Cargill, Ontario

## NICHOLSON-MADE FILES



**D**ECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over

1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel. The "Nicholson-made" File and Rasp Brands sold in Canada:

**American      Arcade  
Globe              Great Western  
Kearney and Foot**

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

**NICHOLSON**  
FILE COMPANY                      PORT HOPE, CANADA

# HAY FORK ROPE

How is your stock? Look it over and see what you require for prompt shipment. Then order from

## Consumers Cordage Co., Limited

Factories—Montreal Que., and Dartmouth, N. S.  
Branches—Toronto, Ont. and St. John, N. B.

### AGENCIES:

F. H. Andrews & Sons, Quebec; McGowan & Co., Vancouver;  
Tees & Perse, Limited, Winnipeg, Regina, Moose Jaw,  
Calgary, Saskatoon, Edmonton.



CORDAGE,  
LATHYARN,  
TWINES,  
PACKINGS,  
CLOTHES  
LINES,  
MARLINE,  
TARRED  
GOODS

of every description.

MANILA—SISAL—ITALIAN  
RUSSIA—JUTE.

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MADE IN  
CANADA



## The Thos. Pink Co., Limited

Manufacturers of  
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it,  
and it's the best Peavey made.





# High Grade Clothes Wringers

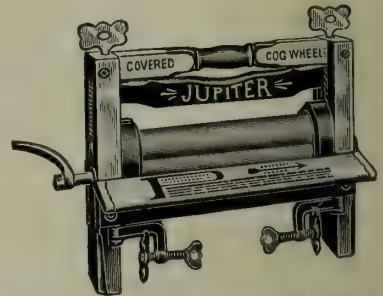
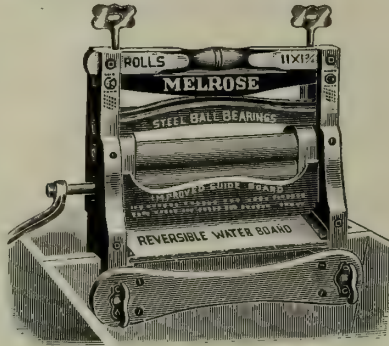
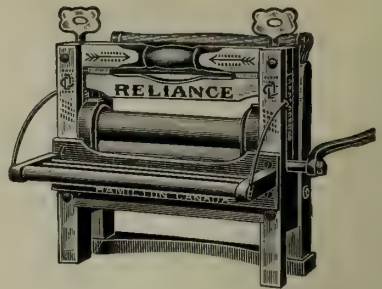


MADE TO WRING DRY

Fitted with Live Rubber Rolls, Durable and Highly Elastic.

We make wringers in many designs and various grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own roof, from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.

Anti-Chemical Rolls are not Affected by Acids or Washing Compounds



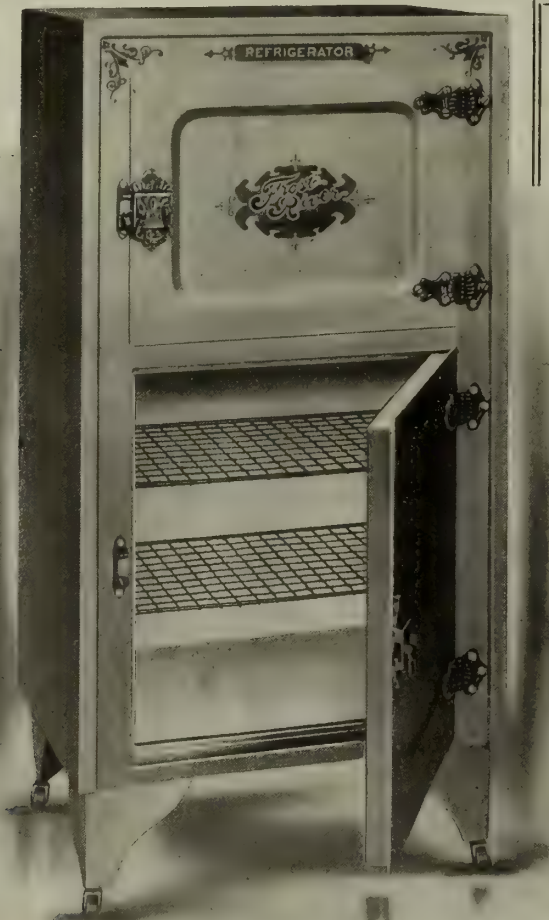
Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son,

Montreal  
Winnipeg



## Frost River Refrigerators

Made entirely of Sheet Steel Galvanized

Enameled Pure White inside and out.

They are very attractive, being delightfully dainty and clean in appearance, they secure the attention of the average housekeeper immediately on sight.

The all-steel body cannot warp, shrink, crack fall apart or decay—and without abuse a "Frost River" Refrigerator will last through a generation—and when installed will positively give any kitchen the appearance of refined elegance. There are absolutely no seams or crevices to harbor dirt or bacilli and cause foul orders.

They are very economical on ice and have a swift dry air circulation that reaches and purifies every square inch of the interior compartment.

Made in 3 sizes:—

No. 22—Height 49 inches; width 25 inches; depth 18 inches.

24—Height 52 inches; width 27½ inch; depth 20½ inch.

26—Height 56 inches; width 33 inches; depth 22 inches.

Numbers 22 and 24 have single doors.

Number 26 has double doors.

Write for prices.—Yes, we can ship promptly.

### The Thomas Davidson Mfg. Co., Limited

Montreal

Winnipeg

Toronto





# LUNDY SHOVELS



## The Kind That Satisfy The Most Particular of Shovel Users

**Made From  
Open Hearth  
Crucible Steel**

After a careful study of the strong and weak parts of other shovels, we have manufactured and placed the "Lundy" Shovel on the market as being without any equal.

Get a "Lundy" and one of any other make of same grade and put them to a severe test under same conditions and judge for yourself which will be the best value to offer your trade.

Besides being superior in quality the "Lundy" is excellently finished and very attractive.

We make three grades to completely meet the requirements of the trade.

Ask your jobber. If he does not handle them, write us.

We guarantee quick shipments and satisfaction.

**Exceptionally  
Strong Strap  
and  
Blade Point**



## The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

### SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg;  
Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall,  
Vancouver, B. C.; N. B. Misener, Toronto.

# SIMONDS SAWS



When you sell Simonds Hand Saws you sell saws that will please carpenters whose age and experience have years ago taught them what is best about Saws. They will recognize instantly the Simonds blade as being made of superior steel that will hold its edge, and is uniformly tempered. The Simonds apple wood handle giving an easy, comfortable hang to the Saw, is an excellent feature.

## SIMONDS CANADA SAW CO., LIMITED MONTREAL, QUE.

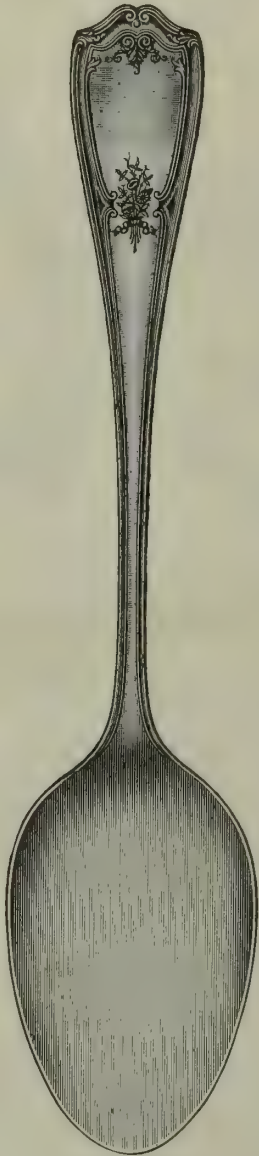
VANCOUVER, B. C.

ST. JOHN, N. B.

In the United States—SIMONDS MFG. CO.



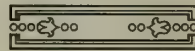
# Increase Your Flatware Business



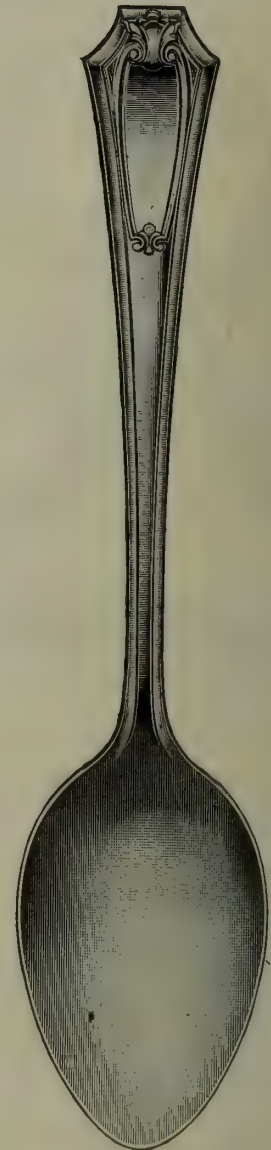
VERONA

★ Rogers & Bro., A-1

Your stock should contain these well-known brands, fully guaranteed and backed by 50 years experience in the manufacture of high grade **Flatware**.



Write for booklet showing assortments, prices and trade discounts.



CARROLLTON

*Eagle* **RW<sup>TM</sup> ROGERS** ★ *Brand*

**Standard Silver Company of Toronto**  
LIMITED

North Madison Avenue

# Single Barrel

## Shot Guns



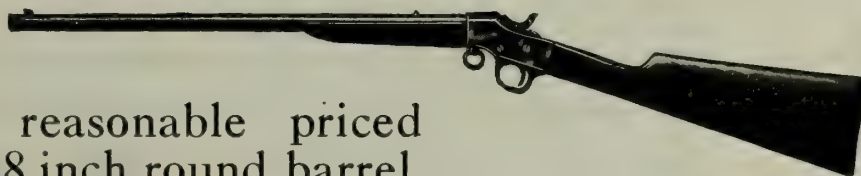
High Carbon Steel Barrels, Fine Walnut Stocks, take down pattern, for nitro or black powder shells. We have 12, 16, 20, 24 and 28 gauge, also 44 calibre.



## Remington Pump Guns

12 gauge are quick and accurate, they weigh about 7½ lbs. We also have a 20 gauge Pump Gun at \$19.80 each net, in another make.

## Rifles



No. 722 is a fine, reasonable priced 22 calibre rifle, with 18 inch round barrel, take down pattern.

We have a heavier rifle with 22 inch barrel, with Rocky Mountain rear sight, in two calibres, No. 932 32 calibre and No. 925 25 calibre.

## Iver Johnson Safe Revolvers

22, 32 or 38 calibre, blued or nickel finish.

Automatic Pistols, Automatic Rifles, Gun and Rifle Covers, Cartridge Belts, etc.



Many of our customers are ordering  
"Ambroid that sticks everything"—They say so.

**Caverhill, Learmont & Co.**  
MONTREAL



# The KELSEY Warm Air Generator is Different

It Does Not Enter Into Competition With The Ordinary Furnace

Its price is higher, but those who want a good furnace do not hesitate to pay it.

The "Kelsey" saves a considerable amount of fuel and gives more heat. It has three times more weight and heating surfaces than other furnaces, and its construction is such that it absorbs all the heat units and imparts heat to the air in a most scientific way.

The Zig-Zag tubes—a special feature.

They form the fire-pot and combustion chamber. These tubes are in contact with and overhang the fire and are heated on all sides by conduction, radiation and by the burning gases. Most of the air has to pass through them and cannot do so without being warmed even with a low fire.

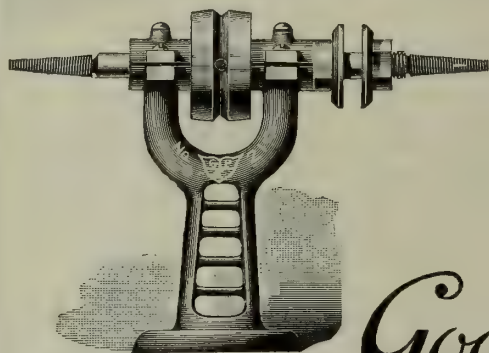
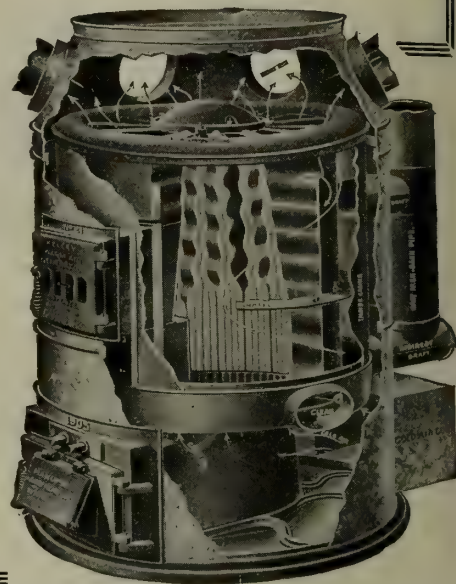
Let us send you complete description. Every sale will net you a big profit.



One of the Zig-Zag Tubes



The  
**JAMES SMART Mfg. Co., Ltd.**  
BROCKVILLE, ONT.



21

# Polishing Heads

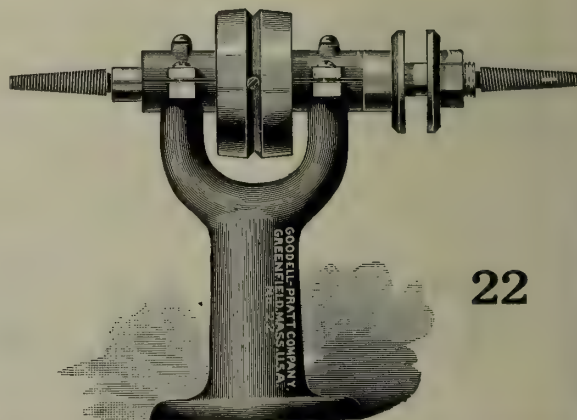
*Goodell-Pratt's*

These Polishing Heads will be found unsurpassed for light polishing and buffing. Made in Seven Styles, all are of the well known Goodell-Pratt Quality.

**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, Mass., U. S. A.



22

# To Win A Good Furnace Trade Handle The ***“Banner”*** ***Furnace***

All parts of this furnace are designed and built with the object in view to make it a high-grade heating apparatus in every detail.

The **Grate Bars**, the **Fire Pot** and the **Dome** are made of heavy cast iron and are much more durable than those of the ordinary furnace. The **Grate Bars** being triangular in form have three surfaces which can be exposed to the fire, naturally they will give much longer service than those with only one side to the fire.

The **Fire Pot** is made in two sections with a cup joint which minimizes the danger of cracking in the centre. It is flanged or ribbed to add strength and additional radiating surface.

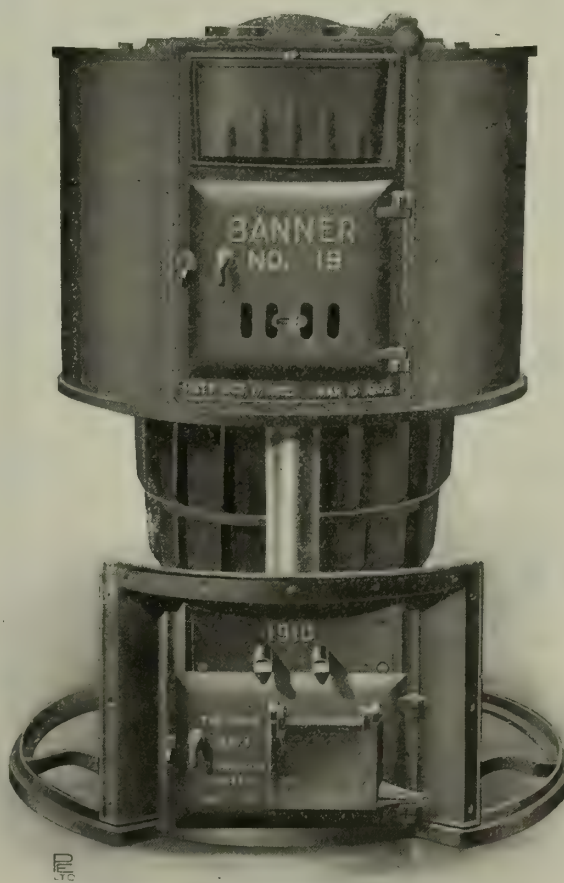
The **Cast Iron Dome** is made exceptionally heavy and fits the Fire Pot with a cup joint. It will last longer and will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

**Banner Furnaces** always satisfy—and the dealer profits by the satisfaction they give.

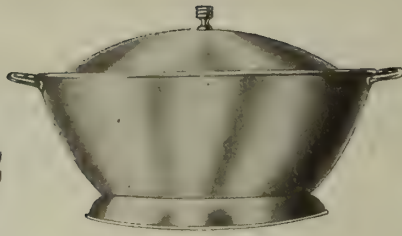
Write for particulars.

**The Galt  
Stove & Furnace Co., Ltd.**

GALT, ONTARIO







## XXXX RETINNED STAMPED WARE

Have you a high class trade? McClary's X X X X retinned ware will meet the demand of such a trade and increase it. It is the heaviest ware on the market, special care being taken to ensure a high grade production.

Every piece sent out is subjected to rigid examination. For lustre and durability X X X X can't be beaten. Ware of this description brings satisfaction to the customer who buys it and credit to the store that handles it.

Kneading Pans, Dish Pans, Wash Bowls, Pudding Pans, Boilers, etc., etc., labelled McClary's X X X X mean rapid and regular sales. See that your stock is complete.

# McClary's

London Toronto Montreal Hamilton  
St. John, N.B. Calgary Winnipeg  
Saskatoon Vancouver Edmonton



## "THERMO"

### The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto;  
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

## The Quality

### That Prevails In The Eagle Mop Wringer and Bucket

Is Certain to Please Your Customers

Nothing but the very best materials are used in its construction.

We will be pleased to send you our catalog on Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, Twines, etc.

Our lines pay a splendid profit and are reliable.



## Walter Woods & Co.

Hamilton and Winnipeg

# THE "Gladona" BASE BURNER



This new McClary base burner will appeal to the customer in search of a moderately priced heater.

Its **appearance** will attract the attention of the prospective buyer at once. The nickel trimmings are specially handsome, and the stove looks well from any point of view.

It is capable of heating the whole house, and for economizing fuel the Gladona can't be beaten. The removable firepot and easily accessible grates are strong selling points.

An automatic magazine cover which operates the inside lid is another strong feature.

Dampers and check drafts are the kind that give the best control—grates are the latest duplex, easy to operate.

Flues are constructed on the standard two flue pattern.

The Gladona cannot fail to sell easily and rapidly. See that you have it on your floor.

Write our nearest branch at once.

## McClary's

LONDON  
HAMILTON  
VANCOUVER

TORONTO  
CALGARY  
SASKATOON  
ST. JOHN, N.B.

MONTREAL  
WINNIPEG

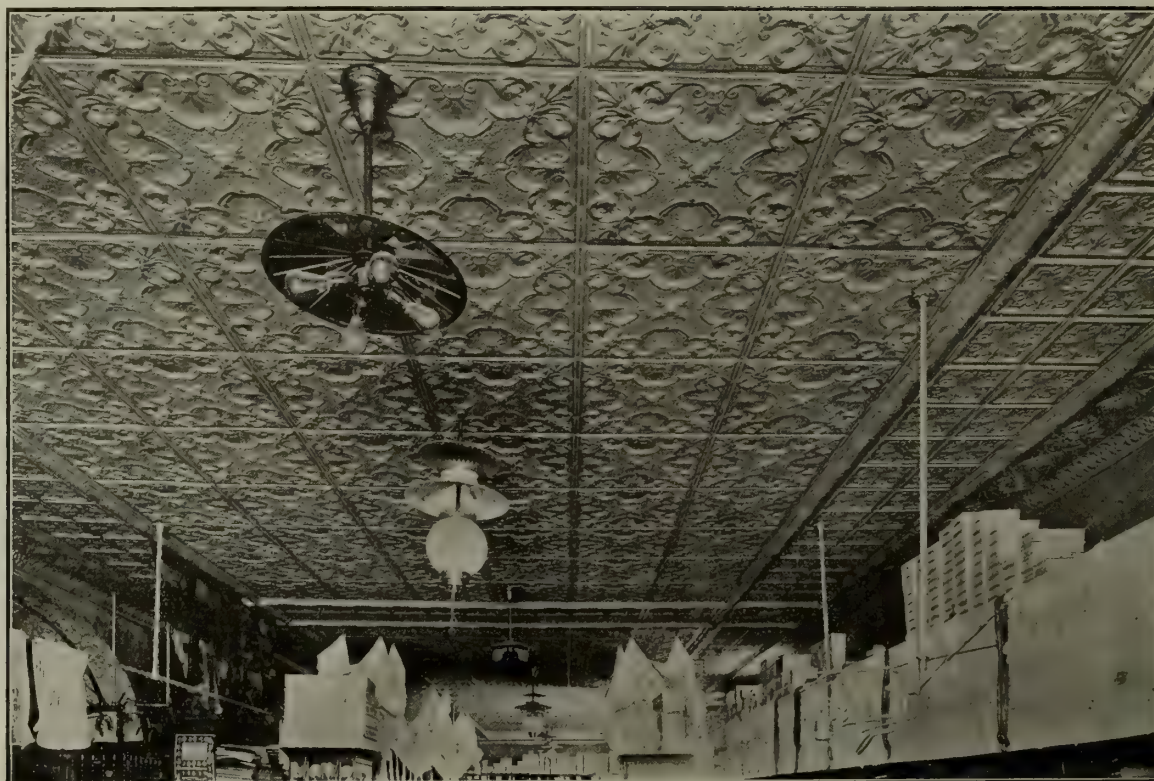
EDMONTON





# Every Aggressive Dealer Can Make Big Money Easily By Being Our Agent

We Do Practically ALL The Work, But You Get ALL The Commission



## There're Many Good Prospects For METAL CEILINGS In Every Town

Whenever you hear of new building to be erected or an old one to be renovated, get after the party concerned and acquaint him with the beauty and durability of our metal ceilings.

Send us your prospective customers' names and we will mail them some selling talk which will make them think, and between us we can close up some nice business which will net you a handsome profit.

Some dealers made from \$300 to \$1,000 last year by being our agent. When others can do it, why can't you?

## The Metal Shingle and Siding Co., Limited Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.  
Please send us your ceiling catalog,  
also agency proposition.....  
Sign name here.





**Wrico**

## —The Name of Quality

All good housekeepers recognize that there are great advantages in using kitchen utensils of the strength, durability and purity of the **Wrico** class, which meet all modern requirements of cleanliness, convenience and economy.

The Preference to-day is for quality goods every time, in lieu of cheap and unsatisfactory substitutes. Are you alive to this fact?

**Wrico**

### ANTI-RUST KNEADING PANS

The surface presents a coating of pure tin to the contents, and does not contaminate the material being kneaded.

Bowl pressed out in one piece—heavy wrought iron handles firmly riveted on. Covers supplied with pans.

Quarts .....	17	21
Weight per doz., lbs. ....	60	65

**E. T. WRIGHT CO., Limited,**  
WINNIPEG VANCOUVER

**HAMILTON, CANADA**  
TORONTO



## Canadian Tube & Iron Company Ltd.

MONTREAL

### BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnners' Rivets, Etc.



### WROUGHT PIPE

Black and Galvanized, sizes  $\frac{1}{8}$  in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

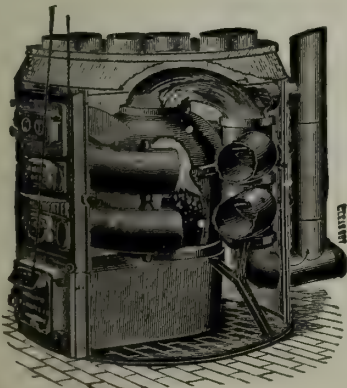
IT'S QUALITY AND ADVANTAGES THAT MAKE

**CANADIAN HOWARD**

DOUBLE  
RADIATOR

**FURNACES**

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

**The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.**





No. 808  
Victorian Corner Lavatory



J.M.T.  
Globe Valve

We guarantee our lines to  
give universal satisfaction.

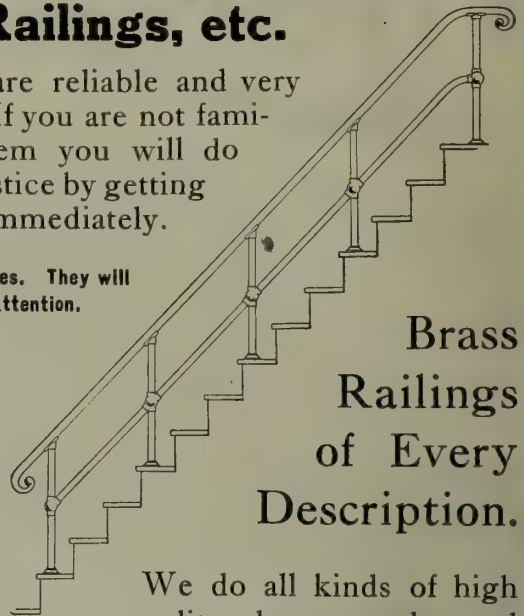
**The James Morrison  
Brass Mfg. Co., Ltd.**

93-97 Adelaide St. West  
**TORONTO**

## Sanitary and Steam Engineering Goods, Brass Railings, etc.

Our goods are reliable and very  
profitable. If you are not fami-  
liar with them you will do  
your store justice by getting  
acquainted immediately.

Send us your inquiries. They will  
receive our prompt attention.



**Brass  
Railings  
of Every  
Description.**

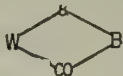
We do all kinds of high  
quality brass work, and  
our prices are right.

## The Nut Must "Give" In The Bite Of A "W & B" Machinists' Knife Handle Wrench



**EACH "W & B" MACHINISTS' KNIFE HANDLE IS WARRANTED**

The jaws stand up to the requirements of hard usage. The openings have greater capacity than  
other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire  
out the user. "W. & B." Machinists' Warranted Knife Handle Wrenches have no weak points.



**Tools of Quality Bear These Marks**



Your jobber will supply you. In case he is out of stock, and you are delayed in getting your orders  
filled, write us direct. We will see that you are supplied.

WRITE FOR CATALOG NO. 82-B.

**The Whitman & Barnes Manufacturing Co.**

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont

Stocks carried at Winnipeg and Montreal

**For Long Life  
and Good  
Service**

# DISSTON TROWELS

have won a high place in the esteem of all mechanics during the many years we have been engaged in their manufacture.

Disston Trowels are made of the highest grade Crucible Steel, tempered by our improved method ; accurately ground, extra thin blades, securely fastened to the long mounting. Handles, too, are secure and lasting.

The universal knowledge of their high quality causes a widespread demand. So firmly are these fine qualities established in the mind of the buyer that offering a substitute is of no avail. To retain the good will of your customers, therefore, see that your stock of Disston Trowels contains a complete assortment of the various patterns called for in your locality.



Reg. U. S.  
Pat. Office

**HENRY DISSTON & SONS**  
INCORPORATED

Keystone Saw, Tool, Steel and File Works  
PHILADELPHIA, U.S.A.

Estd. 1840





## Are You Alive

To the Possibilities of sales on "Bur-Nor" and "Scout" Hatchets? When you show your customers the reinforced handle that is 50 per cent. stronger than the best Wooden Handled Hatchet made, and tell them of the quality of the oil-tempered Blades, the sale is made.

Write for New Folder of Hatchets to-day.  
Most Prominent Jobbers can supply you.

**Burgess-Norton Mfg. Co.**

Geneva, Ill., U.S.A.

## "The Empire Line"

**Mr. Dealer!**

Have you talked to the "Newly Weds" about a new stove? If you sell them an

**"EMPIRE STEEL"**

you will keep their custom. It is made with a Highly Polished Steel Body, Finest Double Nickel Plate Dress, and Artistic Tile High Closet.

It appeals to young and old. As a Baker it cannot be equalled, and has earned a reputation for Economy in fuel.

Has extra large, quick-heating Reservoir.

Sizes: 18 inch and 20 inch oven, 9 inch covers. Made Square, Reservoir, Tea Shelf, or High Closet.



**Canadian Heating and Ventilating Co., Ltd.**

OWEN SOUND, CANADA

Montreal  
Can. Stove & Furniture Co., Ltd.

Winnipeg  
Christie Bros. Co., Ltd.

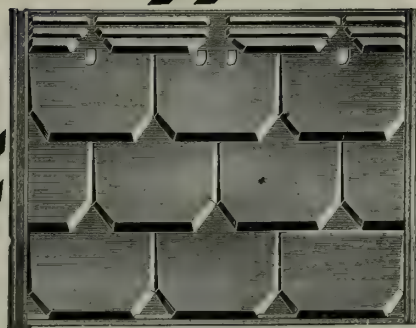
Vancouver  
Munro & Arnott

# TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

# A Line That's Booming

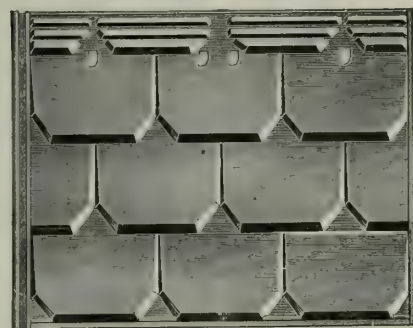


There are good sound reasons back of the tremendous development of the metal shingle business within the last few years. People are learning the advantages of using these shingles; that they produce a roof that is fire and lightning proof, inexpensive in first cost, and the cheapest to lay and maintain.

## "Eastlake" Steel Shingles

are leading the trade, and there are good sound reasons why they should, too. Here are some of them. These shingles have stood the test of service in Canada for 28 years, longer than any others. The telescopic side-lock and concealed gutter insure an absolutely tight roof. Countersunk cleats hold each shingle tightly against the shingle below.

In laying "Eastlake" Shingles a slight error in the laying of one shingle can be corrected when the next shingle is laid; with other metal shingles the error must go through the whole roof. There are many other reasons why it will pay you to sell and use "Eastlake" Steel Shingles. Write for complete information and prices.



**The Metallic Roofing Co., Limited**  
Manufacturers  
**Toronto and Winnipeg**



Leonora Pattern, one-half actual size  
**McGLASHAN, CLARKE CO., LIMITED**  
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

**High Grade Cutlery  
Electro-Plate and Solid  
Nickel-Silver Flatware**

### SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

*Your jobber has them. Ask him*

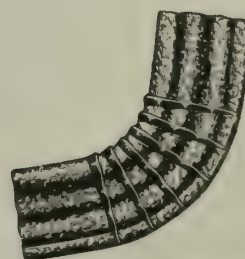
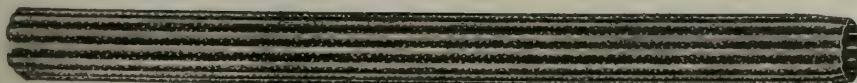
**The best is always the cheapest, try us and see for yourself**

Roofing, conductor pipe, elbows, ridge roll,  
valleys, skylight, ventilators, and

**CORRUGATED IRON**

*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**





# The Canadian Rogers Company, Limited

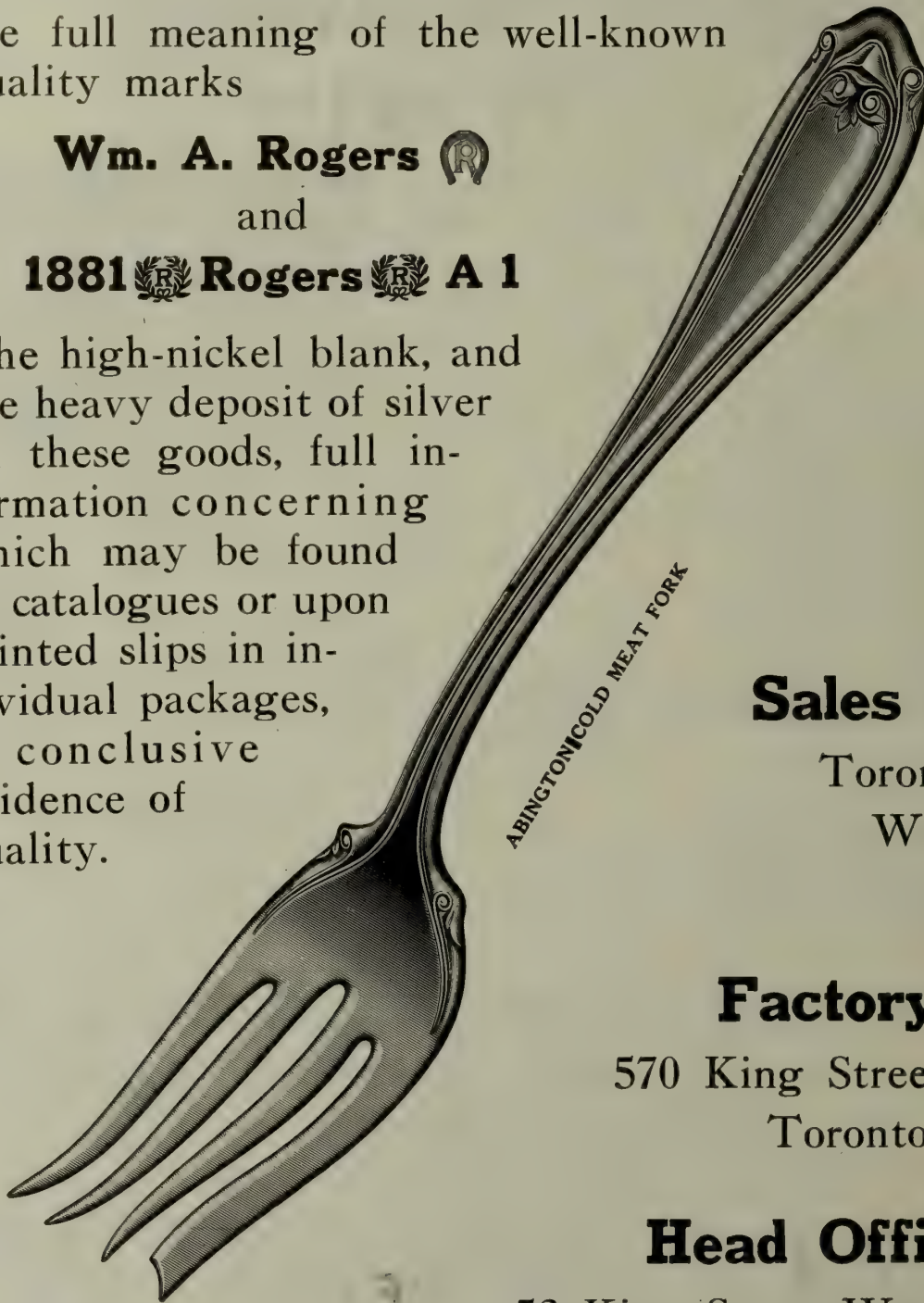
Invites the attention of the trade to  
the full meaning of the well-known  
quality marks

**Wm. A. Rogers** 

and

**1881**  **Rogers**  **A 1**

The high-nickel blank, and  
the heavy deposit of silver  
on these goods, full in-  
formation concerning  
which may be found  
in catalogues or upon  
printed slips in in-  
dividual packages,  
is conclusive  
evidence of  
quality.



## Sales Rooms:

Toronto

Winnipeg

Vancouver

## Factory:

570 King Street West

Toronto

## Head Office:

53 King Street West, Toronto

# HARDWARE AND METAL

## *Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JULY 19, 1913.

No. 29

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### REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

(ESTABLISHED 1888)

H. T. HUNTER, *General Manager*

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

## HARDWARE AND METAL

J. G. Lorriman, *Manager*  
H. M. Reid, *Eastern manager*  
Alex. Wales, *Advertising Representative*

T. B. Costain, *Editor*  
Geo. D. Davis, *Associate Editor*  
W. S. Farquharson, *Associate Editor, Montreal*

### CHIEF OFFICES

CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.





Distance Shot at \_\_\_\_\_ Score \_\_\_\_\_

# TARGETS

on hand for distribution  
among your customers?

We will supply these paper targets free, to any dealer handling

# DOMINION AMMUNITION

THE KIND THAT NEVER FAILS

Address Dept. 831

**DOMINION CARTRIDGE CO., Ltd.**  
**MONTREAL**



# "QUEEN'S HEAD" Galvanized Iron

**Is thoroughly and uniformly galvanized.**  
**This means uniform wear.**

**John Lysaght, Limited      A. C. Leslie & Co., Limited**  
**Makers                                  MONTREAL**  
**Bristol, Newport and Montreal      Managers Canadian Branch**



“DOMINION”

# CHARCOAL TINPLATES

High grade genuine Charcoal Plates  
Tissue Packed.

*Specify "DOMINION CROWN" on your next order*

**A. C. LESLIE & CO., Limited**  
MONTREAL

## No. 29

## 35



*The writer of this article is the advertising manager of a large departmental store. His experience has been most thorough in every department of the advertising business and he "knows whereof he speaks." In his article many useful and eminently practical ideas are given for the laying out of advertising copy. These ideas should be carefully noted and they can safely be acted upon. Editor.*

are taking up that will be of most interest to a prospective customer, get acquainted with your subject, then go ahead and say your say just as though you had the customer in front of you and were pointing out those features in person. Make it interesting and newsy, but be sure and state facts. Don't let your imagination run away in a flow of fancy words. Tell the truth in plain language, so that the majority will understand.

## Get Copy in Early.

Endeavor to get your copy into the printers' hands as early as you can. You are helping yourself in doing so, as it gives those who are to handle it more time to set it up, and you get a better looking ad. than if you leave it to the

last moment and they have to rush it through.

## Give Prices Always.

Prices in almost every instance should be given, but not in too big or heavy a type. If, however, you are announcing a sale with special reductions it is advisable to display the figures in a bolder face, type and, if desired, give original price or the actual value of the goods. Don't, however, in the latter instance boost the value. Just say what its real worth is, as nothing is more harmful to the prestige of your store than a prospective customer being disappointed in finding the goods have been misrepresented.

And don't be afraid to put the store's name where it will be seen. The writer has known of instances where one has

had to look twice before seeing what it was advertising. A suggestion on this point is: Always have the store's name in the same face type so that the public will in a short time recognize it at a casual glance. The best thing to do is to get the store's card writer to make a neat design, say two or three columns wide and about one inch high, and have a cut made from it.

The foregoing features will, if adhered to closely, help the merchant a great deal in getting up good trade pulling advertisements, and so increase his business. Should any reader wish for information on type, such as sizes, how many words will go into an inch space, etc., the writer would suggest asking the local printer or lay-out man at the newspaper.

# Claims and Their Adjustment

George P. Early, special agent of American Sheet and Tin Plate Company, at recent meeting of the American Iron and Steel Institute.

Man is born to trouble. He is exercised about it all through life. He likewise anticipates much that never happens and often borrows it at 11 per cent. when he really doesn't need it. He enters the world with a cry, kicks much about things while in it, leaves it with a groan and is soon forgotten.

Man began a career of imperfection in the Garden of Eden, as the story goes, and has been following it, more or less, ever since; and so, being imperfect himself, he sometimes does imperfect work. Perfection is generally unattainable, though it is always an inspiration for doing our best, causing us, as Sidney Smith says, "to aim at the sun, although we often hit a bush."

In the past ten years there has been a tremendous increase in the use of steel products for the manufacture, not only of new articles, but of articles that were formerly made from wood and brass. Requirements as to working qualities, such as stamping and forming, to surface, to color, or to decimal thickness or gauge, have become extremely exacting.

There has also been a marked tendency to reduce the cost of articles manufactured from steel products by buying a cheaper grade of material

than that which really ought to be used. Economic production is, of course, to be commended, but the manufacturing customer should not expect to get as good results from the use of improper material as he would get if he used the proper grade.

In the settlement of claims it should be the policy of the claim agent to accord the customer prompt, just and fair treatment. The claim agent should always try to conserve the customers' interest just as faithfully as he does that of his company, for he should appreciate the loyalty of a satisfied buyer.

The claim agent should not try to see how cheaply he can settle a claim, but how justly. Complaints should be thoroughly investigated, not only to ascertain what merit they may have, but to learn the cause of the trouble, so that steps may be taken to avoid their recurrence, if possible.

Claims should not be settled upon a hair-splitting basis. The claim agent should be broad and liberal. The claim agent should be more concerned about the justness of a claim than the amount of it.

Use the traveling salesman for all he is worth. He is usually a mine of information ready to yield up invaluable precious things to him who is willing to dig.

## SOME GOOD ADVERTISEMENTS.

On the foregoing page, three typical hardware advertisements are shown. The first two are laid out on original lines and there is little or no room for criticism. Attention is called to the panel at the top of the ad. of the Island Hardware Co. This panel is used for daily announcements of "specials," in this instance, screen doors reduced from \$2.25 to \$1.95.

The ad. of Cowan's Hardware would have been improved if the firm name had been made more conspicuous. It is sadly overshadowed in its present form. Space right across the foot of the ad. should have been allowed for the name.

## THE ONE PRICE STORE.

The one price store has become the popular store and everybody likes to deal with a merchant who has one price with no favors to anybody. People do not like to dick, dispute or argue over the price of a plane or a hand saw. There is satisfaction in knowing the price of an article and in realizing that no one else can buy it at a lower figure.

There is a difference between quick action and undue haste. It is one thing to get at a task promptly and perform it thoroughly, and another thing to leave it until the last moment and then hurry through with it in a confused manner.

There's plenty of warm weather coming. Buy a hammock now. Reduced from \$..... to \$.....

## Lawn Mowers

Still in season, but selling at reduced prices.

\$..... to \$.....

*Some suggestions for seasonable showcards with price quotations.*

# Proper Price Prominence in Show Cards

**When and How Prices Should be Featured—The Three Divisions of Cards on This Point—Cards Should be Made in Keeping With Style of Window—Some Card Suggestions.**

Card writers do not always agree on the subject of price prominence in cards. Some believe in featuring the price above everything else, while others are inclined to go to the other extreme and to seldom mention price on cards.

It is impossible to set a hard and fast rule, as different styles of cards call for

only to the use of price, but to the general style of card, the lettering, decorative effects and so on. The style of card suitable for a special sale window would be utterly out of place in a display of high price novelties. In fact, none of the characteristics of the typical bargain card can with any degree

plays of highest class goods and expensive novelties. In such cases quality is the first consideration. People who will be influenced to buy by such a window will not give much thought to the price question; it will, at least, be a second consideration. If the display arouses their interest and desire of possession, it has done its share. To put

## For Spraying Your Garden

\$ .....

## Can't Help Catching Fish

(Price here)

(Price here)

different treatment. Thus some would be ruined by the mention of a price, no matter how inconspicuous it might be made; with others, the price is the whole thing, and must be made the leading feature of the card. Writers should be very careful in this matter, to make their work tone in absolutely with the style of the window. This applies not

of safety be introduced into one intended for use in a more exclusive display.

For the purpose of discussing the question of price prominence cards can be divided into three classes, roughly speaking: The exclusive display card, the moderate or good value card, and the bargain card.

The exclusive card is used in dis-

the price in the window would weaken the argument of the display in most unmistakable manner. In the case of high price novelties, it would also be a mistake to put prices on the cards, because on such lines it is generally necessary to put a higher percentage. It will often happen that to quote the price in

(Continued on page 47.)

## Good Preserves

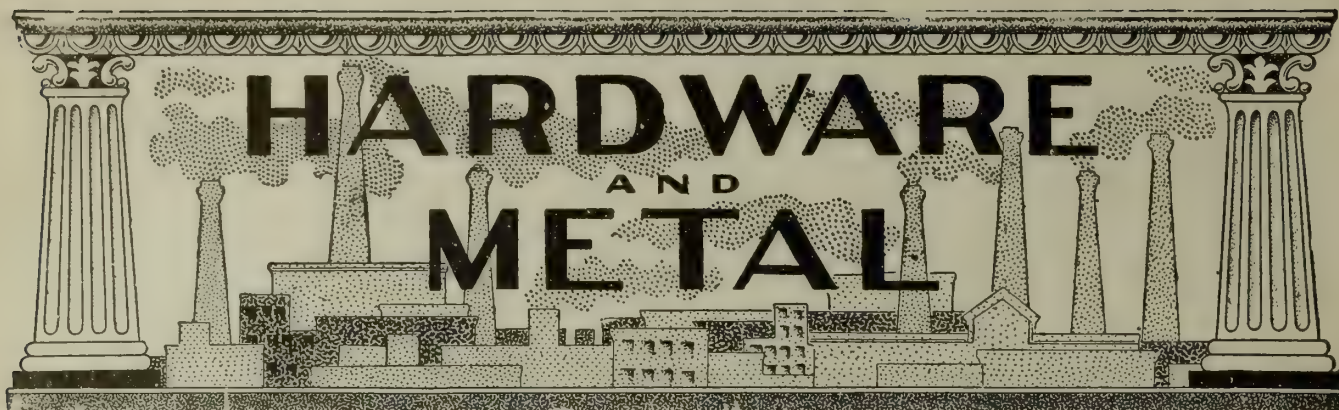
With Best Preserving Utensils

(Price here)

(Price here)

## This Gas Range for \$28





Vol. XXV. No. 29

Toronto, Canada, July 19, 1913

Two Dollars per Year

### SELL THE PEOPLE WHAT THEY WANT.

"Sell the people what they want."

This is the moral, in fact, the keynote, of an interesting trade story which appeared recently in an American periodical. The story tells how a commercial traveler experienced very little success on the first jobs that he obtained. He tried to sell encyclopedias in Kansas where encyclopedias were a drug on the market. Then he tried to sell groceries for a new firm in a field which was already covered by too many wholesale houses. Finally, he began to look around and in various localities found lines which the people could not obtain; and these he started to sell. Thus during the land boom in Oklahoma, he made a visit there to sell groceries, but found the place over-run with grocery men. But no one, he found, was selling mattresses; and the people swarming into the boom town had to sleep on boards or on the hard earth. Accordingly he went into the mattress business—and laid the foundation for a big business and a fortune. The one motto was the secret on which he worked—sell the people what they want.

This lesson might well be applied to the management of a retail business. It is, after all, one of the fundamental principles. The merchant who has his ear to the ground of public needs and demands is bound to get the trade. The man who finds what variety of goods is meeting with favor, who is keen to detect lines which are likely to fill a public need and so find a ready market, is the merchant who increases his turnover and builds up his business to large proportions. The story of the big departmental stores is merely a record of a firm's ability to sell the people what they want.

There are two hardware stores within a few blocks of each other in a Canadian city. One store is a larger stock than the other and is in practically every respect the more pretentious store. But the little store does the bigger business of the two. And this is the reason. The little man's stock seems to have been selected with an insight into every-day household needs. Any little article needed around the house can always be obtained there. He is selling the people what they want. The other man always has something a little different or is "just out."

The moral is obvious. Study the wants of your neighborhood. See what people are in need of and then fit your stock to supply the needs.

### BUSINESS PHRASEOLOGY.

There has been a distinct tendency among business men of late years to eliminate the well-rounded and highly courteous phrases which were once deemed an essential

part of every business epistle. It is no longer necessary to say "we desire to sincerely thank you for your esteemed favor" or "I have the esteemed honor." It is now deemed better form to make business letters terse and to the point without unnecessary flourishes and meaningless phrases. The change of sentiment on this point has wrought a distinct improvement in business correspondence; for, after all, business letters are exchanged for the most part between utter strangers and have no object to serve other than to further certain business matters. Laconic expression has replaced volubility—and the change is for the better.

It is interesting to note that other countries are falling into line. European people are still more or less addicted to long drawn out phrases expressive of esteem, humility and so on. They "pray" their correspondents to "accept this assurance of our esteemed consideration." The Spanish business man closes by verbally kissing the recipients hands. The German gives you "Hochachtungsvoll," which means "full of esteem." It is pleasing to note, however, that the German, hard-headed fellow that he is, has begun to find this superfluous ratiocination distasteful. There is a movement now on foot in that country to eschew all unnecessary phrases and cumbersome etiquette. The North-Western Group of German Iron and Steel Masters, for instance, are advocating this change, and the journal of the Association for Promoting German Export Trade has for several months past placed the following notice at the head of all its letters: "We call attention to the fact that we avoid all polite formulae and other flourishes in our correspondence, and we shall be obliged if correspondents will treat us likewise." Even the legal profession is following this example.

### COLLECTING SMALL DEBTS.

No one can give a good reason why the collection of small debts due merchants should not be made easier. In Alberta the retail trade is greatly interested in getting in their money even after a judgment has been secured against the debtors.

At a recent meeting of the Edmonton Board of Trade, a report was submitted by the retail section in regard to a communication from the Calgary Board of Trade respecting the collection of small debts for which judgment had been obtained. Following was the report:

"That the retail section of this board recommends that representations be made by the board of trade to the premier of Alberta, and the three representatives of this city in the legislature with a view to securing amendments to existing provincial legislation designed



to facilitate the collection of small debts in cases in which judgment has been obtained but in which the debtor, though apparently able to pay, fails to comply with the court's order to do so; and that the suggested amendments should conform in principle with legislation in effect in the province of Ontario, a number of states of the Union, and particularly in the province of British Columbia, under which there is a penalty clause (section 6, chapter 57) making it binding on a debtor against whom judgment has been obtained either to live up to the order of the court or, if demanded, to submit to the court good reasons for not so doing; and upon failure to do either, the court has power to commit such debtor for contempt."

It would seem to the average layman that the request of this body is nothing but fair. What is the use of going to the expense of securing a judgment if one cannot collect the money afterwards? Such a law would appear to be a farce and it is to be hoped the Alberta retailers will succeed in their request.



### THE BUSINESS OUTLOOK.

Reports received during the past week have been the most favorable for some time. These reports indicate that business at the moment is better than it was at the corresponding period of last year. Hardware houses have been doing an active business for the year up to date, and show an increase averaging from 15 to 20 per cent. Reports of this character are not from isolated points, but are general. With business undoubtedly maintained at the same level as last year, and the excellent prospect for a crop better than that of last year, there can be no excuse for pessimism with respect to the immediate future. Another factor which ought not to be lost sight of is the steady stream of immigration, which is fully up to that of any previous year, and is pouring into the Canadian West, and also into other parts of the Dominion. This factor is now, of course, a usual one, and business each year has to extend so as to meet it. Official reports state that during April and May 146,060 immigrants came to Canada, as compared with 129,453 in the previous year. The increase has been derived from both British and United States sources.

With conditions such as they are, we may repeat that there does not appear to be any reasonable ground for anticipating a much longer continuance of present financial depression in Canada. Commerce has been very slightly affected by the difficulty in getting new capital, and so far has not been seriously hampered by the necessarily cautious policy of the Canadian banks.



### POINTED EDITORIALS.

Sell the people what they want.

\* \* \*

The art of color combination should be studied by every window trimmer.

\* \* \*

There is always this about the dollar spent at home. It may come back to you.

\* \* \*

It is an augury of the restoration of complete activity and prosperity in the fall that crop conditions are so uniformly favorable.

\* \* \*

Letter writing is an art in which verbosity plays no part. Caesar had the right idea of it. Terse, pointed epistles are what is required in business to-day.

## The Stay-at-Home Dollar

THE dollar spent with a local merchant stays in the home town. After everything is summed up, this is the one big reason why people should eschew the tempting bait of the mail order house and do their shopping in the home town. A newspaper clipping, purporting to give the story of two dollar bills, brings the truth home in such a telling way that it is herewith reproduced:

The Buy-at-home Dollar—"I was put into the pay envelope of a mechanic. On Saturday night he took me down town with him, and I helped buy him a pair of shoes. After this I was paid over to a carpenter who was putting some new doors and flooring in the shoe store. But I was not to rest with the carpenter, for he passed me along when he came to straighten up his grocery bill at the end of the week. The grocer put me in the bank for a few days, and they lent me to a young man who was building a house. The young man paid me over to the owner of a lumber yard, who was supplying material for the new house. I have been going around town for quite a few weeks now, from one man to the other, but I haven't been sent out of the city yet for anything. I have helped a good many people. I helped to pay the mechanic his wages, buy his shoes, pay the carpenter, pay the grocer. I visited the bank and left to help a young man with the building of his house, etc. I have been fortunate, for I have always fallen in with a buy-at-home man."

The Catalogue House Dollar—"I got into the pay envelope of the man next to the one referred to above. When I got home with him his wife was busy reading a catalogue of a department store in another city. So I was chucked into an envelope along with some others of my kind, a registered stamp was put on us, and away we went to the catalogue. From there I was sent further away to some importer of foreign stuff. I have been knocking around here and there for a long time, but I never got back to the city where I was first put into the pay envelope of the Catalogue House Man."

Moral—If you spend your money at home you will probably see it again.

In financial circles it is agreed that there is no reason for further uneasiness on the score of business conditions. This makes it just about unanimous.



### POINTED EDITORIALS.

Because your debtor has successfully avoided you at the end of one month is no reason why he should be given to the end of the following month to pay up.

\* \* \*

Motor trucks may not always prove "delivery de luxe," but scores of hardwaremen are finding their delivery difficulties solved by the introduction of trucks.

\* \* \*

The following conversation is reported in the Ironmonger: Canadian public opinion is divided on the question of the projected parcel post. "What do you think of this parcel post business?" said Maple Leaf to a friend. "Good thing in its way, but it has its faults," replied his neighbor. "When my new lawnmower arrived this morning it was covered with scrambled eggs."





# Color in Hardware Trims

The Display Man Must Have a Thorough Knowledge on the Subject of Color Combinations—Some Tones Kill Others—Some Hints on the Proper Combining of Shades—The Effect of Backgrounds—A Sample of Good Color Blending.

*In the accompanying article, a brief summary is given of some of the salient points with reference to the use of colors in window trimming. The importance of window publicity is being recognized more all the time in the hardware trade and the standard of hardware displays is being rapidly raised. All window trimmers should give careful study to the question of color uses and combinations.—Editor.*

**W**INDOW trimming has become an art even a science. It has become more than a mere arranging of goods in a store window as tastefully as lies in the power. The window trimmer to-day who aspires to efficiency and success has a great deal to learn. The subject is full of technicalities which he must master.

To go into all the technicalities would be rather too exhaustive for one article. Perhaps the most important study which lies before the trimmer, who aims to perfect himself in his art, is that of color combinations. To learn how to combine colors to advantage, is not a matter of instinctive taste. In fact, the instinct of the average person leans toward the primitive and must, therefore, be curbed. A peasant woman, who still has primitive tastes and ideas, decks herself out in the most striking of contrasts as, for instance, a red skirt and green waist or perhaps a yellow dress with vivid crimson trimmings. The savage greedily seeks bits of gaudy color, strings of beads—anything, in fact, which appeals to that instinctive love that he has for the brightest of colors. Civilization has not obliterated this desire for the primary colors but it has brought it under control and taught people to modify it to get the best results. A well dressed woman makes good use of contrasting primary colors such as red and green but she does it with the discrimination of refinement. A green dress of darkish hue will be trimmed with small touches of red; thus giving all the beauty of contrast that the peasant woman strove to obtain when she devised her costume, but preventing the jarring note of loudness and giving a perfect blend.

The window trimmer cannot trust to his own discernment if he desires to arrange his displays in perfect harmony. He must make a study of the results of color combinations and the effect that one color has on another when they are placed in close proximity. He then learns among other things that one color

when placed alongside of other colors will make them appear darker and intensify their tone. The same shade placed next to another set of colors will make them appear lighter. Thus when black is placed next to orange or yellow, it assumes a bluish tinge. Placed next to red, black looks greenish; next to blue, it takes on a dull and rusty hue. The perfection of white is effected by contrast with colors. Red will give a greenish tint to white, yellow gives a blueish tint; and so on.

It follows that certain combinations can be so unhappily arranged that a certain effect which may be desired is lost. If a window trimmer does not understand fully the art of combining shades, he will find his efforts neutralized.

This does not apply to the hardware display man with the same force as to a window trimmer, say, in a dry goods store, who is called upon to arrange materials of all colors. Nevertheless, it does apply to the hardware display man sufficiently to make it worth his while to study the laws of color combinations. The standard of hardware window trimming is being raised all the time and it has reached the stage to-day where very elaborate backgrounds and settings are employed. Thus color is creeping into the hardware window and the display man must see to it that it is properly employed.

## Primitive Color Combinations.

Some hardwaremen are still showing a taste for primitive color combinations which make their displays a riot of color a veritable saturnalia of jarring tones. For instance, the writer recently saw a display of cutlery with a bright red background of crepe paper. The floor was covered with blue paper and in various smaller ways decorations of yellow, green and blue were introduced. The effect was rather astounding. One was so struck with the mass of color that the goods in the window were hardly noticed. They were dwarfed into insignificance by

the daring decorative effects.

Such displays may have a certain appeal but it is only to people of little refinement. If the trimmer had made his background all a dull green with a few touches here and there of red and had kept the other colors out entirely, the effect would have been much better and the goods would have shown up to best advantage.

## The Matter of Backgrounds.

Care should always be taken to see that the background is not allowed to "bulk" too strongly. If proper care is not taken, it will frequently be found that the background is made so promi-



*Color in attire plays an important part in personal contact.*

nent that it takes first place, the goods on display coming in a poor second. This is frequently due to the fact that the coloring scheme of the background has been made too strong.

It is well to bear in mind that a dark background, by force of contrast makes the color of the goods shown lighter. A light background has the opposite effect, making the goods appear darker.

## Proper Discrimination.

A writer in "System," dealing with the question of color in window trimming says:

"Many of our decisions and actions are occasioned by custom or tradition.





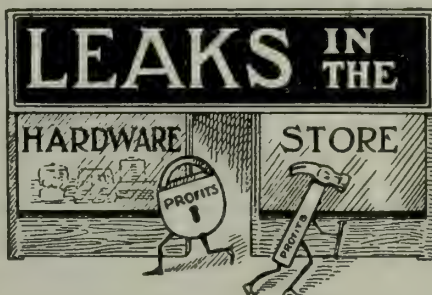
A Thanksgiving window arranged by Chas. Byford, with the Bond Hardware Co., Guelph.—Special attention was paid to color effects.

Thus the merchant of one locality will use in his window display, green plush parlor furniture on a red carpet or vice versa, because it has always been customary in that and similar neighborhoods; while in the window of the merchant on the avenue there is shown on a rug in low tones of green, some library furniture in fumed oak and on the library desk two or three books bound in red and green. The first display is directed to the primitive and uneducated; the latter to the refined and educated. These two examples of the use of colors in store windows are analogous to those of the wearing apparel. In each case the personal appeal is made through the two colors—red and green.”

#### Good Use of Color.

In the accompanying illustration is shown a thanksgiving window arranged by Chas. H. Byford, for the Bond Hardware Co., Guelph. In this window excellent use was made of the color possibilities. Near the centre of the display was placed a nature grouping of branches and foliage with several large pumpkins. The dull green of the foliage toned in with the yellow of the pumpkins and the autumn red of the leaves.

This group contained practically all the color in the display. The background was made dark and unobtrusive so that full attention was focussed on the goods in the window.



A hardware merchant noticed recently that his clerks lost considerable time when measuring rope. They also used new tape measures and rules for measuring the rope, with the result that they always had in stock a number of soiled and worn out appearance measures. The rope was displayed at the front of one of the counters and was brought up from the basement through holes in the floor. In order to prevent the loss of time and use of new goods the dealer decided that he would have the floor measured, and accordingly had ten small neat brass plates made. These plates were fastened on the floor at intervals of 10 feet apart, the first plate being placed at the rope counter, thus giving a run of 100 feet. If a farmer asked for 100 feet of hay fork rope the clerk could pull the rope to the 100 ft. mark in a few moments, and no time was lost in hunting up tape measures or rules. It also helped to prevent the use of new measures. A three-foot brass rule was also fastened to the face of the counter where the rope was displayed, and this rule was used for measuring short lengths of rope.

Success, Sask.—John Lett, hardware and implements, has suffered a fire loss.

#### JOINED STANDARD PAINT AND VARNISH CO. STAFF.

John Lowrie, formerly Canadian manager manager of Wm. Harland and Son, and for the past three years traveler for the Ault and Wiborg Company of Toronto in Western Ontario, has joined the sales-staff of the Standard Paint and Varnish Co. of Windsor, Ont. The firm have secured the agency for the United States and Canada for twenty years of the Thos. Parsons & Sons, English varnishes. Mr. Lowrie will have charge of the selling end in United States and Canada of these goods, besides looking after several accounts in Canada for the products of the Standard Paint and Varnish Co.

#### A CORRECTION.

In July 5 issue of Hardware and Metal we described and illustrated a combined mop wringer and bucket manufactured by Theo. J. Ely Mfg. Co., Erie, Pa. The article stated that the galvanized bucket was made in three sizes. This should apply to the wood bucket, the galvanized bucket being made only in one size—14 quart.

#### INDUSTRIAL NOTES.

The Canada Metal Mfg. Co. has been incorporated at Ottawa with a capital of \$30,000, to manufacture heating apparatus, ventilating apparatus, and goods of sheet metal, galvanized iron, copper, tin, etc.

Chatham, Ont.—The Canadian Concrete Products Co. will establish a factory here for the manufacture of concrete culverts, railway signal appliances, concrete posts, etc. Work on the factory will be commenced at once.

Montreal, P.Q.—L. J. Surveyor, hardware merchant, St. Lawrence Block, returned last Wednesday after spending a ten days' vacation in Old Orchard, Maine.



# What Other Hardwaremen are Doing

Giving Ten Cents With Every Cash Transaction Amounting to One Dollar—  
Toronto Merchant Gets Out Catalogue—Pushing the Sale of Woodenware—  
Other Methods Adopted by Aggressive Dealers.

## A LABOR-SAVING DEVICE.

In connection with the paint department of the M. Philbin hardware store, St. Catharine Street W., Montreal, simple space saving arrangement has been devised. This consists of a paint color board suspended over a pulley at the ceiling and hung by a weight, which, running over a second pulley, is placed in such a position as to be inconspicuous to customers. When not in use the color board is run up fairly well to the ceiling and is thus out of the road. Upon wishing to refer a customer, however, to the various colors, to be had in the different paints, all that is necessary is to pull down the board to a level suited to the height of the customer. Thus while always on display, the space at the counter is not in any way hampered save when the board is in actual use.

## OFFER CASH DISCOUNT.

The Watrous Hardware Co., Watrous, Sask., advertise that they are giving away a ten cent piece with every dollar purchase for cash, and state that it is just another way of saying that they are giving a ten per cent. discount. The firm introduced the cash system some time ago and make the cash discount one of the special features in their newspaper advertising.

The firm use considerable space in the local newspapers and in a recent advertisement have used a full page space. The firm conducted a paint sale during the month of June and they state in a recent ad that, owing to the wet weather during the month of June, they have decided to continue the paint sale during July in order to give all their customers an opportunity of completing the work which was held back by the wet weather.

Among other lines featured in their full page add are window screens, fly swatters, tanglefoot, scythe stones, hay forks.

## PUSHING PRESERVING UTENSILS.

The Imperial Hardware Co., College St., Toronto, are featuring preserving utensils and have arranged a nice window display of enamelware, etc. Prices are quoted on each utensil. A neat price

card is used measuring about two by three inches, on one end of which is the firm's name. The cards are neat and attractive and add greatly to the value and appearance of the display. Customers can see at a glance the price of the various articles on display and it makes the display much more interesting to the public than if the goods only were displayed without any information as to the value of the articles. With the exception of a few lines it is always advisable to use neat distinct price cards with prices shown in plain figures. This is particularly true regarding household goods:

## GETTING ADVERTISING RESULTS.

Taylor Bros., Ltd., Carleton Place, are believers in newspaper advertising with the use of electros and they also quote prices on the majority of lines advertised. One of their recent ads features hay forks, pulleys, hooks, etc., roofing, Paris green, screen windows and calf meal. Regarding the latter they advertise that they have sold it for years with continued success and that calves fed on it have won prizes at all the fairs. They advertise, "Feed Blanks Calf Meal and watch the calves grow. No milk necessary." The ad. also states that the meal is carried in stock in 25 and 50 lb. bags and prices on same are quoted. Ads. of this kind should bring splendid results for the advertiser.

## SELLS PEOPLE WHAT THEY WANT.

That the man who is a keen observer of conditions round about him is the man who is going to make a success of the hardware business, is one of the principles upon which H. A. Bernier, of the Bernier Hardware Co., Montreal, works. Giving an example, Mr. Bernier states: "I had some fruit jars, preserving kettles, etc., on display in the front of the store there, but from inquiries made from several of my customers I found that the strawberry crop was short, prices high, and thus heavy preserving season would hold off till other fruits came in. Accordingly in the meantime I used my space to better advantage. Also during the past two

weeks we have had very little rain, making a good chance for sale of lawn hose. Altogether during that time we've sold over 2,000 ft. of this one article just by giving it a little extra attention.

"When alone I find a few moments of concentration on what should be best selling lines always beneficial. Then in my store I am always able to decide which lines should occupy most conspicuous places, and be made to sell best."

Another point Mr. Bernier likes to emphasize is the necessity of having something which is different, whether in store front or store interior. People, he claims, always remember the treatment they receive, and if there is something striking about the exterior of the store they remember it more readily and get back with less difficulty to the store where they have been given a square deal.

## IRONS ON TRIAL.

Turnbull and Cutcliffe, Ltd., Brantford, Ont., are pushing the sale of electric irons. They advertise as follows: "You cannot afford to be without an electric iron—The greatest comfort of the age—Prices \$5.00—\$5.50— and \$6.00."

They also state that they will allow irons out on trial. A large number of firms are taking this means of introducing the electric iron. There are still some customers who are rather skeptical regarding the work that may be accomplished with an electric iron and about the only way you can convince these people is to let them have an iron on trial. One lady remarked in a hardware store a short time ago that she was she might get an electric shock. The clerk assured her that the only shock she would get would be the one occasioned through the discovery of the vast amount of work she would be able to do in an incredibly short space of time. The clerk sent the iron out on trial and two days later the lady came in and paid for it, remarking at the same time that she could not understand why she had not tried one long ago.

It is a good idea when allowing irons out on trial to have an understanding with the customer regarding the length of time the iron is to be allowed out and also regarding terms of payment.



## PUSHING SALE OF WOODENWARE

Woodenware is a line that is finding a prominent place in the stock of many of our up-to-date hardware stores. Many firms who would not consider stocking woodenware five years ago are now pushing the line and in many cases are meeting with splendid success. Woodenware is a line which rightly belongs to the hardware trade. It also allows a reasonable margin of profit and is a line which attracts the attention of lady customers. One firm that is pushing the sale of woodenware is the Bond Hardware Co., Guelph, Ont. In one of their recent newspaper advertisements they featured woodenware and quoted prices on 18 lines. The ad. also stated that the lines advertised only gave a fair idea of what their stock of woodenware consisted of and customers were requested to call at the store and inspect the other lines. Among the lines advertised are the following: Ironing boards, bread boards, pails, bath seats, butter moulds, butter spades and ladles, egg crates, step ladders, washing machines, lawn seats, coat holders, baskets, etc.

## ISSUES CATALOGUE.

George Mathewson, hardware merchant, 734 Queen St. E., Toronto, issues a spring catalogue in which he features many lines of seasonable goods. The 1913 spring catalogue is composed of 14 pages on which are shown illustrations of gas ranges, screen doors, poultry netting, roofing, screens, lawn mowers, lawn shears, garden tools, hose reels, paint brushes, refrigerators, gas plates and ovens, tools furnaces. Descriptions of the many lines are given and prices are quoted. The catalogue measures 5 x 8 inches.

## TRIP FOR BUSINESS MEN.

The business men of the Calgary Board of Trade have definitely decided to take a trip through Southern Alberta the middle of next month. Arrangements have already been made for the securing of a special train, and it is expected that a large number of business men will take advantage of the outing. The exact date for the trip has not been decided upon, but as the excursionists desire to inspect the crops as well as visit the principal cities and towns of Southern Alberta it will probably take place on August 18 or 20. The party will be gone three days, and Lethbridge, Medicine Hat, Macleod, and the great majority of the intermediate towns will be visited.

## Ideas for Next Week's Window Trim

*All through this month, people will be starting out on their holidays, and the men at least will be interested in fishing tackle. A window of these lines will be a sure winner. A good idea was carried out in a window recently which might be followed to advantage. A glass tank had been put in the window and filled with water, several fishes then being put into the tank. A baited line dangled in the water, supported by a pole attached to a small motor beneath the floor. The action was so regulated that the line was whipped slowly back and forth through the water.*

*Make another effort to sell lawnmowers by putting a good selection in the window. Price mark each one in plain figures. It will help to clear out your stock.*

*Build a pyramid of binder twine in the centre of the window. On top place a card with the following spelled out in strands of twine: "Buy now and save money." Many interesting effects can be secured by using strands of twine for working out patterns, etc. Why not build a miniature threshing machine in the window? The construction of automobiles and trains is an idea which has been carried out to good effect many times, but as far as we know, no window trimmer has yet tackled a threshing machine. In addition to the advantage of novelty, this display would be extra seasonable. Get a good picture of a threshing machine and it will not be hard to plan the details of its construction.*

*A few samples of late summer and fall millinery would be in order. In planning your "chapeaux," make every effort to follow the prevailing modes. Make them tall with very high trimmings. A poker with a wad of red tissue paper on the end, placed directly at the front or directly at the back of the hat, would follow out the latest idea in trimmings exactly. Above everything else introduce plenty of color. The fashionable hat this summer is "shriekingly vivid" and "rancously colored." Daring combinations will make every woman that passes the window laugh.*

*It's never too late and never too early for a paint window. Here's an idea right off the bat, strictly original and extemporaneous. Any trimmer can make use of it who wants it. Pile rows of paint tins against the glass, continuing the rows from side to side so that they cover the glass completely. Continue these rows up nearly to the top of the window, with only a square square left clear about the level of the average persons eyes. Make this peep-hole about a foot square. Arrange things so that the curious who stare in to the interior of the window will see a large sign with a strongly worded endorsement of the paint handled. Paste a streamer on the inside of the window above the level of the peep-hole with the invitation: "Look inside the window." Most people will accept the invitation.*

*The following are some suggestions for catch phrases to be used on showcards in window displays:*

*"A barrier between your family and sickness."—(Refrigerator Window).*

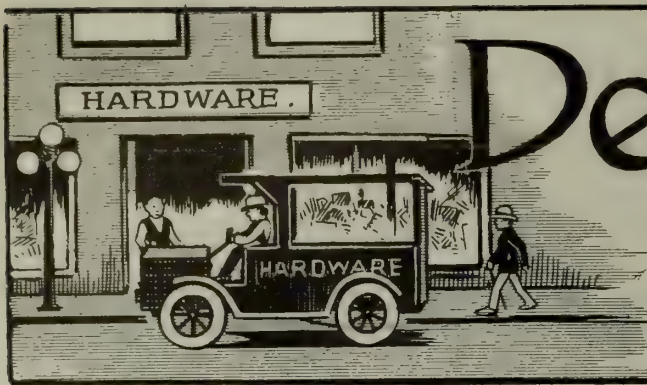
*"No fish could resist this."—(Fishing tackle window).*

*"Good hardware furnishes the home."—(Builders' hardware window.)*

*"Swat while the days are hot."—(Fly swatter window).*

*"Will hold two—Three at a pinch."—(Hammock window.)*





# Delivery De Luxe

*Ever have any difficulty with your delivery system? Of course, you have—all merchants have had difficulties of the kind pretty nearly every day that they have been in business. The following incident relates how one firm escaped the troubles which had been following them—and how they did. Incidentally something is introduced with reference to the utility of motor trucks.—Editor.*

A huge red touring car swung around the corner on two wheels, without a single honk to give warning of its coming. A. F. Clarkson, who was ambling across the road in a leisurely way, had visions for a moment of mangled limbs, ambulances and amputations with himself in the role of victim. Instinctively, he performed a hasty hop, skip and jump for the sidewalk. The plunging automobile skimmed by just escaping that part of Clarkson's anatomy which was hindmost in his flight. It left a shapeless piece of flattened felt on the ground, for which Clarkson has paid \$3.50 the previous Saturday night.

"Every man who owns one of those danged contraptions," declaimed Clarkson, when his condition of breathlessness and indignation allowed, "should be hanged, drawn and quartered! Manufacturers of automobiles are the worst criminals of the age! I'd like to strew the road with dynamite every time one of 'em comes along and I don't know as I'd concede Christian burial to the occupants."

"Did you get their number?" asked a by-stander.

"I did not," said Clarkson.

"Why didn't you use your eyes?"

"Eyes!" snorted Clarkson. "You'd need a pair of electric searchlights with microscopic attachment to see through a cloud of dust, and pick out narrow white streaks moving ninety miles an hour. Besides, I was too busy running to see anything."

He dropped in at a haberdasher's to buy a new hat and then walked back to the hardware store of Clarkson & Co., crossing the road only after careful scrutiny in both directions. "If my wife mentions buying an automobile to me again," he said, "I'll sue for divorce."

Archie Stoneman, his junior partner, met him at the door. Archie was in a state of nervous agitation and crumpled

linen. "We certainly are up against it!" he exclaimed. "We're just a day behind on our deliveries and that telephone has been humming with complaints. Peters, the contractor, called up and said if we didn't get those supplies over by 4 o'clock he'd never give us a dollar's worth of business again."

"Well, Arch," said Clarkson, "why not send them the goods?"

"Will you carry them up?" asked Stoneman, savagely. "You know we have only two delivery rigs and one is being repaired."

"What, again?" said Clarkson.

"No, yet," replied Stoneman, despairingly. "As it has only been over there three days and as we told them to rush the job, we can't in reason expect to get it back for a week yet. A one-armed man with rheumatism and failing eye-sight would have fixed that rig in half a day but Reid and Robson will take five days and charge us for overtime."

"Well, where's the other rig?" asked the senior partner.

"I'm not gifted with second sight so I can't tell you," said Arch. "It started out at noon and hasn't been back since. I've telephoned all over the place and can't find a trace of it. That outfit seems to have vanished off the face of the earth completely. This horse and rig business is going to make an old man of me prematurely, I tell you. There's only one remedy for this state of affairs."

"And what's that?" asked the head of the firm.

"Motor trucks," replied Arch.

Clarkson reached for his ruler but thought better of it. He contented himself with glaring, putting into his gaze all the ferocity that the suggestion had called up.

"There's another remedy and that is to close up the business," he said grimly. "I'd rather do that than use one

of those hair-raising, hat-smashing menaces to life and limb!"

"Alright," said Arch, walking away, "you run the delivery system, then."

The telephone rang a moment after and Clarkson answered. "This is Mrs. Fife," said a voice at the other end. "I want a hammer—a cheap one—and a package of tacks. Send them up right away, please." "Certainly, Mrs. Fife," answered Clarkson, for Mrs. Fife was the wife of the store's best customer.

"Arch!" he roared, as he hung up the receiver, "send the boy with this order at once. 'Can't,' came back the voice of Stoneman from the front of the store. 'He's out now with several other rush orders.' 'Then take it yourself,' called Clarkson. 'It's got to go.'"

"Get a new partner and go to blazes in the meantime," suggested Arch.

The phone continued to ring at regular intervals and Clarkson became madder with every call. When Jake Robins, a farmer customer, dropped in to buy a keg of nails and exchange a few conversational bromides, he found the hardwareman in anything but a placid mood.

"Thought I'd find you kind of riled," chuckled the farmer. "You see I happened to hear that you'd bought a horse from Seth Watson and it's only natural that sub-sequent events should kind of get you het up."

"I bought a horse from Watson but what of that?" asked Clarkson. "Do you think he did me on the deal?"

"Seeing as it was Watson that sold you the horse, it's as sartin as I'm standing here that he did you," replied the farmer. "Seth never made a straight deal in his life."

"Well, there was nothing wrong with the horse I bought from him," said Clarkson, with dignity. "It was worth the money."

The telephone rang again.

"Chief Rumbler speaking," said a



booming voice at the other end of the wire. "Your driver has just been brought into the city by a man that picked him up on the Alhambry road. His horse ran away with him, bolted half a mile out of the town and finally threw him out. Outside of a broken bone or two and a little touch of concussion of the brain, the driver's all right."

"Where's the rig?" asked the partly stunned merchant.

"They're gathering it up now," said the policeman. "It was scattered along kind of promiscuous."

"The horse Seth Watson sold you?" queried the farmer as Clarkson hung up the receiver.

"Yes. I'll have the law on that lying rogue. This horse buying is gambling with the odds ten to one against you. I'll never buy another horse until I've been through it with a dark lantern and had a guarantee of character from the seller, by George!"

"Motor truck or bust," said Stoneman, when he heard the news.

\* \* \*

To cut a long story short, Clarkson & Co. invested in a motor truck and disposed of their horses. It took a long time to convince the senior partner, but an adverse decision in a law suit that he brought against Seth Watson finally decided him. He was sick of horse deals.

The first few weeks there were minor accidents. The chauffeur sent by the manufacturers to demonstrate the machine, partook on one occasion of too much of that form of original sin which is done up in quart bottles and tried to drive into a gateway where he saw no less than seven posts, not succeeding in clearing them all. Then, the driver taken on by the firm, being inexperienced, had the usual run of mishaps. Clarkson, not having forgotten his prejudice entirely, threatened on each occasion to go back to the old way; but was deterred from taking action by one significant fact which he could not overlook. The delivery system of the store was running more smoothly than ever before. Even with the occasional breaks-down, the goods were being sent out more expeditiously and fewer complaints were being received. Another point quite as satisfactory was the increased radius that it was possible to cover. Shipments required from the station in a hurry were brought up in the truck. The tinsmiths were taken to and from work in jig time.

"It's a fine thing alright," conceded Clarkson, at last, "but it ought to be. It's costing us enough."

"I don't know about that," said Stoneman. "It seems to me we are sav-

ing money. I'm going to get the facts about the matter."

Stoneman started in to check up expenses and to closely compare results. The following month he had a statement ready for his partner.

"I thought as much," he said, exultantly, as he handed a slip of paper to his partner. "We're saving money hand over fist."

Clarkson looked over the statement, which presented the following tables:

**Cost of Horse Delivery from June 2 to July 2, 1912.**

Feed and stabling, two horses..	\$ 43.67
Wages of two drivers .....	80.00
Bill for vet. services .....	4.50
Repairs to wagon .....	6.75
Interest on investment .....	2.00

**Total cost .....\$136.92**  
**Cost of Motor Delivery from June 2 to June 30, 1912.**

Gasoline, oils, etc. ....	\$ 23.15
Salary of one driver .....	65.00
Repairs, etc. ....	8.09
Interest on investment .....	10.00

**Total cost .....\$106.24**

"You have forgotten depreciation," said Clarkson.

"No, I didn't forget it but I was at a loss to know just how to figure it," explained the other. "We have no way of telling how long this truck will last us. But we did know the rate that horses and delivery wagons depreciated on our hands and if the motor truck can beat that it's the greatest little depreciator on the market."

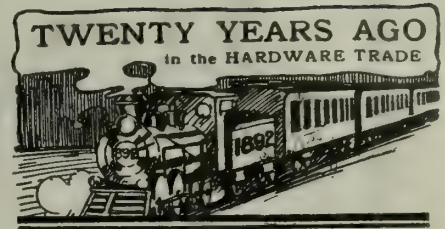
"Right," said Clarkson. "We've never had any luck with horses."

"That's just the point," said Stoneman. "You don't need to count on luck with a motor truck. Just use common sense and business foresight and you can make the truck do good work and last."

"But this is not the sum total of what we are gaining," he went on. "I've done some figuring and estimate that the one truck is covering 8 miles more a day than the two rigs did before. That's a big item. Then, there's all that stable room lying idle. Why not convert the stables into a store room? We need warehouse room badly. Why those stables will be worth fifty dollars a month to us."

"There's another side of it too," he continued. "With the facilities that we have now for prompt delivery, we are getting more of the contractors' trade. I really believe we will double our trade in no time."

"The manufacturers of motor trucks are benefactors of the race," said Clarkson, beaming at the rosy prospect thus opened.



The following items were taken from the issue of Hardware and Metal of July 22, 1893:

"Among the merchants in Toronto last week were: J. W. Fear, of J. W. Fear & Co., Waterloo; G. A. White, Trenton; Mr. Hogg, of Hogg Bros., Oakwood; C. Mason, Richmond Hill."

\* \* \*

"Hogg Bros., Oakwood, have bought out McCracken & McDonald, of Sonya.

"Thos. Dobbie, of Dobbington, has been succeeded by E. J. Brown.

"B. Freedman, St. Polycarpe, Quebec, has sold out to D. J. Jamieson.

"W. E. Hambly, Rockwood, is advertising his business for sale."



### INQUIRY IMPROVED.

Cleveland, O., July 17.—The Iron Trade Review to-day says:

Inquiry for pig iron in some parts of the country has improved during the past week, but prices remain very low and a number of furnace operators are contemplating blowing out their furnaces unless conditions improve at an early date. A number of important structural contracts have been placed within the week, including about 20,000 tons in the New York district. The railroads are buying in a very limited way.

The proposed new ore rate of 88 cents from lower lake ports to Pittsburg and Wheeling does not satisfy the furnace interests in either district and protest will probably be made to the Interstate Commerce Commission.



### KINGSTON OLD BOYS' HOME-COMING.

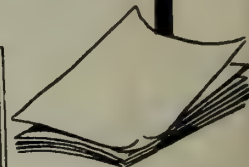
The Annual Home-Coming of the Kingston Old Boys will take place on July 26, 27, 28. The Toronto Association as well as the Kingston Old Boys of Chicago are running special trains. There will also be a large representation of Kingston Old Boys from Montreal and other Eastern points. Every effort is being made to make the home-coming in "The Old Limestone City" a splendid success. C. M. Strange, of Lewis Bros., Ltd., is president of the Kingston Old Boys' Association, of Montreal.



# Biographical



Mainly About the Men Who Call on the  
Hardware Trade in Canada.



## A Hustling Hardwareman and His Hobbies

A MAN without hobbies is generally more or less narrow. He lacks the nature to enthuse, to effervesce, to work up to that pitch of intensified interest where great things are accomplished. Stevenson, for instance, warned women not to marry men who did not smoke, on the supposition, we presume, that they were generally too "sot" in their ways. Of course, there are some men who have only one hobby and that is their business—but they make it a real hobby nevertheless. And considered from all angles, it's a pretty decent little old hobby to hobble on too.

All of which by way of introduction of a man of hobbies. William B. Gillespie of London, Ontario, has so many interests that he never finds any difficulty in the time. In the first place, he has an automobile and, as the natural accompaniment, quite an attack of motoritis. Which reminds one of the story of Napoleon, who once entered a town in France without being greeted by a salute of cannon. The mayor contritely explained that a salute had not been fired for several reasons, the first of which was that the town had no cannon. Said Napoleon: "You are excused from reciting the other reasons." It seems hardly necessary to give any further reasons why William Gillespie is a busy man when it has already been stated that he owns an automobile. Motor cars, once a luxury, have become almost an occupation.

The subject of this sketch has, so far as we know, never been the victim of one of those mean coincidences, which bring a speeding motorist, a constable and a stop watch together, but it is reported that he believes in burning up space a little, as indeed every motorist does.

One of his other outstanding hobbies is lawn bowling. Now bowling is taken seriously by the natives of London. They are always winning trophies and things up in that neck of the woods. When a London man has the bowling



*Wm. B. Gillespie is a man of hobbies, the first of which is selling paint.*

fever, if business interferes with bowling—well, he just has to give up his business. Thus any man who can cop out a trophy from those London rolled pasture pool experts must be some bowler. It can, therefore, be taken for granted that W. B. Gillespie is a crackerjack bowler, having won sundry gangolous and prizes.

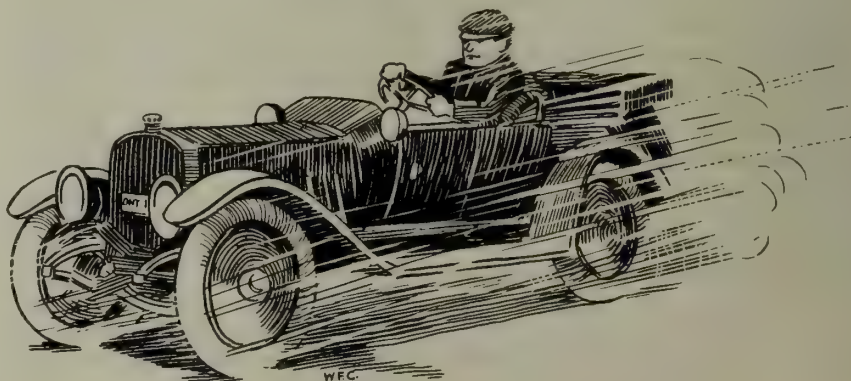
On top of it all, W. B. Gillespie is a hard worker. He puts in a good ten hours a day on working days—or twelve or fourteen, if necessary—selling paint. Perhaps after all, we have

started this sketch at the wrong end for selling paint at present is really W. B. Gillespie's greatest hobby. He shares it in common with several scores of other earnest paint salesmen, who have dedicated their efforts to the laudable purpose of getting people into buying as much paint as they should.

Mr. Gillespie has not been long in the paint end of the business but he has been a hardwareman practically all his life. He served first on the road for ten years for the Hobbs Hardware Co. of London. Then he decided to go into business for himself, entering the retail field as a partner in the firm of Purdom-Gillespie Hardware Co., buying out the business of James Reed & Co. The partnership lasted for four years, at the end of which time Mr. Gillespie withdrew and started alone as W. B. Gillespie & Co. after three years, he sold the business to J. G. Steele.

His reason for leaving the retail end of the business was poor health. For some years he had not been enjoying the best of health and the close confinement in the store was found detrimental. He had proven himself an exceptionally good retail hardwareman. His store was always a model of neatness. A place for everything and everything in its place, was one of the rules on which he worked—and, coming to think of it, that a rule which could be

(Continued on page 47.)





## WINDSOR GETS FIRST U.S. AMMUNITION FACTORY.

The Remington Arms-Union Metallic Cartridge Company will have the first ammunition factory to be built in this country by United States manufacturers to supply this market. This big arms and ammunition concern, now nearing its one hundredth year of business activity, has its principal factories at Bridgeport, Conn., U. S. A., where ammunition is made, and at Ilion, N. Y., U. S. A. Up to this year the business in Canada has been handled from the home factories. In 1913 the company's executive board decided to build a branch factory on this side of the line. Windsor, Ontario, offered advantages as a central distributing point and as a skilled labor market and early in 1913 a factory site consisting of over one hundred acres was purchased there.

The problem then was to rush the plant to early completion and install an equipment capable of producing ammunition of the same quality demanded in the strict "home factory" inspection. A large force of workmen was recruited and five months from the day the first ground was broken Windsor boasted a strictly modern ammunition factory equipped with the latest modern improved machinery, a ballistic range and chronograph for testing penetration, velocity, pattern, etc., together with powder magazines and storage warehouses.

Two railroads have built switches to the factory door and there is a direct connection with the lake routes so that every facility is afforded for prompt shipments. Deliveries are already being made from the new factory.

The Remington-U. M. C. Canadian organization has been generally strengthened by the removal of the office of the general salesmanager for Canada to the Windsor factory, enabling the sales and production departments to keep in close touch. The technical work of manufacture is in charge of one of the most competent ballistic experts from the parent factory at Bridgeport.

## PROPER PRICE PROMINENCE IN SHOW CARDS.

(Continued from page 37.)

the window will serve to frighten away customers who could otherwise have been persuaded to buy.

Cards of this class should be lettered neatly in quiet tones without a great deal of decorative effect unless it be of a very fine and artistic order. The tones must shade in with the colorings of the display. In fact, the role of the

exclusive card is to form a not too obtrusive part of a display where perfect harmony and aesthetic distinction are the qualities sought after.

The good value card is used largely with displays of novelties and goods which are good value. It will generally be the case that the goods are also of a more or less high quality. The card, therefore, should be modeled to a great extent after the exclusive card, but it is permissible and, in most cases, advisable. The figures should be made small and unobtrusive, however. Under no circumstances should they be allowed to "bulk" in the card, that is to overshadow the rest of the card, and thus focus attention.

The bargain card is used in displays where the big inducement to buy is the special price offered. The card, therefore, serves one main purpose—to announce the price; and the announcement can be made just as prominent as the card writer sees fit, verging even on the raucous and flamboyant in cases where goods of a rather cheap variety are being offered at an unusually low rate.

## A HUSTLING HARDWAREMAN AND HIS HOBBIES.

(Continued from page 46.)

introduced to splendid advantage into a multitude of hardware stores.

Two years ago, Mr. Gillespie joined the travelling staff of Brandram-Henderson Limited being attached to the Toronto office and covering the territory around London. Since that time he has become one of the best known of paint salesmen.

## LOSSES AND PROFITS.

Most merchants have a certain fixed percentage included in their selling prices which is supposed to cover the cost of doing business and a net profit.

In fixing the figure which represents real profit, it should not be forgotten that there are sold over every counter in every store articles that not only do not bear a net profit, but do not afford margin enough to cover the cost of doing business.

These losses, and they are real losses, have to be made up somewhere, so that it is a pretty good plan to take them into consideration when setting the selling prices on merchandise that is not strictly competitive on account of its style or for other good reasons.

The ignoring of the losses on some items when figuring profits on others is one of the small leaks that sometimes get to be big ones.

Vacation days have arrived. Have you planned your summer outing? A week's rest will give you new life and may add many dollars to your business during the rest of the year.

## CURRENT NEWS.

### Personal Notes.

Montreal, P.Q.—Robt. J. Cummins, who for some time has been known as the local representative for the Goderich Organ Co. and the Wallaceburg Brass Mfg. Co., has opened an office in the C.P.R. Telegraph Building and will represent the Empire Brass Mfg. Co., of London. Mr. Cummins is being succeeded in his old field by J. R. Devereux.

### Fire Losses.

Toronto, Ont.—Clatworthy & Sons, manufacturers display fixtures, have suffered a fire loss.

St. John, N.B.—The Josiah Fowler Co., manufacturers edge tools, car and auto supplies, etc., have suffered a fire loss.

### Industrial Notes.

Wallaceburg, Ont.—The Wallaceburg Brass Co. are building an addition to their factory.

Niagara Falls, Ont.—The American Cyanamid Co. is planning the erection of an extensive plant here.

Dundas, Ont.—The Chapman Engine Co. have added new machinery to the plant and are building gasoline engines.

Weston, Ont.—The Moffatt Stove Co. has awarded a contract for the erection of a three-storey foundry and nickel-plating shop.

Prince Albert, Sask.—It is reported that a new industry will be started here for the manufacture of horse shoes, steel castings, sheets and bars, etc. J. J. Kreis, of Pittsburg, is representing the syndicate behind the venture.

Hamilton, Ont.—The Dominion Steel Foundries Co., which was formed to take over the Hamilton Malleable Iron Co. and the Dominion Steel Castings Co., have purchased 3¾ acres adjoining the plant of the Dominion Steel Castings Co., and will shortly commence to build a new plant. Prack and Perrine, 36 James Street, Hamilton, Ont., are architects and engineers.

Galt, Ont.—President George A. Dobbie, of the Board of Trade, has verified the reports from Boston that the B. F. Sturtevant Company intended to establish a Canadian branch here. He stated that the agreement had been signed for the United States concern to start operations about August 1, with fifty or sixty hands, in the factory recently occupied by Canadian Motors, Limited.



## The Existence of the Sluggard is a Mistake.

¶ A few men have the courage to use their powers. A few men have the strength of individuality to say what their soul prompts them to say, without fear of being laughed at or criticized. Perhaps only a few men are born to set sail against the North Star.

¶ I would rather dash my individual soul to pieces against life's adversities, problems and perplexities and go down in the mad whirl, and know that I had expressed my soul, that I had used the divine spark, than to live out a self-satisfied, meaningless life—like a potted plant.

¶ To exist is not enough, we must live. A crocodile exists—so does the snail. But the eagle that builds high in the crags and tears the nest from under her young, sending them into the the abyss below that they may learn to fly, has set her plans in tune with the Universal Scheme.

¶ The sluggard was never included in the scheme of the world, any more than the parasite. The sluggard and the parasite were evolved through error—their existence is a mistake. In order to arrive at the highest point, nature found the necessity of going through certain processes, of adopting certain schemes she intended to abandon at some later time. Activity, resistance, conquest, are the basis of all things. The shifting Worlds and Suns of the Milky Way are kept in space by action against action—by resistance against resistance.

¶ And all men are as strong as the opposition they set out to overcome. The average man is satisfied even if he succeeds in obtaining a position to which he can securely fasten himself. The courage to dare, to undertake, to set out, to give expression to that something that makes progress and evolution possible are all strangers to him. Women "get married" and settle down, believing that they have accomplished life's work. They cease to grow, cease to be interesting. Their eye loses its lustre and their smile its charm. The problem has been solved, everything is accomplished—there is nothing more to do.

¶ I believe in rebellion from the mob, from the many. For rebellion is necessary to individuality, Necessary for the soul's freedom. Maeterlinck is a revolutionist, yet he is as peaceful, as calm and composed as the mightiest mountain or the greatest sea. He is a universalist, he lives everywhere, goes everywhere, and travels the universe by sitting at home in a Morris chair.

¶ Mental cripples, donkeys and domestic animals do not rebel. They do not wander from the beaten path. Most men do not even venture to the outskirts of life's prescribed formulas and conventions. They try to shield themselves by keeping something between them and the truth. Something between them and the vast reality that makes the universe of which we are a part. These small men, small because their souls are tied to the stake of fear, are afraid of the lightning of thought and dread the midnight storm of individuality. Every soul should be consumed, should be wrecked in its effort to live.

¶ The bee that gives its life to the hive, the cloud that gathers in the west, throwing itself into fantastic shapes and melting away again into the untroubled sky, are just as much a part of the universal scheme as the mightiest peak or the greatest star. The life of the bee is none the less beautiful, because its existence ends that the hive may live; the cloud is none the less perfect because its individual existence ends with the storm.

¶ The soul that lives is the soul that wrecks itself on expression—that dashes itself to pieces against the shores of universalness in order that its existence may be made eternal.

*Efficiency*

# The Household Goods Department

## Making Profits Out of Enamelware Sales

**Hardwaremen Can Combat the Opposition of Variety Stores by Pushing Quality Goods—Stock Should be Well Displayed and Aggressively Pushed—The Present is a Good Time to Push Household Goods.**

Many and varied are the opinions expressed by hardware merchants regarding the various lines of merchandise usually carried in hardware stores. One line regarding which there is a difference of opinion is enamelware. One retailer when asked if he pushed the sale of enamelware, stated that he did not carry it in stock as there was no use in trying to compete with the 5c, 10c, 15c and 25c stores that are flooding the country with cheap enamelware and tinware.

"Why," said he, "they will dress their windows with enamelware and sell kettles for 15c and 25c that are as large as the ones I would have to ask a dollar for."

Another merchant in the same city, when asked for an opinion, stated that the enamelware and tinware department was one of the best paying departments in his store and that it helped him to sell many other lines of household goods. He said that the 5c, 10c, 15c and 25c stores sold a large amount of very cheap ware, but there were hundreds of people who did not want the cheap ware and there were many others who were getting tired of buying seconds and cheap grades that did not give satisfaction. He also hinted that very often the sales of the 5c, 10c, 15c and 25c stores helped him to sell some lines of enamelware. For instance, when the novelty stores are running a sale, it is customary for them to display several leaders in the window, perhaps they will show a half dozen very large preserving kettles along with other goods. The display is left in the window for several days before the date of the sale. As a general rule there are several hundred people after the half dozen kettles. The result is that a large number of people are disappointed, as the novelty store cannot afford to supply them all with large kettles at such a low price. The disappointed customers naturally turn toward the hardware store to see if they can obtain an article somewhat similar to the ones placed on sale by the novelty company. When these

customers arrive at the hardware store the merchant and his salesmen are afforded an opportunity of showing their good salesmanship and pointing out the advantages to be gained by purchasing the high grade goods.

Whether a hardware merchant can or cannot make a success of an enamelware or household goods department rests largely on the state of mind of the merchant. If you think you're beaten, you are. If you think you cannot, you can't. If you think you cannot make a success, it's almost a cinch you won't. The success of an enamelware and household goods department depends largely on the amount of enthusiasm of the merchant and his salesmen.

One of the greatest needs in connection with an enamelware department is plenty of room to display the goods. The old saying, goods well displayed are half sold, applies particularly well to enamelware. A display will immediately attract the attention of lady customers, especially if prices are shown in plain figures. While it is a great advantage for the merchant to have plenty of room, the merchant who is crowded for room should not be discouraged from putting in a stock of enamelware or other household utensils. There are very few hardware stocks but what can be rearranged in such a manner that extra space may be obtained. Tables can also be used to display lines of household goods and, where the store is crowded, a sample of each article may be displayed and the reserve stock carried in another part of the building.

One dealer in St. Catharines who is crowded for room carries a large range of samples of enamelware displayed on the main floor of the store and the reserve stock on specially constructed shelves in the basement. This dealer enjoys an exceedingly large trade in enamelware, tinware and aluminumware, despite the fact that there are several 5c, 10c, 15c and 25c stores in that city.

There are several hardware firms in the same city who feature quality

goods only in their household goods departments and have little trouble in finding a ready sale for the high quality merchandise.

There are always customers who are looking for exceedingly cheap goods and who are hard to satisfy, but the greater majority are willing to pay a reasonable price for a good article if the good qualities of the article are explained to them.

### A Busy Time Now.

This is a season of the year when there is a ready sale for many lines of household goods. The fruit preserving season has just started and there is a good demand for the following lines: Preserving kettles, fruit funnels, mixing spoons, cherry stoners, cullenders, fruit presses, fruit strainers, baskets, paring knives and many other lines used during the preserving season. These goods can be used in making a very attractive display.

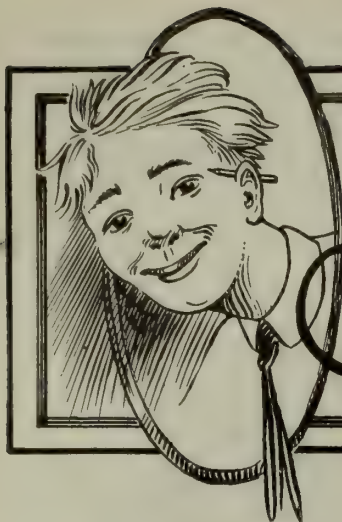
Preserving kettles are made in a large variety of sizes and can be formed into an attractive window display. Price cards will help to move the lines rapidly. Show cards giving suggestions for the preserving season will also help to create an interest in preserving utensils.

Very reasonable profits may be obtained on enamelware, tinware, aluminumware and other household lines. Newspaper advertising if properly applied is also a splendid business-bringer for the household goods line. Electros may be used effectively and the quoting of prices is to be commended.

### Keep Department Attractive.

Another point that should not be overlooked is the fact that the household goods section should always be kept clean and attractive. Goods covered with dust present a very unsightly appearance and prospective customers receive a bad impression if confronted with a dirty and disorderly stock. Bright attractive goods create a favorable impression and help in a marked degree in making sales. If you are not receiving a goodly share of the business that is being done in household goods you are missing profits that should be coming your way. A well selected and well arranged stock of household goods properly displayed and backed up by an enthusiastic sales force will prove to be one of the best paying departments in your store. Others have found it so. Why not you?





# THE JUNIOR CLERK'S PAGE

## HISTORY OF TIN—PAST AND PRESENT.

The following interesting review appeared in "Kosmos," a German publication. Dr. Emil Carthaus gives a comprehensive historical and economic survey of production of tin, from which we make the following abstracts: Although technical opinion is adverse to the existence of a definite bronze age in the history of civilization before the commencement of the iron age, this much is certain, that the prehistoric bronze, which has a remarkably constant composition of exactly 10 per cent. of tin with 90 per cent. of copper, was the most used metal in many parts of the world at a time when the metallurgical properties of iron were not known.

### Early Bronze in Europe.

We know that bronze was in use during the twelfth dynasty of the Pharaohs, i.e., in the first half of the third century, B. C., but it will probably never be known when bronze first came to the North of Europe, though it is certain that it was gradually being replaced by iron about 400 B. C. It is very difficult to determine how bronze first came to be produced. If we attribute the production of prehistoric and early bronzes to the smelting of pyrite copper ores, mixed with tinstone or tin oxide—the only ore of tin technically worthy of the name—it is quite inconceivable how, in all the old bronzes, excepting some of the Chinese, the proportion of tin to copper always remains in the neighborhood of 1 to 10. From the metallurgical point of view it can only be presumed that the extraction of tin from tin ore preceded the first production of bronze, as the white metal is easily separated from its ore under a cover of glowing charcoal. Metallic copper, either as a natural or artificial product, has, however, been known to mankind from a very early era.

The occurrence of tin is geologically very restricted, which is attributed to

the fact that tin, like gold, in its natural state hardly forms any salts soluble in water, except the chlorides, bromides, and iodides, but above all no soluble oxygen salts. This is why tin ore, almost without exception, appears in very old rocks, and generally in those containing mica. It is especially in granite or in quartz-porphry, which is a volcanic rock similar to the former in its petrographical properties, that tin ore is found, both in veins and also in stringers.

Certain old slate and micaceous schist rocks, like those in Cornwall, which contain tin, no doubt consist either wholly or in part of crushed and decomposed granite. Tin ore is also sometimes found in so-called secondary Strata, in alluvial hills, which contain fragments of old tin-ore beds.

## THE OTHER FELLOW'S JOB.

A large number of clerks and storekeepers are complaining day by day that the other fellow's business or job offers many more opportunities than theirs. Merchants often say, "If I only had the stand or the connection that so-and-so has, wouldn't I make things hum." Clerks often say, "If I only had the chance the other fellow has, wouldn't I forge ahead." Would you? If you are not doing it where you are now, could you do it anywhere else? The chances are that somebody else is saying the same thing about you and bemoaning the fact that they have not got the chances of advancement that you have. Did you ever stand by and watch a game of any kind? The chances are that you have and that you have heard many of the onlookers who would try and tell the players how they could play the game and obtain better results. The onlooker can always see more chances of winning than he would see if he occupied the position of one of the players. If you envy another man his position or business put the same energy in your own business or

job you wish or think you could put in the other fellow's and the chances are you will get the success you think he is getting. You know the old saying. They all look good when they're far away.

## REMARKS OF THE JUNIOR CLERK.

To the man who has just bought fifty feet of new hose and a lawn sprinkler a rainstorm is nothing less than a deadly insult.

The most expensive thing in the world is getting even and it is hardly ever worth the price.

After fortune has smiled on a man he can afford to laugh and grow fat.

Silent contempt is responsible for many an unblackened eye.

If everyone who talks about making the world better would pitch in and do his own little part along that line it would help some.

What some men need is a fool-proof pay envelope that can't be opened until they get home.

Don't think because a man has but little to say that he must have acquired the habit from sawing wood.

It is a mistake to try and measure the enjoyment of others by our own.

When you get short of business-getting ideas, turn to your trade journal instead of setting down and lamenting your lack of opportunities.

Never criticise one clerk before another.

The man who gives up much of his time to personal supervision of petty details that a lower priced man could just as well care for, will soon find the ship springing a big leak.



# New Hardware Goods

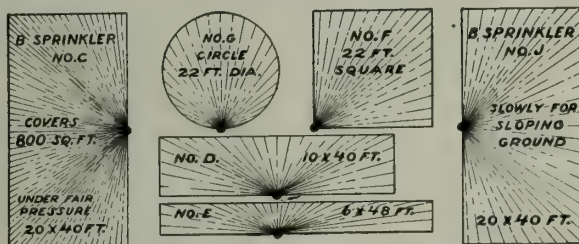
## Lawn Sprinkler.

The B. Sprinkler Co., 432 Main St., Los Angeles, Cal., have produced the new "B" lawn sprinkler here illustrated. The company claims that this sprinkler

creases in size as they approach the top. The pressure in each chamber is thus regulated and permits the distribution of water to cover evenly any plot of ground for which it is intended. The

## "B" Lawn Sprinklers

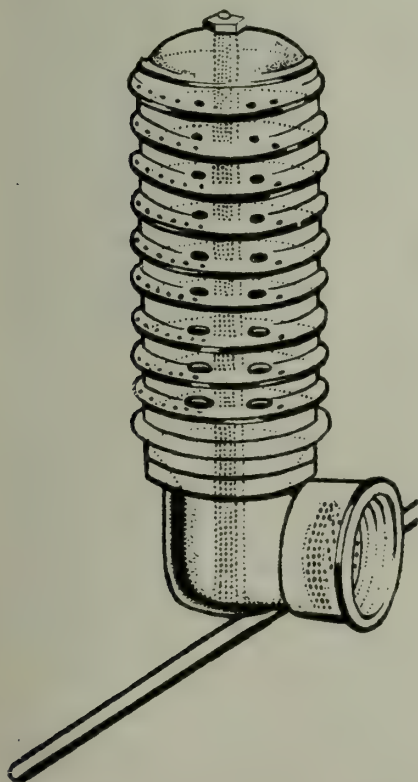
Sprinkle These Different Shapes and Sizes.



Note the dry side and the square corners.

imitates a gentle rain that saturates every inch of the ground and does not waste any water. The sprinkler is made entirely of brass and without moving parts. The construction of the "B"

manner in which the water is forced through the outlets causes the streams to emanate in practically horizontal lines. This secures a distribution close to the ground and is thus affected less by the wind. The outlets of the "B" sprinkler are all on one side, the face. This insures an absolute dryness on the side on which the hose is attached giving the user an opportunity to shift the sprinkler without getting wet. "B" sprinklers are made in six different shapes and one of the accompanying illustrations shows how the sprinklers spray the different shapes and sizes. The space sprinkled by each is also shown.

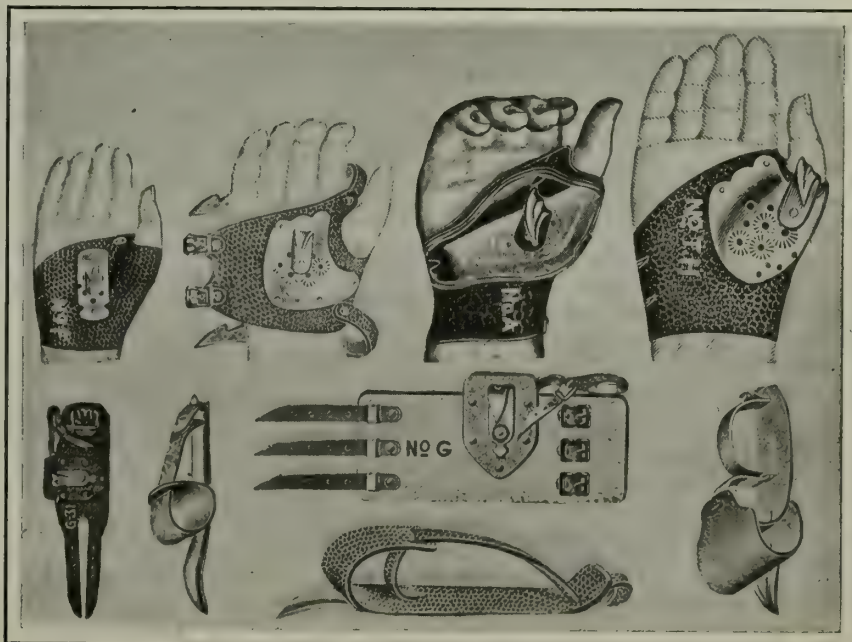


"B" Lawn Sprinklers.

sprinkler is a series of inverted brass cups mounted one above the other, each section forming a distinct chamber. The chambers are connected by openings de-

## CLARK'S NEW HUSKERS.

The R. F. Clark Mfg. Co., Chicago, Ill., are offering the trade several new lines of corn huskers here illustrated. The flat leather husker is about the shape of a palm. From a point under the thumb a strap is fastened and laces through openings along the outer edge, for the purpose of drawing together the shape of the leather. It then passes across the back of the hand and enters an opening on the outer side and returns across the hand to the buckle. The strap need not be removed, from its openings through which the hand may be easily slipped and the strap readily adjusted. The leather hand in this way fits any hand without a wrinkle. The openings serve as hinges and remove the danger of spraining or straining the muscles in the innumerable passes made. The shape of the plate fitted high up on the thumb gives three holes for a movable thumb hook and the larger part of the plate so fits the thumb and palm that six holes may be used for palm hook positions. The company claims that the spear-point hook properly adjusted on this plate makes a combination that cannot be duplicated. The comfort wrist hook and wrist band combination No. G in the illustration is a 3½ inch, three-strap band, drop front shield. The wrist leather is heavy with a chrome leather shield, which serves as a cushion for the extra wide heavy steel hook. The double leather takes away the jar of husking. Turning the hand around the hook is out of the way for use as a wrist band.





# Current News of Hardware Trade

## Firm Name Changed.

London, Ont.—Regal Glove and Mitt Co. style changed to Regal Mfg. Co.

## Burglars in Hardware Store.

Goderich, Ont.—Burglars recently entered C. C. Lee's hardware store, securing some revolvers and knives. One arrest has been made.

## Will Erect Storage Tanks.

Brandon, Man.—It is reported that the Canadian Oil Companies, Ltd., will erect a plant and six large storage tanks.

## Harness Factory for Edmonton.

Edmonton, Alta.—Negotiations are under way with the Great Northern Harness Company for the erection of a large factory for the manufacture of harness.

## Half Holiday at Galt.

Galt, Ont.—Galt merchants have agreed to close their places of business at 12.30 on Thursday afternoons during July and August, as well as to close at 6.30 every evening.

## Hardware Firm Dissolving.

Chatham, Ont.—In connection with the dissolution of the hardware firm of Geo. Stephens and D. H. Douglas, a dissolution sale is being held. Mr. Douglas is retiring, having purchased the hardware business of James A. King, here.

## Merchants Plan Excursion.

Hespeler, Ont.—The Retail Merchants' Association of Hespeler are planning a big excursion on August 20, in conjunction with the Hall-Zryd Co. At a meeting recently held committees were appointed to take charge of the various details.

## U. S. Steel Corporation Extension.

According to a report from Duluth, President Farrell, of the United States Steel Corporation, says the corporation will expend \$20,000,000 on the steel mills at Gary, outside Duluth. "In addition to a model town at Gary, we will build a \$2,000,000 cement plant with a capacity of 40,000 barrels a day as a side line."

## H. W. Johns-Manville Co. Open New Branch.

The company have recently opened a branch office at Charlotte, N.C. The new office, which is located in the Commercial Bank Building, is in charge of

E. U. Heslop, who is assisted in covering the western section of North Carolina by P. J. McCusker and Paul W. Whitlock.

## Fort William Boiler Works.

Fort William, Ont.—M. A. Ryan, president of the National Boiler Works of Superior, Wis., has about completed arrangements at Fort William for a site on which to erect a boiler manufacturing and structural steel plant. The building it is proposed to erect for the present is 140 x 260 ft., and give employment at the start to between 40 and 50 skilled mechanics.

## Suit Over Patent.

Chatham, Ont.—C. W. Bell, acting in behalf of the Folding Bath Tub Co., of Gananoque, has commenced a high court action against A. J. Wells, of Chatham for unstated damages for alleged infringement of the patent rights of the plaintiff company. The plaintiff concern holds a Canadian patent on the type of rubber folding baths it manufactures and it claims that the defendant has been importing similar baths from the United States and placing them on the market in this country.

## B. C. Powder Co.

Construction work has been commenced on the erection of the plant of the Kootenay Explosives Co. on a 15-acre site at Granite, B.C. The company has been organized by Nelson business men to produce XL-ITE blasting powder, for which the Canadian rights have been secured by the company. The company is capitalized at \$200,000, and the officers are: President, Wm. Gosnell; vice-president, A. C. Towner; secretary and manager, F. E. Ransome; executive, Geo. F. Motion, H. D. Farris.

## Former Hardware Merchant and Member Dead.

The death occurred at Brockville on Friday, July 11, of Hugo Ross, ex-M.P., in his 65th year. Mr. Ross was born in Iroquois, the eldest son of the late J. S. Ross, who represented Dundas in the old Legislative Assembly of Canada and in the House of Commons for over twenty years. The late Mr. Ross himself represented Dundas as Conservative member in the House of Commons from 1891 to 1896. He and his brother, Allan J. Ross, carried on a hardware and produce business in Iroquois for many years. Mr. Ross was appointed keeper of stores for the Eastern Hospi-

tal in Brockville in 1910, and in 1912 was appointed appraiser in the Customs at Brockville. He has four sons in Moose Jaw.

## Business Changes.

Newbury, Ont.—G. T. Dobbyn is reported having sold out.

Kamsack, Sask.—W. M. Carment, hardware and lumber, is reported having sold out.

Moorepark, Man.—Leslie Bros. and Porter have sold their hardware stock to Jos. Potvin.

Fort William.—A. B. Dowswell, tin-smith, has been succeeded by W. E. Dowswell.

Bond Head, Ont.—G. W. Parker, hardware merchant, has sold out to H. and G. Bannerman.

Morden, Man.—Connor and Livingstone, hardware, have been succeeded by Jas. Connor & Co.

Winnipeg, Man.—Lear Plumbing and Heating Co. have changed the firm name to Townsend and Caven.

Ottawa, Ont.—The firm name of Lockesberg, Iverson & Co. has been changed to Ottawa Brass Mfg. Co.

Prince Rupert, B. C.—It is reported that the Prince Rupert Hardware and Supply Co. are closing out their business here.

## New Firms.

Edmonton, Alta.—The Delton Hardware Co. have opened a store.

Guelph, Ont.—Standard Oiled Clothing Co. have obtained a charter.

St. Catharines, Ont.—Armstrong Cork Co. have obtained charter.

London, Ont.—London Asbestos and Supply Co. have obtained charter.

Regina, Sask.—It is reported the Brand Stove Co. will erect a plant, costing \$100,000.

Didsbury, Alta.—It is reported that H. Roeth has taken over the Imperial Oil Co. business.

## Personal Notes.

Montreal, P.Q.—Jas. McGhee, of Adams Bros., harness manufacturers, Toronto, Ont., was in Montreal early in the week.

Montreal, P.Q.—Albert Skinner, representing Bennett Farren & Co., of Sheffield, Eng., was in the city early this week.

Port Arthur, Ont.—W. G. Wood has severed his connection with the Marks Clave and Dobie Co. and is now associated with Wells and Emmerson.

# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines. •

## THE MARKETS AT A GLANCE.

There is a seasonable demand for all kinds of hardware. Paint manufacturers report that there is still a heavy demand for paints. Stove manufacturers report business as being very satisfactory and there is still a shortage on some lines of gas ranges. Firmness is shown in the metal markets. Some lines of fall goods are beginning to move and jobbers are shipping lines that have been booked for fall delivery.

Few price changes have been noted this week. In metals there have been some advances and a firmer tone generally has been felt. Collections are reported to be better in some sections.

### MONTREAL.

Montreal, July 16.—Business this week holds all round about same as last week. Quite a falling off has been noted in the city but the increase from outlying points has balanced things up well. For some time outside merchants have been ordering light and have now come to a point where they are short stocked. As a result, many of the orders received during past few days have been marked, "Rush by express."

Wholesale houses have been going rather lightly on purchasing lately, anticipating a break in prices before long. Metals have all been on the decline, and solder also has gone down, so that a general easing off is expected, but more particularly on brass goods, valves and steamfittings.

### Nails, Wire, Etc.

All lines here are moving freely, prices on nails continue at \$2.40 base and are being firmly maintained at that level.

### Screw Nails.

No further change has yet been announced on screws although there are still some who maintain that there is ample room for importation of foreign makes. Others, however, see no reason for any further reduction. Meantime owing to heavy demand for all lines of builders' hardware, screws continue to move out freely.

### Lanterns, Lamp Burners, Etc.

Season is now opening up for all lines of lanterns, lamp burners, wick, lantern globes, kerosene cans, etc., etc. Owing to evenings beginning to shorten, within next month buying on all these lines will be heavy. Prices on kerosene cans range in tin from \$1.80 to \$6.50, and in galvanized from \$1.85 to \$6.00. Lantern globes are quoted, cold blast,

and all round, thus making a double advance on some lines.

### Fall and Winter Goods.

Travellers are now here booking orders for fall and winter supplies of all lines of halters, cow ties, sursingles, blankets, etc. Prices quoted to the wholesaler show no change from last season.

### Sporting Goods.

With hunting season beginning to open up any time after September 1st, hardwaremen are anticipating a heavy demand, and are now ordering freely of all lines of guns and ammunition. Football and ruby supplies are also beginning to move, though heaviest ordering has not commenced. Some sorting orders, too, are still coming in for summer lines. Altogether, dealers report a very pleasing business.

Still some orders are coming in, but mostly for more staple lines owing to advanced state of season.

### Metal Situation Brighter.

The metal market on the whole has this week taken on a rather brighter tone at primary sources, though the only claim to be noted here is still in a downward direction. This is on ingot tin which, although advancing on prim-

## SOME MONTREAL QUOTATIONS

### LANTERNS:

No. 2 or 4, plain cold blast, per dozen	\$ 7.00
Short bowl pattern, dozen	8.00
Japanned cold blast, dozen	7.50
Brass, well japanned, dozen	9.25
All brass, dozen	24.00

### LANTERN GLOBES:

Cold blast, dozen	50
Prism, dozen	1.20

### BURNERS:

	Lamp.	Lantern.
No. 0.	.55	
No. 1.	.55	.50
No. 2.	.80	1.00
No. 3.	1.35	....

### Cotton Wick in 12 yard Rolls:

No. 0.	.11;	No. 2.	.21
No. 1.	.16;	No. 3.	.30

### Kerosene Cans:

	Tin.	Galvanized.
½ gal.	1.80	1.85
1 gal.	2.25	2.35
2 gal.	3.50	3.60
3 gal.	4.50	4.50
5 gal.	6.50	6.00



ary sources for past few days has dropped here \$1 to \$47.

Speaking of trade conditions, one dealer states: "We hear a lot about poor times and tight money, but so far we have seen nothing of it. We have all the business we can handle at present and see no reason for fearing for the future."

## Further Decline in Tin.

In spite of the fact that tin at primary sources is advancing, the last two or three days showing an increase of £3 to £181 15s., tin, here, still continues fairly weak and this week registered a further decline to \$47 per 100 lbs. Tone of primary market, however, is distinctly stronger and healthier than a month ago, so that no further decline is anticipated.

## Lead Firmer.

During the week lead has been lower than at last writing, but took a jump yesterday of £1 to £20, which makes an advance of 12s. 6d. on the week. This has given greater strength here so that while no advance has been made dealers refuse to make such great allowances for quantities.

## Copper Looks Better.

Though a decline of 15s on the week is still noticeable, copper has taken on a much healthier tone during past few days, and has risen from £62 2s. 6d. to £63. It now looks as if market might firm up and hold steady for a time. Locally, prices quoted are still at the \$16.75 mark and hold fairly steady.

## Spelter.

On primary market spelter is quoted at £20, the same price as registered week ago. Market holds steady with local quotations still at \$7.

## Iron Pipe.

Demand for iron pipe is fair and prices are being firmly held in anticipation of a heavy fall demand. Jobbers advocate that such sizes as ½ and ¾ inch in galvanized which annually run a shortage, be ordered this season as early as possible, and that on these, retailers

stock to capacity to avoid rush orders at times when supplies cannot be obtained.

Pig iron this week shows little change at primary sources. Quotations to-day register at 55s. 4d.

## Structural Steel.

Demand is fair, but nothing exceptional owing to building being inclined to be slack. A number of good inquiries earlier in season have since been turned down, owing to builders having decided to hold off.

## Plates and Sheets.

On primary markets there appears some disposition towards weakness on some lines. Tin plates hold quite firm, but what the future has in store for other lines is rather uncertain.

Corrugated metal has been in such demand that stocks in Montreal are now nil. Such as does come in is snatched up as rapidly as obtained.

## Furnace Orders Begin.

First order for furnaces received by one firm for season came to hand this week. This was for 10 furnaces and came in by mail, which would indicate an early start for a heavy demand. Oil stoves are still moving fairly freely, but show some inclination to ease off.

A marked falling off has been noted in demand for enamelware this week. Otherwise, there is little new to report.

## TORONTO.

Toronto, July 16.—There is a seasonable demand of all kinds of summer hardware and, although jobbers state that there has been a slight falling off in the volume of business being done, this is naturally expected at this season of the year. A large number of travellers are usually away on their vacation during the latter part of July.

Since the advent of warm weather summer lines have been moving rapidly. Retailers report business as being very satisfactory. Harvest tools, paris green, hay fork rope, and other hardware lines, used in connection with har-

vesting, are moving freely. No price changes have been reported.

The metal markets are in much the same condition as during the previous week with the exception that firmness is shown. Tin and lead have advanced in price. Copper is firmer and spelter has advanced in the primary markets. Iron is unchanged.

## Lead Advanced.

Lead has advanced 25c per hundred lbs. on the Toronto market. The opinion prevails that users of this metal will have to pay a high price for a considerable period. It is reported that the lead position is strong and there is no relief in sight. It is claimed that trouble in the Balkans, Spain and Mexico is responsible for the present condition of the lead market.

## Tin Advanced.

Tin has advanced 1 cent per lb. and is quoted in Toronto at 43c and 44c per lb. Copper is firmer and statistics are favorable for a bull movement. Quotations in Toronto range from \$15.85 to \$16.25. Spelter has advanced 2s. 6d. in the primary markets.

Ingot aluminum is quoted at 21c and pattern aluminum at 23c lb. Stocks as a general rule are light.

Considerable attention is being paid to collections. A fair business is being done in small lots. No heavy buying is reported.

Quotations on iron pipe remain unchanged at prices shown in current quotations.

Prices of paints, oils, glass, putty, etc., remain unchanged and there is a seasonable demand for these lines.

## Stove Trade.

There is still a scarcity of some lines of gas stoves. Summer stoves are still selling in large numbers. Booking for fall has been heavy and deliveries will commence at the end of this month. There has, of course, been the usual falling-off in business which is expected at this season of the year but manufacturers and dealers appear to be satisfied with the volume of business being done.

The fruit preserving season has created a heavy demand for enamelware, tinware and aluminumware. Other lines such as fruit presses, cherry stoners, etc., are in good demand.

## Rope, Twine, Etc.

Quotations on rope and twine remain unchanged. There is a good demand for hay-fork rope and twine. Harvesting has commenced and retailers are having considerable call for these lines. Following are the quotations:

Pure Manilla rope is quoted at 17c base; African hemp, 13c base; British

## SOME SEASONABLE QUOTATIONS

Harvest Tools.....	50% discount.
Pure Manilla Rope.....	17c base
British Manilla Rope.....	13c base
African Hemp.....	12c base.
650 ft. Twine.....	12½c lb.
600 ft. Twine.....	11c lb.
550 ft. Twine.....	10c lb.
500 ft. Twine.....	9½c lb.
Paris Green, 600 lb. casks.....	19¼c lb.
Paris Green, 1 lb. pkgs.....	22¾c lb.



Manilla rope 13c base; Sisal 12c base. Binder twine, 650 ft. to lb. 12½c lb.; 600 ft. 11c lb.; 550 ft. 10c lb.; 500 ft. 9½c

**Harvest Tools, Etc.**

Repeat orders for some lines of harvest tools are being received. The advent of the harvest season has caused a rapid movement in these lines. Harvest tools are quoted at 50 per cent. discount; special brands 47½ per cent.; snaths, 35 per cent.; scythes \$6.50 to \$11.50 dozen.

**Nails, Wire, Etc.**

Wire nails remain at \$2.25 base; barb wire, \$2.42½; poultry netting, 50 per cent. discount. Wood screws are still quoted at the following prices. Flat head bright screws are quoted at 85-10-7½ per cent.; Round head bright screws 80-10-7½ per cent.; Flat head brass screws 75-10-7½ per cent.; Round head brass screws 70-10-7½ per cent.

The fruit season has caused a demand for straight and fruit-picking ladders. The following prices are quoted:—Common ladders, 8 feet, at 80c; 10 feet, at \$1.00; 12 feet, at \$1.20; 14 feet, at \$1.54; 16 feet, at \$1.76; 18 feet, at \$1.98; 20 feet, at \$2.40; 22 feet, at \$2.64; fruit-picking ladders, longnose, same price as common single ladders; short nose 1 cent. per foot additional.

**Sporting Goods.**

Sporting goods dealers have enjoyed a splendid business this season. Efforts are now being made by some of the retailers to reduce their stocks by special sales and offering discounts. Camping supplies are very much in evidence and a nice business is being done in this line. Fishing tackle is moving rapidly and baseball goods are also in very good demand.

**Lead Pipe, Fittings, Etc.**

Traps and beads are quoted at 35 per cent. discount; lead pipe 7½c less 10 per cent.; lead waste pipe, 9c less 10 per cent. Fittings are quoted as follows: Malleable fittings, 40 per cent. discount; standard bushings 70 per cent. discount; malleable, 65 per cent.; flanged unions, 65 per cent.; malleable lipped unions, 65 per cent.; nipples, 75 per cent.

**Hides, Skins, Wools, Etc.**

Horsehides are in fair supply with no change in prices. City take-off \$3.50 to \$4.00; country take-off No. 1, \$3.50 to \$4.00; No. 2, \$2.50 to \$3.50. (Sheepskins continue to be marketed freely, shearlings predominating. City take-off according to size, \$1.50 to \$1.85; Spring lamb-skins 25c to 40c; pelts or shearlings 20c to 40c. Wool is in good supply. Washed combing fleece (coarse) 25 to 25½c; washed clothing fleece, fine 27c to 28c; unwashed fleece, combing coarse 16½ to 17c; unwashed fleece clothing, fine, 18 to 19½c.

Horsehair.—Farmer of peddler stock is coming to market freely the demand absorbing the supply. Farmer peddler stock 36c to 40c.



**WHY GOOD WORK PROVOKES CRITICISM.**

"The biggest day's work that I ever brought in met the most complaint from the house," remarked an old salesman recently, recounting his reminiscences of early achievement. It is a common observation whose real reason is little understood. The best actor peevishly wonders why he is the most criticized. He forgets that criticism itself, when sincere, is truer flattery than admiration. A good job provokes criticism by

challenging it. It is not, as the pessimist would say, that human nature is prone to belittle or depreciate excellence. It is rather that men are eager to surpass it. If a thing is done superlatively well, the human instinct for perfection is to demand that it be done better. The practical wisdom of this tendency in individual cases is not in question. It is healthier and more sensible to admire than to carp, and business diplomacy has too many irons in the fire always to "follow the gleam" with Tennyson and the idealists. But the fact remains the same. Achievement is a spur to every beholder, and every masterpiece suggests a grater. Some work is beneath criticism—a tolerable but hardly enviable security. Mediocrity never makes mistakes. The best in all of us responds to any man's best and demands a better. And that is progress.—"Office Appliances."

Business should not be conducted on the same lines as charity. If the hardwareman's right hand—his selling staff—does not know what his left hand—his advertising department—is doing, the results are directly and perceptibly bad.



**CATALOGUES AND BOOKLETS.**

The Standard Paint and Varnish Co., Windsor, Ont., makers of supreme quality paints, varnishes, enamels and dry colors, have issued a priced catalogue of 50 pages. The catalogue is attractively gotten up, and many illustrations in colors are shown. Much valuable information is given regarding the products manufactured by the company.

**Collapsible Oil Filler.**

S. F. Bowser & Co., Inc., Toronto, Ont., have issued a twenty-four page illustrated booklet entitled "A Collapsible Oil Filter." The booklet is not intended as a treatise on lubrication or filtration but to show briefly some of the salient points of their collapsible filter. Copies of the booklet will be mailed to those interested on request.

**Canadian Shovel Line.**

The Canadian Shovel and Tool Co., Ltd., Hamilton, Canada, manufacturers of shovels, spades, scoops, draining tools, etc., have issued a 31-page illustrated catalogue. Illustrations of their many lines are shown, together with list prices, dimensions, etc. Several sectional views are shown of parts used in the manufacture of the firm's line of shovels, spades, etc. Copies of the new catalogue will be mailed to dealers on request.

## Market Situation at Winnipeg

Winnipeg, July 14.—The wholesale hardware markets this week have undergone practically no changes, and the amount of business being done is almost identical to the amount this time last year. There is a steady movement of the usual summer lines, and the demand is being easily met. There is a slight advance on some brands of gasoline, first-grade being quoted at 31½ cents per gallon, in wood barrels, and in steel bbls., 28 cents.

The demand for gasoline for farm machinery at the present time is very strong, and the increasing demand for motors is affecting the gasoline market. Turpentine is still quoted at 70 cents per gallon, in bbls. less quantities 75 cents. Trade in paints is fairly good. There is a good demand for harvest tools of all kinds, but retail merchants are generally well supplied with these, and are now beginning to prepare for the fall business, laying in a good stock of stoves, furnaces and other lines. Orders in this line are being booked in fairly large numbers by the western jobbers. The country demand for builders' materials is quite a bit less, but the volume in the city is very satisfactory.



# Methods of Retailing Paints and Varnishes

## Get an Early Start for Fall Paint Trade

Work Should be Started at Once—Prospect Lists Should be Overhauled— Splendid Opportunity is Afforded for the Sale of Paint During the Fall Season—Where Attention Should be Paid.

Paint travellers, hardware merchants, and hardware clerks in many places are enjoying their vacation. The past spring has been a strenuous one for many of the salesmen connected with the paint business. Manufacturers were rushed to their full capacity in filling orders. Retailers in many places report that their paint sales exceeded those of previous years.

The demand for good ready-mixed paint is increasing rapidly. Much of the old-time skepticism regarding ready-mixed paints is disappearing and despite the knocks of many of the painters of the old school, who still claim that hand-mixed paints are superior, we find the public giving preference to the ready-mixed paints of reliable manufacturers. Many householders who, in former years, have allowed their painters to mix their own paints are now buying ready-mixed paints and paying the painter for applying it. There are so many good, sound arguments in favor of ready-mixed paints that a well-informed hardware clerk should have little difficulty in convincing a prospective customer that it is to his or her advantage to purchase the ready prepared article.

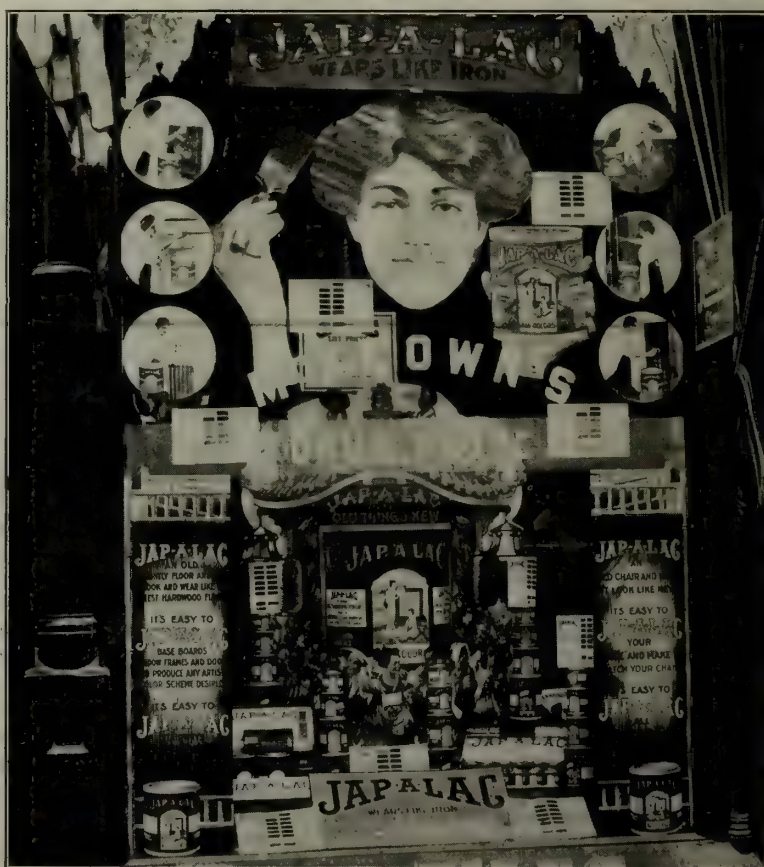
Despite the fact that the spring trade has been very heavy and large quantities of paint have been used, there is every reason to expect an exceedingly large fall paint trade. There are many thousands of buildings that would be greatly benefited by a coat of paint before the fall and winter weather sets in. The value of paint insurance on buildings cannot be over-estimated. There are many buildings in your locality that are sorely in need of paint and undoubtedly many of the owners could be induced to purchase paint if they were shown the economy of doing so. Manufacturers are now working on their fall campaign and planning how they may secure the interest of property owners on the subject of painting and at the same time helping to increase the sales of the retailer. Travelers will be starting out immediately after their vacation endeavoring to put renewed life into the paint business.

Hardware merchants and their employees will be returning to their work refreshed after their vacation and no doubt with their mind full of good resolutions regarding the efforts they will put forth to secure an abundant fall trade. In making your plans, do not fail to lay a good foundation for your fall campaign. Start immediately to look up paint prospects. Find out the extent of the painting they should do this fall and also the nature of it. Get your salesmen interested in the fall paint campaign and acquaint them with your plans. Let your clerks have a talk with the paint traveller the first time he calls. He can give them some valuable pointers. Keep up your local advertising and window displays. Color slats should be cleaned up and soiled

sample boards or cards replaced by clean ones. A thorough house-cleaning in the paint department during the slack season and it will be in a splendid condition for the fall rush. Last, but not least, co-operate with the manufacturer. You will always find him willing to do his share and very often he does more than his share in assisting to boost the sales of the retailer. The combined efforts of the manufacturers, travellers, merchants and clerks, if worked together after the holiday season when all are feeling refreshed would create such a selling force that there would be an exceedingly large increase in fall paint sales over previous years. Let all work together to try and make the 1913 fall paint trade a record-breaker.



Hamilton, Ont.—Canadian Mantle & Refrigerator Co. have commenced operations at 259 North James St. Max Cohen and Harry Duben are the men behind the enterprise.



Paint display in McKeown's drug store, Belleville, Ont.

## Leading Varnishes for Leading Dealers

**"61" Floor Varnish**  
Faultless for floors.

**"38" Preservative Varnish**  
For finest interior work.

**Spar Finishing Varnish**  
For front doors and exposed work.

**"110" Cabinet Varnish**  
For general interior work.

**Alcolac**  
"The Twentieth Century Shellac."

**Vitralite, "The Long Life Enamel"**  
For interior and exterior work.

**Dulkote**  
A dull finish varnish.

**P. & L. Oil and Acid Stains**  
For every conceivable color effect.

Hold your position as the leading dealer in your town by satisfying your customers with Pratt & Lambert's Varnishes. These varnishes are being extensively advertised, and customers will insist on getting them. If you are not the leading dealer in your town you can gain that position by having a stock of these Varnishes when customers ask for them. Read the list—there is

## A Varnish for Every Purpose

Pratt & Lambert Varnishes have the experience of sixty years of Varnish making behind them, and they have been brought up to the highest point of Varnish efficiency. There is a particular Pratt & Lambert Varnish for every conceivable use, and you can satisfy every requirement. Send for folder, "The Right Varnish in the Right Place." It tells all about each one of Pratt & Lambert's products. Pratt & Lambert Dealers are Leaders in their town. Be a Pratt & Lambert Dealer.



**The Winnipeg Paint and Glass Company, Limited**  
"Everything for a Building"

Edmonton Paint and Glass Co., Limited  
EDMONTON

WINNIPEG

Calgary Paint and Glass Co., Limited  
CALGARY

# LACKLUSTRE

**One Operation and You Have a Perfect Effect—  
Stain and Finish at Once**



LACKLUSTRE has solved an old problem for you, Mr. Homelover, because it means that you can finish the interior of your home beautifully in Old English, Mission or Flanders style with just one application of the wonderful liquid.

Think of what this means—one application with a brush or cloth—anyone can do it. Then wipe it off with a piece of cheesecloth and instantly you have produced all the charm and beauty of woodwork centuries old.

And LACKLUSTRE gives a permanent finish. It produces a slight gloss and gives all the beauty and none of the bad effects of wax. It dries quickly, penetrates and preserves the wood. It is adapted to all kinds of wood, and does not obscure the grain.

The presence of a small amount of Liquid Granite in this preparation insures the permanency and lasting beauty of the LACKLUSTRE finish.

Every homelover should send for our "Homelover's Booklet" at once.

## BERRY BROTHERS

Established 1858

**Largest manufacturers of Varnishes, Shellacs, Air-drying and  
Baking Japans, Lacquers, Stains, Fillers and Dryers in the World.**

**WALKERVILLE, ONTARIO**



# Weekly Market Report --- Paints

## MONTREAL.

Montreal, July 16.—Still paint business keeps booming, and with as many orders as they can handle, paint manufacturers see no reason for grumbling despite all the talk of hard times and tight money. True, there has been some falling off noted, but nothing more than is seasonable at this time of year.

With an eye to making the fall season as much of a record breaker as the spring has been, dealers are now laying solid foundations for a good start, and an active campaign throughout.

Quotably, there are no changes to report. Oil, lead, resin, turpentine, all remain firm but with no announcement of change.

### Linseed Oil.

Linseed oil still continues to hold at 59 and 62 cents. Though crop conditions and advance in prices of flaxseed would warrant an advance here there appears to be some manipulation being done which is keeping price down, or else the state of affairs is due to competition between opposing houses. At any rate, no advance has yet been made.

### White Lead Firm.

White lead is still quoted at \$8.25 in ton lots. Dealers, however, look forward to a change before long. Grinders meet here to discuss situation at end of next week, and it is anticipated that some change in prices will then be made, probably in an upward direction.

### Turpentine Unchanged.

Turpentine continues to be quoted at 56 cents per Imperial gallon in single barrel lots, and 63 cents in 5 gallon lots. Market holds firm with no indication of change in near future.

Resin also continues to hold at last week's level.

Putty still holds firm at \$2.30 for casks, \$2.50 for 100 lb. drums, and \$2.80 for bladders. Owing to heavy seasonable consumption of glass, putty continues to move freely. Glass, too, remains firm at prices quoted in current market quotations.

## TORONTO.

Toronto, July 16.—Business in the paint line is in much the same condition as last week. There is a good seasonable demand for paint materials of all kinds. Prices remain unchanged. The demand for turpentine has been exceptionally heavy for this season of the year. Prices in the South are slightly firmer, and an advance of 1c per gallon was reported early in the

week. Toronto quotations at present are the same as last week. The demand for ready mixed paints continues good. A large number of travellers are now on their vacation. Retailers report their paint trade as being exceptionally good for this season of the year. No change has taken place in the price of linseed oil since the 2c advance reported last week. Reports state that the flax acreage this year is much lighter than last year. Toronto quotations are still 61c per gallon in single barrels for raw linseed oil and 64c per gallon for boiled linseed oil.

### Turpentine Unchanged.

Turpentine is still quoted at 56c per Imperial gallon in single barrels; 2 to 4-barrel lots, 55c per gallon; 5-gallon lots, 63c per gallon. This is a heavy demand for this season of the year. Resin was reported higher last week, but has receded, and is now back at the old level.

### White Lead Unchanged.

White lead is still quoted at \$8.20 in ton lots and \$8.40 in smaller quantities. The demand is good for this season of the year.

It was expected in some quarters that an advance would take place in the price of lead towards the end of July, but owing to the recent weakness in pig lead, dealers began to think that the advance would not materialize. Lead, however, has taken another jump, and, as quotations on white lead are very firm, it is hard to predict future prices.

### Glass and Putty.

There is a good seasonable demand for glass and putty. Prices remain unchanged. Glass is still quoted in Toronto at 15 per cent. discount. Standard putty is quoted at \$2.50 in casks, \$2.70 in 100 lb. drums, \$3 in bladders.

### Paris Green.

A large number of orders are being received for Paris green. The following prices are being quoted:—Barrels about 600 lbs., 19¼c per lb.; arsenic kegs, 250 lbs., 19½c per lb.; 50 and 100 lb. drums, 20½c lb.; 25 lb. drums, 20¾c lb.; 1 lb. packets, 100 lbs. in case, 22¾c lb.; 1 lb. packets, 50 in case, 23¼c lb.; ½ lb. packets, 100 lbs. to case, 24¾c lb.; 1 lb. tins, 23¾c lb. Dealers packaging Paris green that has been purchased in bulk should see that packages are securely wrapped in order to conform with the law.

### Gasoline, Benzine, etc.

Gasoline is quoted at 25c per gallon in single barrels; benzine is quoted at

24½c per gallon in single barrels, and is in seasonable demand.

### Wood Alcohol.

Wood alcohol is quoted at \$1.00 per gallon in 5 gal. lots, with an extra charge of 50c for can; 8 oz. bottles, 2 doz. in case, are quoted at \$2.30 per case net; 16 oz. bottles, 2 dozen in case, \$3.60 per case net; 32 oz. bottles, 1 dozen in case, \$3.40 per case net. Merchants selling wood alcohol should see that all packages are properly labelled as required by law.

## HARDWARE LETTER BOX



### Buggy Speedometers.

S. B. Young, Newdaye, Man.—“Will you please inform me what firm manufactures a speedometer for a buggy?”

The Veeder Mfg. Co., Hartford, Conn., manufacture odometers for automobiles and horse-drawn vehicles to measure distance traveled.—Ed.

\* \* \*

### One Minute Washing Machine.

Geo. D. Leach, Victoria, B. C.—“Will you please tell me the address of the Canadian agents of the One Minute Washing Machine?”

One Minute Mfg. Co., 74 Logan Avenue, Toronto, Ont.—Ed.



Exeter, Ont.—The Connor Machine Co. propose to add to the equipment of their foundry plant, with a view to manufacturing their castings. They ask the town to guarantee \$20,000 bonds, and agree to employ 20 men the first year.

Brantford, Ont.—The American Sporting Goods Co. of Philadelphia will establish a Canadian branch here. A \$25,000 factory and plant will be commenced at once, and from 25 to 60 hands will be employed, the city giving a fixed assessment of \$2,000 for ten years.

Brantford, Ont.—Brantford Cordage Co. in spite of inducements offered to remove to Peterboro have decided to remain in Brantford, increasing the capacity of the plant 75 per cent. and employing 100 more hands. The city will grant increased fire protection and improved sewage service, as well as a fixed assessment.”

**I**N a day's work, the man who paints, bends his wrists many times. To lessen resistance to each stroke is to multiply energy. Why is Brandram-Henderson "English" Paint so smooth, so cream-like as to do that?

. . .

## How Often Does His Wrist Move?

The answer brings us back again to Brandram's B.B. Genuine White Lead. Its impalpable fineness could come only from Brandram's century-old process. Such brilliance, too! And such ready harmony with Linseed Oil! Truly it earns its title—standard of the world.

. . .

Notice especially its large proportion in Brandram-Henderson "English" Paint. Seventy per cent. of the whole base is Brandram's B.B. Genuine White Lead. If we did not corrode and grind our own White Lead, do you suppose for a moment that we could afford such a formula? So your customer gets better value in Brandram-Henderson "English" Paint. Neither he nor you have to pay more for it than you will pay gladly since you have the facts.

*Better Value—Better Business.  
Link the two together in your  
Paint Department. Write us.*

# **BRANDRAM-HENDERSON**

LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



## CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

Aluminum, 24c lb.  
ANTIMONY.  
Cookson's or Hallett's, per lb. \$10.25 11 00

## BABBITT METAL.

Canada Metal Company—Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A", 23c; "B", 20c; "C", 18c; "D", 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.  
Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Cosmic, 15c.  
Nicolamin Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.  
Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2.

## BOILER PLATES AND TUBES.

Montreal Toronto  
Plates, ¼ to ½ inch, per  
100 lbs. .... 2.40 2.50  
Heads, per 100 lbs. .... 2.65 2.75  
Tank plates, 3-16 inch. .... 2.70 2.80  
Boiler tubes, 100 ft. 1½ in. .... 9.75  
" " " 2 " " " 9.60 8.70  
" " " 2½ " " " 12.25 11.00  
" " " 3 " " " 13.30 12.70  
" " " 3½ " " " 15.55 15.80  
" " " 4 " " " 19.80 19.00

## BRASS.

Spring sheets, up to 20 gauge.... 0.26  
Rods, base ¼ to 1 inch, round.... 0.22  
Tubing, seamless base, per lb. .... 0.25  
Tubing, iron pipe size, 1 in. base 0.25  
Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot ..... 16.75 16.25  
Cut lengths, round bars, ½ to 2 in. .... 26.00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches. .... 28.00  
Copper sheet, tinned, 14 x 60, 14 oz. .... 29.00  
Copper sheet, planished, 14 x 60, base ..... 36.00  
Braziers', insheets, 6 x 4. .... 28.00

## COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.  
IRON AND STEEL.  
In car lots. Montreal Toronto  
Canadian foundry, No. 1. 21.00 21.00  
Canadian foundry, No. 2. 20.50 19.50  
Summerlee, No. 2 pig iron 22.50 24.50  
Carron, soft ..... 23.75  
Cleveland, No. 1 ..... 22.90 25.00  
Clarence, No. 3 ..... 21.50 24.50  
Jarrow ..... 25.50  
Glenarnock ..... 26.00  
Radnor, charcoal iron ..... 31.00 34.50  
Ayresome, No. 3 ..... 25.00  
Ferro Nickel pig iron (Soo) ..... 25.00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh ..... 27.50

Angles ..... base 2.50 2.50  
Common bar, per 100 lbs. 2.15 2.05  
Forged iron, per 100 lbs. 2.30 2.35  
Refined iron, per 100 lbs. 2.40 2.40  
Horseshoe iron, per 100 lb. 2.40 2.40  
Mild steel ..... 2.25 2.25  
Sleigh shoe steel ..... 2.25 2.25  
Domestic ..... 2.30 2.25  
Iron finish steel (foreign). 2.50 2.50  
Reeled machinery steel.... 2.75 3.00  
Tire steel ..... 2.35 .....  
Sheet cast steel ..... 0.15 0.15  
Toe calk steel ..... 3.10 3.15  
Mining cast steel ..... 0.07½ 0.08  
High speed ..... 0.65 0.65  
Capital tool steel ..... 0.50 .....  
Cammell Laird ..... 0.15 .....  
Black Diamond tool steel.. 0.08 0.08  
Corona tool steel..... 0.06½ .....  
Silver tool steel ..... 0.12½ .....

## Cold Rolled Shafting.

9-16 to 11-16 inch ..... 0.06  
¾ to 1 7-16 inch ..... 0.05½  
1 7-16 to 3 inch ..... 0.05  
Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

Montreal Toronto  
10 gauge ..... 2.70 2.70  
12 gauge ..... 2.75 2.75  
14 gauge ..... 2.60 2.55  
16 gauge ..... 2.50 2.65  
18 gauge ..... 2.50 2.65  
20 gauge ..... 2.60 2.65  
22 gauge ..... 2.65 2.75  
24 gauge ..... 2.65 2.75  
26 gauge ..... 2.75 2.85  
28 gauge ..... 2.85 3.00

## CANADA PLATES.

Ordinary, 52 sheets ..... 3.10 3.00  
All bright, 52 sheets ..... 3.70 4.15  
Galvanized—Apollo D. Crown Ordinary  
18x24x52 ..... 4.45 4.45 4.75  
60 ..... 4.70 4.70 5.00  
20x28x80 ..... 8.90 8.90 9.50  
28x28x80 ..... 9.40 9.40 10.00

## GALVANIZED SHEETS

## (CORRUGATED)

22 gauge, per square ..... 6.75  
24 gauge, per square ..... 5.50  
26 gauge, per square ..... 4.25  
28 gauge, per square ..... 4.00  
Less 10 per cent.

## GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lis. Gorbals  
gauge. Head. de-Lis. Best Best  
16-20 ..... 3.75 3.60 3.75  
22-24 ..... 3.90 3.75 3.90  
26 ..... 4.15 4.00 4.15  
28 ..... 4.40 4.25 4.40  
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.  
Apollo brand— Montreal Toronto  
24 gauge, American ..... 3.75 3.70  
26 gauge, American ..... 3.95 3.90  
28 gauge (26 English) ..... 4.30 4.20  
10½ oz., equal to 28 English ..... 4.50 4.40

## IRON PIPE.

## Standard Butt Weld Pipe.

Size. Black. Galvd.  
¾ in. .... 2.28 3.18  
1 in. .... 2.28 3.18  
1½ in. .... 2.72 3.57  
2 in. .... 3.28 4.37  
3 in. .... 4.85 6.55  
4 in. .... 6.56 8.86  
6 in. .... 7.84 10.59  
8 in. .... 10.55 14.25  
10 in. .... 16.67 22.52  
12 in. .... 21.80 29.45  
14 in. .... 26.22 35.42  
16 in. .... 31.07 41.97

## Standard Lap Weld Pipes.

Size. Black. Galvd.  
2 in. .... 11.66 15.36  
2½ in. .... 17.26 23.11  
3 in. .... 22.72 30.22  
3½ in. .... 27.14 36.34  
4 in. .... 32.16 43.06  
4½ in. .... 36.20 48.90  
5 in. .... 42.18 56.98  
6 in. .... 54.72 73.92  
7 in. .... 80.92 109.50  
8 in. .... 97.92 132.50  
10 in. .... 117.30 162.20  
12 in. .... 140.10 189.50  
14 in. .... 172.40 238.30

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65.  
SOIL PIPE AND FITTINGS.  
Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.  
Medium and extra heavy fittings, 70 p.c.  
Light pipe, 60; fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$6.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.85.  
Flat rim enameled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices: Montreal Toronto  
Heavy copper and wire, lb 0.11½ 0.11½  
Light copper & Bottoms. 0.10½ 0.09½  
Heavy red brass ..... 0.10½ 0.10½  
Heavy yellow brass ..... 0.08½ 0.08½  
Light brass ..... 0.06½ 0.06½  
Tea lead ..... 0.02½ 0.02½  
Heavy lead ..... 0.03 0.04  
Scrap zinc ..... 0.02½ 0.04  
No. 1 wrought iron ..... 9.00 10.00  
Machinery cast scrap,  
No. 1 ..... 14.00 14.50  
Stove plate ..... 12.50 13.00  
Malleable ..... 10.00 9.00  
Miscellaneous steel ..... 6.00 6.00  
Old rubbers ..... 0.08½ 0.08½

## LEAD.

Montreal Toronto  
Domestic (Trail), pig, 110 lbs. 5.35 5.20  
Imported pig, per 100 lbs. 5.35 5.20  
Bar pig, per 100 lbs. 5.60 5.50  
Sheets, 2½ lb. sq. ft. .... 7.50 7.50  
Sheets, 3 lb. sq. ft. .... 6.75 6.75  
Sheets, 3½ lb. sq. ft. .... 6.25 6.60  
Sheets, 4 to 6 lb. sq. ft. .... 6.50 6.50  
Cut sheets, ½ c per lb. extra.  
Cut sheets to size, ¾ c per lb. extra.

## LEAD PIPE.

Lead pipe, 7½ c, 10 per cent. off.  
Lead waste pipe, 9c; 10 per cent. off.  
Traps and bends, 35 per cent.

## SOLDER.

Per lb. Montreal Toronto  
Bar, half-and-half, guarant'd. 0.27½ 0.28½  
Wiping ..... 0.25½ 0.28

## SHEET ZINC.

5-cwt. casks ..... 8.00 8.00  
Part casks ..... 8.25 8.50

## SPELTER.

Foreign, per 100 lb. .... 7.00 7.00

## TIN AND TINPLATES.

Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. 47.00 0.43  
Redipped Charcoal Plates—Tinned.  
M L S Famous (equal Bradley)

Per box  
I C, 14x20 base ..... \$7.00  
I X, 14x20 base ..... 8.25  
I X X, 14x20 base ..... 9.50  
Raven and Murex Gradings—  
I C, 14x20 base ..... 5.00  
I X, 14x20 base ..... 6.00  
I X X, 14x20 base ..... 7.00  
I X X X, 14x20 base ..... 9.50  
"Dominion Crown Best"—Double.

## COATED, TISSUED.

I C, 14x20 base ..... 7.00 7.00  
I X, 14x20 base ..... 8.25 8.25  
I X X, 14x20 base ..... 9.50 9.50

## "Allaway's Best" Standard Quality.

I C, 14x20 base ..... 4.65  
I X, 14x20 base ..... 5.65  
I X X, 14x20 base ..... 6.65

## BRIGHT COKES.

Bessemer Steel—  
I C, 14x20 base ..... 4.50  
20x28, double box ..... 9.00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I C, 20x24, 112 sheets ..... 8.25  
I X, Terne Tin ..... 9.75

## CHARCOAL TIN ROILER PLATES.

Cookley Grade—  
XX, 14x56, 50 sheet bxs. .... 7.50  
XX, 14x60, 50 sheet bxs. .... 7.50  
XX, 14x65, 50 sheet bxs. .... 7.50

## TINNED SHEETS.

72x30 up to 24 gauge, case ..... 8.50  
lots ..... 8.95  
72x30 up to 26 gauge, case ..... 8.95  
lots ..... 8.95  
Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Bailing Wire.  
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F. o. b. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$5. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 38c; in ½-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

## FENCE STAPLES.

Galvanized ..... 2.85  
Plain ..... 2.55

## HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

## POULTRY NETTING.

2-in. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 30 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.  
Extra net per 100 lb.—Oiled wire 10c, spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c. bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks, 75c, in ½-lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.  
Rustless screen cloth, 7c sq. foot.  
Cut lengths, 8c sq. ft.

## WIRE FENCING.

Galvanized barb ..... 2.42½  
Galvanized, plain twist ..... 2.95  
Car lots and less.  
F.O.B., Montreal.

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## PAINTS, OILS SAND GLASS.

BARN PAINT.  
In barrels, 5-gal. tins ..... 0.80 0.90  
In barrels, 5-gal. tins ..... 0.80 0.85

## BEESEWAX.

Per lb. .... 0.40

## CHEMICALS.

## (ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots ..... \$17.50  
2 lb. pkgs., per 100 lbs. .... 15.00  
5 lb. pkgs., per 100 lbs. .... 12.00  
25 lb. pkgs., per 100 lbs. .... 11.00  
50 lb. pkgs., per 100 lbs. .... 9.75  
200 lb. pkgs., per 100 lbs. .... 9.60  
300 lb. pkgs., per 100 lbs. .... 9.50  
600 lb. casks, per 100 lbs. .... 8.80  
In casks per lb.  
Sulphate of copper (bluestone) .. 0.07  
Litharge, ground ..... 0.07  
" flaked ..... 0.07½  
Green copperas (green vitriol) .. 0.01  
Sugar of Lead ..... 0.09



# TWO PROFIT PRODUCING SPECIALTIES

REVIVES &  
RENEWS OLD  
FURNITURE  
&  
WOODWORK



ENDS ALL FLOOR  
TROUBLES

TRADE  
**ELASTICA**

MARK

**FLOOR  
FINISH**



**Sacqueret**  
THE  
HOUSEHOLD  
LACQUER

The one  
perfect  
Floor Varnish

**INTERNATIONAL VARNISH CO. LIMITED**  
TORONTO WINNIPEG

BRINGS  
BIGGER BUSINESS  
BETTER PROFITS

## How To Fill Your Oil Barrels Accurately

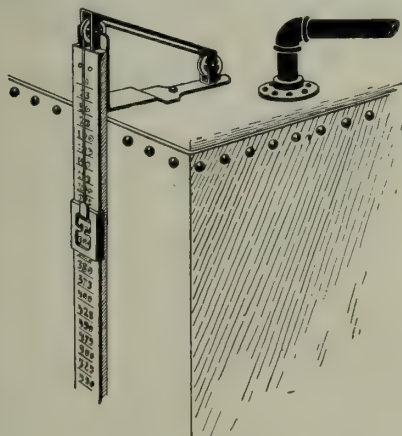
And rapidly. Just roll them under the faucet of the powerful power pump, touch the lever and leave them to be filled at the rate of fifteen or more gallons per minute. They will receive the exact amount specified—no more, no less—and the pump will automatically stop. Remove the full barrel and replace with an empty and repeat the operation.

This is only one of the many, many exclusive features in a

### BOWSER SAFE OIL STORAGE SYSTEM

This particular system, as illustrated, consists of a specially constructed rectangular oil storage tank connected to a powerful combination suction and force pump that accurately measures in gallons and records all oil drawn. It can also be set to pump any predetermined amount from 1 to 1,100 gallons and then repeat.

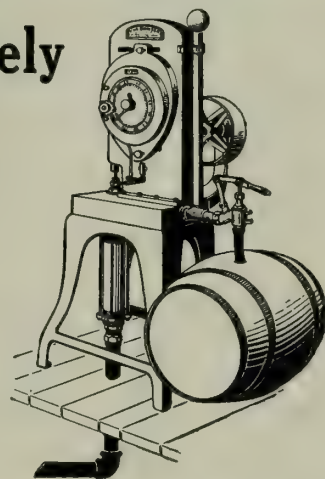
This pump may be used with any type "C" underground storage system, and will handle any kind of paint or lubricating oil, gasoline, etc.



### EVAPORATION, LEAK, BURGLAR AND FIREPROOF

Bowser Systems are made to conform to that measure of safety prescribed by the National Board of Fire Underwriters. This is the last word on SAFETY.

Write for descriptive illustrated booklet, giving further details on this interesting subject.



**S. F. BOWSER & CO., Inc.**  
66-68 FRAZER AVE, TORONTO, ONT., CAN.

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres, and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.



# HARDWARE AND METAL

## COLORS IN OIL.

Venetian red, 1-lb. tins pure....	0 12
Chromic yellow, pure .....	0 13
Golden ochre, pure .....	0 13
French ochre, pure .....	0 12
Chrome green, pure .....	0 19
French permanent green, pure....	0 15
Signwriters' black, pure .....	0 19
Marine black, 25 lb. irons.....	0 36½
Combs, graining, set .....	0 65

## ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C.	1 80
Co. ....	1 80
Cee Pee Co. enamel .....	4 50
Sterling Enamels .....	3 20
Anchor Floorlustr .....	1 80

## Glue.

French medal .....	0 14
German common sheet .....	0 10
German prime .....	0 17
White pigfoot .....	0 21
Brantford medal .....	0 19
" golden medal .....	0 11
" brown sheet .....	0 10
" Golden sheet .....	0 13
" Gelatine .....	0 22
" white gelatine .....	0 22
" white glue .....	0 12
" 100 flake .....	0 10
Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	

## PURE PARIS GREEN.

In bbls., about 600 lbs. per lb....	0 19½
In Arsenic kegs, 250 lbs. per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb. ....	0 20½
In 1 lb. pkts., 100 lb. in cs, lb....	0 23½
In 1 lb. pkts., 50 lb. in cs, lb....	0 23½
In ½ lb. pkts., 100 lb. cs, lb....	0 24½
In 1 lb. tins, per lb. ....	0 23½

## PARIS WHITE.

In bbls. ....	0 90
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## PIGMENTS.

Orange Mineral, casks .....	0 08½
" 100-lb. kegs.....	0 08½

## PREPARED PAINTS. Per gallon

Sherwin-Williams paints, base....	2 00
Canada Paint Co.'s pure. 1 75	2 00
Globe house paint (Windsor)....	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian"	1 85
Brand .....	1 50
Moore's pure linseed oil, E.O.	1 50
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure .....	1 80
Ramsay's paints, Thistle .....	1 60
Martin-Senour, 100 p.c. pure....	2 00
Senour's floor paints .....	1 60
Sterling Pure .....	1 60
Maple Leaf Paint (Imp. V. & C. Co.	1 60
Jamieson's Crown and Anchor	1 60
brand .....	2 00
High Standard .....	2 00

## PLASTER OF PARIS.

Per barrel .....	2 50
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## PINE TAR.

Half-pint tins, per dozen .....	0 80
Pint tins, dozen .....	1 10

## PUTTY.

Bulk, in casks .....	2 30
Bulk, 100 lb. drums.....	2 50
Bladders, in bbls. ....	2 80
Pure Putty, 70c hd advance.	3 00

## RED DRY LEAD.

Genuine, 560-lb. casks, per cwt. 6 15	6 00
Genuine, 100 lb. kegs, per cwt. 6 40	6 25
No. 1 casks, per 100 lbs.....	5 90
No. 1 kegs, per 100 lbs.....	6 15

## SHINGLE STAINS.

In 5-gallon buckets .....	0 75
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## (TURPENTINE AND OILS, ETC.

Montreal, Toronto.

Canadian Prime White Petrol-	15
um, single bbls. ....	15½
U. S. Water White .....	17½
U. S. Pratts Astral .....	21½
Castor Oil, per lb. in bbls. 8¼	8¼
Black Oil, Summer .....	12c
Black Oil, Winter .....	14
Cylinder Oil, Green .....	35
Paraffine Oil .....	22
XXXX Machine .....	22½
Benzine .....	24½
Motor Gasoline, in drums .....	24½
Motor gasoline .....	27½
Pure turpentine, single bbls. 56	56
Linseed Oil, raw, single bar-	59
rels .....	59
Linseed Oil, 3 to 5 bbls.....	60
Linseed Oil, 6 to 9 bbls.....	58

## Linseed Oil, boiled—

single bbls. ....	63
3 to 5 bbls. ....	62
6 to 9 bbls. ....	61
Alcohol, 5 gal. lots, per gal. 1.00	1.00
Resin Grade G, bbl. lots ..	7.25
	8.00

## VARNISHES.

Per gal. cans	
Carriage, No. 1 .....	1 50
Pale durable body .....	3 50
" hard rubbing .....	3 00
Finest elastic gearing .....	3 00
Elastic Oak .....	1 50
Furniture, polishing .....	2 00
Furniture, extra .....	1 20
" No. 1 .....	0 95
" Union .....	0 90
Light oil finish .....	1 25
Gold size Japan .....	2 00
Turps, brown japan .....	1 00
No. 1 brown japan .....	0 90
Backing black japan .....	1 35
No. 1 black japan .....	0 75
Patience black japan .....	0 40
Crystal Damar .....	2 25
No. 1 .....	2 25
Pure asphaltum .....	1 40
Oilcloth .....	1 50
Lightning dryer .....	0 95
Elastilite varnish .....	2 25
Copaline varnish .....	2 25
Granite floor finish .....	2 25
Jamieson's floor enamel .....	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish .....	2 40
"Flint-Lac" coach .....	1 30
B.H. Ltd. "Gold Medal" cases	2 25
Dependence Lt. H. Oil Finish....	1 55
Everlastic Floor .....	2 55
Platine floor finish .....	0 00
Elastica exterior finish .....	4 25
Stovepipe varnish, ½ pts. gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

## WINDOW GLASS.

Size United	Star	Double
Inches.		Diamond
Under 26 .....	\$ 4 25	\$ 6 25
26 to 40 .....	4 65	6 75
41 to 50 .....	5 10	7 50
51 to 60 .....	5 35	8 50
61 to 70 .....	5 75	9 75
71 to 80 .....	6 25	11 00
81 to 90 .....	7 00	12 50
91 to 95 .....	15 00	
96 to 100 .....	17 50	
	20 50	

## Toronto, 15 per cent.

Size United	Star	Double
Inches.		Diamond
Under 26 .....	3 40	5 00
26 to 40 .....	3 60	5 45
41 to 50 .....	4 00	6 25
51 to 60 .....	4 25	6 75
61 to 70 .....	4 50	7 25
71 to 80 .....	5 00	7 75
81 to 85 .....	8 50	
86 to 90 .....	10 00	
91 to 95 .....	11 00	

## WHITE LEAD GROUND IN OIL.

Montreal Toronto	
Ton Lots.	Per 100 lbs.
"Anchor," pure .....	8 25
Brandram's B.B. Genuine .....	9 25
C.P.C. decorators, pure. ....	8 25
Crown and Anchor, pure. ....	8 25
Elephant, Genuine .....	8 55
Essex, Genuine (Windsor) ....	8 00
Island City Decorators' .....	8 25
pure .....	8 50
Lily Pure .....	8 25
Moore's Pure White Lead .....	8 00
Monarch (Windsor) .....	8 50
Munro's Select Flake White .....	8 50
Purity C.O. Co.'s Ltd. ....	7 90
Ramsay's Pure Lead .....	8 25
Ramsay's Exterior .....	7 80
Sterling Pure .....	8 20
Tiger Pure .....	8 25
"James Genuine" .....	8 25

## WHITE ZINC (DRY).

Extra Red Seal, V.M. ....	0 07½
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## WHITE ZINC IN OIL.

Pure, in 25-lb. irons .....	0 10
No. 1, .....	0 07
No. 2, .....	0 05½

## WHITING.

Plain, in bbls. ....	0 70
Gilders bolted, in barrels .....	1 00

## HARDWARE.

### ADZES.

Carpenters', per doz. ....	12 50
Plain ship .....	18 00

### AXLES AND HATCHETS.

Single bit, per doz. ....	6 75
Double bit .....	10 50
Bench Axes .....	6 75
Broad Axes .....	22 75
Hunters' Axes .....	5 00
"Boys" Axes .....	5 75

Lathing hatchets .....	4 70
Shingle hatchets .....	1 45
Clay hatchets .....	1 70
Barrell hatchets .....	5 50

## ANVILS.

Buckworth, per lb. ....	0 10½
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2½ p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. E. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 1½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba, Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits .....	30 and 10
Irwin's auger .....	45
Gilmour's auger .....	70
Rockford auger .....	50 and 10
Gilmour's car .....	47½
Clark's expansive .....	40
Jennings' Gen auger, net list.	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 60 and 5.	

## BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trol-	0 80
ley, pr. ....	
Richards Wilcox No. 117 P.D.	
Hanger, full set .....	2 75
Stearns wood track .....	Special
Zenith .....	9 00
Atlas, steel covered .....	5 25
Perfect, No. 1 .....	6 50
Perfect, No. 1½ .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible .....	6 00
Double strap hangers, dozen	
sets .....	6 50
Standard jointed hangers,	
dozen sets .....	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hang-	
ers .....	6 25
Storm King rail .....	4 25
Crown .....	4 85
Crescent .....	6 50
Sovereign .....	7 25
Chicago Friction, Oscillating and Big	
Twin anchors, 5 per cent.	
Steel track, 1 in. 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in. ....	4 75

## BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
Lace leather, per side, 85c; cut laces,	
95c. ....	

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
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## BOLTS AND NUTS.

Per cent.	
Carriage Bolts, common, new, \$1	
list.	
Carriage Bolts, ¾ and smaller. 60 & 15	
Carriage Bolts, 7-16 and up.....55	
Carriage Bolts, Norway Iron (\$3	
list) .....	55 & 15
Machine Bolts, ¾ and less.....55 & 5	
Machine Bolts, 7-16 and up.....57½ & 5	
Plough Bolts .....	57½ & 5
Blank Bolts .....	57½
Bolt ends .....	57½
Sleigh Shoe Bolts, ¾ and less. 55 & 10	
Sleigh Shoe Bolts, 7-16 and larger. 50 & 5	
Coach screw .....	70 and 10
Nuts, square, all sizes .....	4c per lb. off
Nuts, Hexagon, all sizes 4¼c per lb. off	
Stove rids, per lb., 5½ to 6c.	
Stove Bolts, 80, 7½ per cent.	

## BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll....	0 95
O.K. Paper, No. 1, per roll.....	0 95
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 50
Plain Fibre, No. 2, per 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll.	0 62
Tarred Fibre, No. 2, 400 ft. roll.	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Cyclone, 15 lbs. ....	0 60
Plain Surprise, per roll .....	0 42
Resin sized Fibre, per roll .....	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred,	
per ton .....	36 00

Carpet felt, per cwt. ....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs. ....	2 60

2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll....	1 15
3 Ply complete, per roll .....	1 35
Liquid Roofing Cement, bbls., per	
gallon .....	0 17
Liquid tins cement .....	0 19
Crude coal tar, per bbl. ....	4 50
Refined coal tar, per bbl. ....	5 00
Shingle Varnish, per bbl. ....	5 00
Caps, per lb. ....	0 05
Rails, per lb. ....	0 05
Mop Cotton, per lb. ....	0 17

## BUTTS.

Plated, lower barf & Nickel, No. 241,	
45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin,	
70 p.c.	
Crescent brands, 70 p.c.	

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per	
bbl. ....	1 55
White Bros. English .....	2 00
" Lafarge" cement, in wood. ....	3 40
Fire brick, Scotch, per 1,000, 23 00	23 00
" English .....	17 00
" American, low .....	23 00
" high .....	27 50
Fire clay (Scotch), net ton. ....	5 50
Fire clay (American), net ton 5 00	10 00

## CHALK AND PENCILS.

Carpenters Colored, per gross 0 65	0 80
lead pencils, p. gr. 2 40	6 75
Crayons, per gross .....	0 20

## CHISELS.

Cold chisels, 5 x 6 in., doz. ....	2 20
Bevel edge, 1 inch, doz.....	2 50

## CHAIN.

Proof coil, per 100 lbs., ¼, \$5.00; 5-16,	
\$5.20; ¾, \$4.45; 7-16, \$4.20; ½, \$3.90; 9-16,	
\$3.90; ¾, \$3.80; ¼, \$3.65; ¾, \$3.45; 1,	
\$3.40.	

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 7



**"Ready" Roofing and  
"Black Diamond" Tarred Felt**



**"Cyclone" and "Joliet" Building Papers**

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.

They can be easily laid by an inexperienced hand.

Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you. We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

**ALEX. McARTHUR & CO., Ltd.,**

82 MCGILL STREET,  
MONTREAL

F. J. COX, Winnipeg,

Western Agent

**RED  
S  
BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., Limited**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO



**If You Want to Give Your Customers Complete Satisfaction**

**Sell Them "HEINISCH" SHEARS**

These shears have a long sustained reputation for quality and temper. They are produced by expert workmen and are thoroughly well finished. 85 years of practical experience in the manufacture, accounts for their superiority over other makes. A trial will convince you that they are the right line to handle.

**R. Heinisch's Sons Company**

Newark, N.J., U.S.A.

We also manufacture a full line of Trimmers, Tailors' Shears, Tanners' Snips, etc., which are strictly in a class by themselves.

Get them from your Jobber.

**When Wood Workers  
Ask for Screws**

Be able to supply them with

**ROBERTSON'S SOCKET HEAD WOOD SCREWS**



PAT. FEB. 2, 1909

**SEE  
THAT  
SQUARE  
HOLE**

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**



# HARDWARE AND METAL

## RAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " " "	3 31
12 " " " "	3 68
15 " " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

## FACTORY MILK CANS.

Milk cans and pails, 35 p.c.	
Creamery cans, 35 per cent.	
Cheese factory cans, 35 per cent.	
Hand delivery and creamery cans, 35 p.c.	
Railways cans, 40 per cent.	
Cream cans, 35 per cent. with dome top, 15c extra.	
Retinned, 73% and 6.	
Plain, 12% and 15. Creamery trimmings, 75 and 12% per cent.	
Common, cork-lined, 35 per cent.	

## FILES AND RASPS. Per cent.

Diston's	75
Great Western American	75
Kearney & Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan, Globe	75
Black Diamond	65%
Delta Files	60
Nicholson	65%
Jowett's (English list)	27%
Spear & Jackson (English list)	35

## FORGES.

Blacksmiths portable, 135 lbs.	9 85
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## GALVANIZED WARE.

Dufferin pattern pails, 45 per cent.	
English pattern, 45 per cent.	
Galvanized washtrubs, 45 per cent.	

## GRINDSTONES.

Over 40 lbs. and 3 in. thick, per 100 lbs.	1 25
Smaller sizes extra.	

## HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 00
Tinners setting, 3/4 lb., doz.	4 50
Machinists, 3/4 lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	7 00
Sledge, Masons, 5 lbs. and over.	0 00
Sledge, Napping, up to 2 lbs.	0 00

## HARVEST TOOLS.

50 per cent.	
Samson, 47% per cent.	
Sidewalk and stable scrapers, net \$2.25.	
Wood hay rakes, 40 and 10 per cent.	

## HALTERS (SNAP AND RING).

Jute Rope, 3/4-inch, per gross	8 00
" " 1/2-inch, per gross	10 00
" " 3/4-inch, per gross	13 00
Leather, 1-inch, per doz.	4 00
Leather, 1 1/4-inch, per doz.	5 20
Web	2 45

## SISAL HALTERS (SNAP & RING).

3/4-in., \$9.00; 7-16-in., \$10.30; 1/2-in., \$11.40; 3-16-in., \$13.20; 1/4-in., \$15.00.	
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## HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12%	0 13%

Usual 2 lbs. tare.	
Horsehides, with mane and tail, up to	3 75
Sheep skins, up to	1 80
Horsehair, 35 to 38c lb.	

## HINGES.

Blind, discount, 50 per cent.	
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## HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. pra.	1 20	1 00
5 in., doz. pra.	1 45	1 15
6 in., doz. pra.	1 55	1 20
8 in., doz. pra.	2 10	1 60
10 in., doz. pra.	3 75	2 60
Light T and strap, discount 55 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 00	
over 12 in., per 100 lb.	3 00	
Orate hinges and back flaps, 65 and 5 p.c.		
Chest hinges and hinge hasps, 65 p.c.		

## HINGES (SPRING).

Spring, per gross—No. 5, \$17.40; No. 10, \$19.50; No. 20, \$30.00; No. 50, \$21.00; No. 61, \$39.60; No. 120, \$17.40.	
Screen door sets—No. 2250, \$14.85; No. 2250, \$19.55; No. 2275, \$21.85; No. 1125, \$13.15.	
Chicago hold back screen door, iron, gro., \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 60 p.c.	
Chicago surface oor (6,000), 45 p.c.	
Garden City fire house hinges, 12% p.c.	
"Chief" floor hinge, 50 p.c.	

## HOOKS.

Wrought from hooks and staples—	
3/4 x 5, per gross	3 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	

Bright steel gate hooks and staples.  
Iron screw hooks, 60 and 20 p.c.  
Iron gate hooks and eyes, 60 & 20 p.c.  
Crescent hat and coat wire, 60 p.c.  
Stove pipe eyes, kitchen and square hooks, 60 p.c.

## HORSE NAILS.

M.R.M. cold forged process list, 18th January, 1912.		
Size	Length	Price per 25-lb. box.
Nos. 3	1 1/4-inch	\$4 10
4	1 1/2-inch	3 75
5	1 3/4-inch	3 50
6	2-inch	3 10
7	2 1/4-inch	2 90
8	2 1/2-inch	2 75
9	2 3/4-inch	2 50
10	3-inch	2 30
11	3 1/4-inch	2 15
12	3 1/2-inch	2 05

## HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 4, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern all sizes, No. 0 to 4, \$5.75; special counterunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toscalca Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.80 per box. Put up in 25-lb. boxes.

## HORSE WEIGHTS.

Smarts, 3/4c lb.	
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## ICE CREAM FREEZERS.

White Mountain, 50 per cent.	
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## KITCHEN ENAMELED WARE.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and Colonial steel, 60 and 10 per cent.	
Premier steel enamelware, 50 & 10 p.c.	
Star decorated steel and white, 33% per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 50 per cent.	

## KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 80	0 80
Potato mash "r, wire, per doz.	0 00	0 70
" " wood, per doz.	0 00	0 00
Vegetable al. crn. per doz.	0 25	
Universal meat chopper, No. 1	1 15	
Spiders and fry pans, 50 and 10 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	5 00
Toasters, 50 per cent.		
Fire shovels, 50.		

## LADDERS, TRESTLES, ETC.

Step Ladders—	
Step-lock	16c ft.
Ontario	18c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	\$1.00

## (ROPED EXTENSION LADDERS)

20 ft.	\$ 3.00	42 ft.	\$ 7.95
22 ft.	3.30	44 ft.	8.35
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.45	60 ft.	13.20
40 ft.	6.80		

## (COMMON EXTENSION LADDERS).

20 ft., each	\$2.60
22	2.85
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	4.50
36	5.40
38	5.70
40	6.00
42	7.48

## (COMMON SINGLE LADDERS)

8 ft., each	\$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

## (PAINTERS TRESTLES).

6 ft., each	\$1.50	14 ft., each	\$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

## LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	8 00
Japanned cold blast, doz.	7 50
Brass well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

## LAWN HOSE.

Competition	70	5 p.c.
Corrugated, 1/2 in., ft.	13 1/4	
Corrugated, 3/4 in., ft.	0 17	
500 ft. coils extra, 5 per cent.		

## LAWN MOWERS.

D. Maxwell & Sons.—3-inch open wheel, 3 knives, 12 in., \$5.25, doz., 14 in. \$5.50, doz., 16 in., \$5.75; do., 4 knives, 12 in. \$6.25, 14 in. \$6.50, 16 in. \$6.75, 18 in. \$7.00; 9-inch open wheel, 3 knives, 12 in. \$6.75, 14 in. \$7.25, 16 in. \$7.75, 18 in. \$8.50; do., 4 knives, 12 in. \$7.25, 14 in. \$7.75, 16 in. \$8.25, 18 in. \$9.00; do., 5 knives, 12 in. \$7.75, 14 in. \$8.25, 16 in. \$8.75, 18 in. \$9.50, 20 in. \$10.00; 10 1/2-inch high wheel, 4 knives, 12 in. \$8.50, 14 in. \$9.00, 16 in. \$9.50, 18 in. \$10.00, 20 in. \$11.00; 10 1/2-inch high wheel, ball bearing, 4 knives, 12 in. \$10.00, 14 in. \$10.40, 16 in. \$10.85, 18 in. \$11.30, 20 in. \$12.25; do., 5 knives, 12 in. \$10.50, 14 in. \$10.90, 16 in. \$11.35, 18 in. \$11.80, 20 in. \$12.75. Discount 50 per cent. 2 per cent. 30 days.

## LOCKS AND KEYS.

Canadian, Peterboro, 50 and 10 per cent. off list.	
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## LUMBERMEN'S SUPPLIES.

Axe handles, dozen from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80 3 75
Cross cut saws, per foot	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

## MALLETS.

Tinsmiths' 2 1/2x5 1/4 in., per doz.	1 25
Carpenters' round hickory, 6 in., per doz.	1 05
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

## MATS.

Wire door mats, standard, 16x24, doz.	9 00
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## METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkgs	6 50

## MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, \$4 dozen.	
Picks, 6 to 7 lbs., \$4.65 dozen.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 1/2c per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 3% cents per lb.	

## MOPS AND IRONING BOARDS.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

## NAILS.

Standard steel wire nails, Toronto, \$2.25 base; Montreal, \$2.40 base.	
Cut nails—Montreal, \$2.60; Toronto, \$2.80.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, 1/4 diameter, per 100 lbs.	\$3.00 base

Plumbers...per 100 lbs.	3 25
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## OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

## PLATED GOODS.

Holloware, 40 per cent. discount.	
Flatware, staples, 40 and 5; fancy, 10 and 50.	
Hutton's "Cross Arrow" flatware, 42% per cent. "Singelee" and "Alask," Nevada silver flatware, 42 per cent.	

## PIECED TIN WARE.

Discount, 35 per cent.	
10-qt. flaring sap buckets 35 p.c.	
6, 10 and 14-qt. flaring pails, 35 p.c.	
Copper bottom tea kettles and boilers, 40 and 5 per cent.	
Coal hods, 35 per cent.	
Boiler and tea kettle pits, 30 and 5 p.c.	

## CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

## PLANES.

Wood bench, Canadian, 15 p.c.  
Wood, fancy, 30c to 35c per cent.  
Prices, Pliers and Nippers.  
Buttons genuine, 37% to 40 per cent.

## PLOUGH LINES.

Russia snap	per gross	30 00
Indian snap		25 00

## RAZORS.

Boker's	Per doz.	
Boker's King Cutter	7 50	11 00
Henckel's	13 20	14 40
Gillette Safety, each	7 50	20 00
Star Safety Razor, 33 1-3 p.c.		3 75
Edelweiss		16 00

## ROPE AND TWINE.

Sisal rope	0 12
Pure Manila Rope	0 17
"British" Manila	0 13
African Hemp	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea Line, 7-16 and larger, 12c.	
Jute, 7-16 and upwards, 10 1/2c.	
Lath yarn, single	0 11 1/4
Lath yarn, double	0 11 1/4
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 15 per cent. off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 28
4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging	0 25

## BINDER TWINE.

600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09 1/2
5 ton lots, 1/4c lb. allowance.	
10 ton lots, 1/4c lb. allowance.	



# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

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Pocket Knives,  
Scissors, Razors,  
Spoons and Forks

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**OIL and VARNISH STAINS**  
**Are Leaders in Quality and Beauty**

This is the result of the embodiment of the best ingredients combined with expert knowledge of manufacturing.

"Stephens" Oil and Varnish Stains are exceedingly popular in the West—they give a service that pleases everybody.

You can rely upon every canful to bring the buyer back for more.

We know that Stephens Stains are unequalled—a trial will convince you.

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Paint and Varnish Makers  
BRANCH AT CALGARY, ALTA.

CANADA



# HARDWARE AND METAL

## SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.  
Fillister head, iron, 30; brass, 35 p.c.

## SCREW DRIVERS.

Sargent's, per dozen ..... 0 65 1 00  
North Bros., No. 30, per doz. .... 16 80

## SCISSORS AND SHEARS.

Claude, nickel scissors and shears, 60;  
Japan, 65; tailors, 40; pruning, 70.  
Seymour's, 50 and 10 per cent.  
Acme Shear Co., nickel-plated and  
Japanned, 40 per cent.

## SHELF BRACKETS.

No. 140, 65 and 10 per cent.

## SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.  
Baker, hockey, 30c upwards; spring.  
Empire hockey sticks, \$3.00, \$3.50.  
McNamee and Rex sticks, \$4.25, \$6.25.  
Fuchs, net, \$1.50.

## SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels .....	55	55 and 2 1/2	45
Draining tools .....	60	60	
Scoops .....	50 and 5	45 and 5	
Hollow backs .....	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only.			
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.			

## SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

## SQUARES.

Diston's, 60 and 10 per cent.  
Stanley Try Squares, size 7 1/2, doz.  
net ..... \$2 85

## SNAPS.

Harness, 25 per cent.

## SOLDERING IRONS.

Base, per lb., 28 cents.

## STAMPED WARE.

Plain, 7 1/2 and 15.  
Retinned, 7 1/2 and 5.  
Tinner's trimmings, 7 1/2 and 5.

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50  
Eureka tinned steel, hooks, per  
1,000 ..... 8 00

## STAPLES.

Poultry netting, 100 lbs. .... 6 70  
Bed, 100 lbs., No. 14 ..... 6 75  
Blind, per lb. .... 0 12  
Coopers' staples, 45 per cent.  
Bright spear point, 75 per cent.

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

## STOVE BOARDS.

Lithographed, 60 and 10.

## STOVEPIPES.

5 and 6 inch, per 100 lengths.... 7 52  
7 inch, per 100 lengths ..... 8 18  
Nestable, 40 per cent.

## STOVEPIPE ELBOWS.

and 6-inch common, per doz..... 1 20  
7-inch, per doz. .... 1 35  
Polished, 15c per dozen extra.  
Thimbles, Empire, 70 per cent.

## STOCKS AND DIES.

No. 20 Beaver Die Stock. .... 18 75

## STONES-OIL AND SCYTHE.

	Dozen	5 10
Washita Oil, No. 1, 6 in., 7 in., 8 in., 9 in., 10 in., 11 in., 12 in., 13 in., 14 in., 15 in., 16 in., 17 in., 18 in., 19 in., 20 in., 21 in., 22 in., 23 in., 24 in., 25 in., 26 in., 27 in., 28 in., 29 in., 30 in., 31 in., 32 in., 33 in., 34 in., 35 in., 36 in., 37 in., 38 in., 39 in., 40 in., 41 in., 42 in., 43 in., 44 in., 45 in., 46 in., 47 in., 48 in., 49 in., 50 in., 51 in., 52 in., 53 in., 54 in., 55 in., 56 in., 57 in., 58 in., 59 in., 60 in., 61 in., 62 in., 63 in., 64 in., 65 in., 66 in., 67 in., 68 in., 69 in., 70 in., 71 in., 72 in., 73 in., 74 in., 75 in., 76 in., 77 in., 78 in., 79 in., 80 in., 81 in., 82 in., 83 in., 84 in., 85 in., 86 in., 87 in., 88 in., 89 in., 90 in., 91 in., 92 in., 93 in., 94 in., 95 in., 96 in., 97 in., 98 in., 99 in., 100 in.	3 50	4 00
No. 2, 6 in., 7 in., 8 in., 9 in., 10 in., 11 in., 12 in., 13 in., 14 in., 15 in., 16 in., 17 in., 18 in., 19 in., 20 in., 21 in., 22 in., 23 in., 24 in., 25 in., 26 in., 27 in., 28 in., 29 in., 30 in., 31 in., 32 in., 33 in., 34 in., 35 in., 36 in., 37 in., 38 in., 39 in., 40 in., 41 in., 42 in., 43 in., 44 in., 45 in., 46 in., 47 in., 48 in., 49 in., 50 in., 51 in., 52 in., 53 in., 54 in., 55 in., 56 in., 57 in., 58 in., 59 in., 60 in., 61 in., 62 in., 63 in., 64 in., 65 in., 66 in., 67 in., 68 in., 69 in., 70 in., 71 in., 72 in., 73 in., 74 in., 75 in., 76 in., 77 in., 78 in., 79 in., 80 in., 81 in., 82 in., 83 in., 84 in., 85 in., 86 in., 87 in., 88 in., 89 in., 90 in., 91 in., 92 in., 93 in., 94 in., 95 in., 96 in., 97 in., 98 in., 99 in., 100 in.	2 50	3 00
Hindostan oil .....	0 18	0 16
" Axe .....	0 16	0 15
Deer Creek .....	0 16	0 15
Deerlick .....	0 16	0 15
" Axe .....	0 16	0 15
Lily White, 6 in., 7 in., 8 in., doz. ....	6 00	6 60
Arkansas .....	1 60	
Water-of-Ayr .....	0 10	
Scythe .....	3 50	5 00

## TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.;  
tinned, 80, 15; (in kegs), 40; cut tacks,  
blued, in dozens only, 80 and 10; 1/4  
weights, 60; Swedes cut tacks, blued  
and tinned, bulk, 85 and 5 in dozens, 75  
and 10; Swedes upholsterers', bulk, 90;  
brush, blued and tinned, bulk, 70 and

10; Swedes gimp, blued, tinned and  
japanned, 82 1/2; zinc tacks, 35; leather  
carpet tacks, 35; copper tacks, 45; cop-  
per nails, 50; trunk nails, black, 55  
and 10; trunk nails, tinned and blued,  
65 and 10; clout nails, blued and tinned,  
65 and 10; chair nails, 35 and 10;  
patent brads, 40 and 10; fine finishing,  
40 and 10; lining tacks, in papers, net;  
liningtacks, in bulk, 15; lining tacks,  
solid heads, in bulk, 75; saddle nails, in  
papers, 10; saddle nails, in bulk, 15;  
tufting buttons, 22 line in dozens only,  
60; zinc glaziers' points, 5; double point-  
ed tacks, papers, 90 and 10; double  
pointed tacks, bulk, 55; clinch point  
shoe rivets, 45 and 10; cheese box tacks,  
87 1/2; trunk tacks, 80 and 20; strawberry  
box tacks, 80 and 10.

## TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. ....	3 00
Lufkins, linen, No. 404, 66 ft., ea. steel, No. 264, 66 ft., each	0 94
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821, Steel, No. 1840, 60 ft. ....	1 95

## TROWELS.

Diston's, 10 per cent.

## THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

## TINNERS' TRIMMINGS.

Discount, 45 per cent.  
Plain and retinned, 75 and 12 1/2.

## TRAPS (STEEL GAME).

Newhouse, 30 per cent.  
Hawley & Norton, 40, 10 and 5 p. c.  
Victor, 60 and 5 per cent.  
Oneida Jump (Star), 50, 10 and 5 p. c.

## TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps .....	0 60
" Rat Traps .....	1 20
Easy Set Mouse Traps .....	0 45
" Rat .....	0 95
Blizzard Mouse Traps .....	0 45
" Rat Traps .....	0 95
Hold-Fast (formerly Devil) Mouse Traps .....	0 25
Hold-Fast (formerly Devil) Rat Trap .....	0 80
5-Hole Tin Chokers .....	0 80

## VACUUM CLEANERS.

Eureka Electric, each ..... 35 00

## VISES.

Per pound .....	0 12	0 12 1/2
Hinged pipe vise, 25 lbs. ....	3 65	
Saw vise .....	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

## WASHING MACHINES.

New Ontario .....	41 25
Round, re-acting, per doz. ....	81 25
Square, re-acting, per doz. ....	77 50
Dowsell .....	62 50
New Century, Style A .....	101 25
Ideal Power .....	180 00
Velox .....	180 00
Daisy .....	73 25
Stephenson, net .....	72 00
Puritan Motor .....	165 00
Connor Ball Bearing .....	112 50
Connor Gearless Motor Washer ..	180 00
Gem .....	101 25
I.K.L. ....	121 50
Winnet, C. Cor. No. 2 & 3 .....	85 00
20 per cent.	

## WRINGERS.

Royal Canadian, 11 in., doz.....	47 50
Eze, 11 in., per doz. ....	51 75
Bicycle, 11 inch .....	59 25
Trojan, 12 inch .....	100 00
Favorite 511E .....	61 50
Unexcelled 1041E .....	75 50
Challenge 311E .....	54 00
Gem 141E .....	51 75
Sunlight, 11 .....	44 50
20 per cent.	

## WHEELBARROWS.

Navy, steel wheel, dozen .....	21 20
Garden, steel wheel, dozen .....	32 40

## WHIFFLETREES.

Tubular steel whiffletrees, 28 in... 0 70	
" " " 34 in... 1 00	
" " " 36 in... 1 25	
" " neckyokes, 36 in... 1 25	
" " doubletrees, 40 in... 0 95	
" " lumbermans, 44 in... 0 95	

## WOOD HANDLES.

Second growth ash fork, hoe, rake and  
shovel handles, 45 per cent.  
Extra ash fork, hoe, rake and shovel  
handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and  
shovel handles, 50 per cent.  
Carriage neckyokes, oval and whiffles,  
Carriage neckyokes and whiffletrees, ash

35, hickory, 40 per cent.

Team neckyokes oval and round whiffle-  
trees, hickory and ash, 35 per cent.  
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35

per cent. Wrenches.

Agricultural, 67 1/2 per cent.

## WROUGHT IRON WASHERS.

Canadian, 40 per cent.

## WOODENWARE.

### BAKE BOARDS.

With rim, 18x24, per doz.....	4 50
With rim, 18x28, per doz.....	5 00
With rim, 20x30, per doz.....	5 50
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 50
Without rim, 20x30, per doz.....	5 00

### IRONING BOARDS.

Size 12x60 ins., per doz.....	5 75
Size 14x60 ins., per doz.....	6 25
Folding, 12x60 ins., per doz.....	15 00

### SLEEVE BOARDS.

Basswood, stationary, doz.....	1 50
Folding, per doz. ....	3 50

### WASH BOARDS.

Glass, doz. ....	
Enamelled, doz. ....	

### CLOTHES BARS.

3 sections, 4 ft., doz.....	4 25
3 sections, 5 ft., doz.....	5 50
3 sections, 6 ft., doz.....	7 25

### CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

### CLOTHES PINS.

Common, 5 gross in box, per box 0 65  
Spring clothes pins, per box.....

### WOOD WASH TUBS.

Standard size, doz. ....

### TUB AND WRINGER STANDS.

Folding frame, doz. ....

## (WINNIPEW HARDWARE QUOTA- TIONS)

(Ax Handles)—Oval and octagon, s.g.  
hickory, \$3.50; No. 1, \$2.40; 2, \$1.95;  
p.g. oak, \$2.90.

(Auger Bits)—"Irwin" bits, 47 1/2; other  
lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., \$2.06 f.o.b.  
Fort William, \$2.41 Winnipeg; Glidden  
2 pt., \$1.94 Fort William, \$2.27 Winni-  
peg; Baker 2 pt., \$1.93 Fort William,  
\$2.25 Winnipeg; Waukegan 2 pt., \$1.94  
Fort William, \$2.25 Winnipeg; Alberta  
2 pt., \$1.90 Fort William, \$2.18 Winni-  
peg; American special 2 pt., \$1.58 Fort  
William, \$1.81 Winnipeg; Plain twist,  
\$2.90 Fort William, \$3.38 Fort William;  
Coil spring, No. 9, per 100 lbs., Fort  
William, \$2.32; Winnipeg, \$2.72. Prices  
quoted for barbed wire are for spools  
of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60;  
7-16 and larger, 60; machine, 1/2  
and under, 60 and 5; 7-16 and over, 50;  
machine set screws, 65; plough bolts, 45;  
square and hexagon nuts, cases, 2;  
small lots, 2 1/2; stove bolts, 77 1/2; sleigh  
case bolts to 1/2, 50 1/2; 7-16 and up,  
40 1/2.

(Bar Iron)—Bar iron, \$2.75; Swedish  
iron, \$4.75; sleigh shoe steel, \$2.85;  
spring steel, \$3.40; machinery steel,  
\$3.50; tool steel, Black Diamond, 100  
lbs., \$5.50; Jessop, \$15.

(Blocks)—Steel, 50 per cent.; wood, 60  
per cent.

(Cut Nails)—\$3.35 per keg base. Wire  
nails, base, \$2.90 Winnipeg.. \$2.50 Fort  
William.

(Copper)—Sheet and planished copper,  
30c per lb. Tinned, 24c. Copper wire,  
3-inch gage, 24c to 20-inch gage, 28c.  
Crowbars—4 1/2c per lb.

(Corrugated Iron)—28 gage, \$4.60; 26  
gage, \$5. Pressed standing seamed  
roofing, 28 gage, \$5.85; 26 gage, \$6.20.

(Canada Plates)—Half polish, 6-7 inch,  
\$3.65; 8 inch, \$3.90; full polish, 6-7 inch,  
\$4.50; 8 inch, \$4.75.

(Clevises)—7 1/2c per lb.

(Enamelware)—Canada, 50; Imperial,  
60; Premier, 50; Colonial 50; white, 70  
and 5; diamond, 50; granite, 60 per  
cent.

(Files)—American, 75 p.c.; Black Dia-  
mond, 60 p.c.; Nicholson's, 65 p.c.  
(Galvanized Iron)—Apollo, 18 gage,  
\$1.20; 18 gage, \$4.20; 20 gage, \$4.30; 22  
and 24, \$4.48; 26, \$4.60; 28, \$4.85; 30 or  
10 1/2 oz., \$5.10. Fleur-de-Lis, Queen's  
Head.

28G (equal 10 1/2 oz.) .....	5 10	5 35
26G (equal 28 Amer.) .....	4 85	5 10
24G .....	4 40	4 65
22G .....	4 40	4 65
20G .....	4 30	4 55
18G .....	4 20	4 45
16G .....	4 20	4 45

(Galvanized Ware)—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

(Glass, Window)—single, first break up  
to 25 united inches, \$4.25; 26 to 40, \$4.50;  
41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70,  
\$6.00; in 100 foot boxes. Double glass,  
up to 25 united inches, \$5.75; 26 to 40,  
\$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25; 71  
to 80, \$8.75; 71 to 80, \$9.75, in 100 foot  
boxes.

(Horseshoes)—"M.R.M." and "Bell"  
iron, No. 0 to 1, \$4.90; No. 2 and larger,  
\$4.65; snowshoes, No. 0 to No. 1,  
\$5.15; No. 2 and larger, \$4.90; steel No.  
0 to 1, \$5.35; No. 2 and larger, \$5.10;  
featherweight, \$6.50.

(Horse Nails)—"M.R.M." cold process  
—No. 3, \$4.30; c. \$3.80; 5, \$2.75; 6,  
\$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11  
and 12, \$2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per  
cent.

(Hinges)—Light T and strap, 65 per  
grass, \$1.70.

(Iron Washers)—Full box, 40 per cent.;  
smaller lots, 35 per cent.

(Iron Pipe)—Black, 1/4 inch, \$2.65; 3-8  
inch, \$2.80; 1/2 inch, \$3.35; 3/4 inch, \$4.10;  
1 inch, \$5.10; 1 1/4 inch, \$8.20; 1 1/2 inch,  
\$9.75; 2 inch, \$13.20; 2 1/2 inch, \$20.25; 3  
inch, \$27.35; 3 1/2 inch, \$32.75; 4 inch,  
\$38.75; 4 1/2 inch, \$43.75; 5 inch, \$50.60; 6



# Jamieson's Floor Enamel

## Stays Sold

That's the important feature of **any** stock. No dissatisfied customers, no complaints because the article is not what it is claimed to be,—nothing but complete satisfaction and **repeat orders**.

**Over half a century of concentrated effort is in every can we ship.**

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ESTABLISHED 1858

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**—KEEPS OUR FACTORIES**  
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MONTREAL  
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LIMITED  
**PAINT MANUFACTURERS**

CHICOGA  
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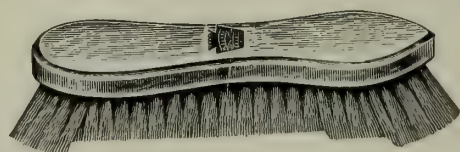
# RAMSAY'S DUL-TONE

a washable, sanitary, flat finish for interior decorations. An oil paint without a gloss. Made in sixteen tints, also black and white.

Equally good for woodwork, plaster, steel ceilings, canvas, beaver and wall board, etc. Produces a soft, beautiful and durable finish which is permanent, sanitary and washable.

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**Paint Makers Since 1842**



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by the look of a Brush how it is going to wear, and therefore it is important that you buy goods that are backed up by the reputation of a reliable manufacturer. Every Brush bearing the Key-stone Brand is guaranteed to give satisfaction, and you can place them in the hands of your customers with confidence.

Manufactured by  
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Limited  
PORT ELGIN, ONT.



## If you are looking

for a paint that will give satisfaction under all conditions, sell NEW ERA PAINT. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for NEW ERA everywhere its merits are known.

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The practical painter knows the quality and value of  
**SHERWIN-WILLIAMS VARNISHES**

How much easier it is to sell an article of established quality and value than one which has yet to gain the confidence of the consumer. The excellence of Sherwin-Williams Varnishes has made them popular with painter and householder alike. Now is the time for you to push these three special varnishes if you wish to make profitable varnish sales this year. Ask us for more particulars.



An all-round general purpose varnish that withstands the sun and weather and gives great satisfaction on interior woodwork subject to scrubbing and cleaning. It dries in 8 to 10 hours, and produces an excellent finish for doors, porches, fronts of stores, boats, carriages, etc. It is made from only the hardest and toughest grade of Kauri Gum, strictly pure linseed oil, turpentine and drier.



For general inside use Excello has no superior. It has a brilliant and permanent lustre that makes it particularly suitable for wainscoting, inside doors, etc. It is pale in color, very transparent, and gives splendid satisfaction on the finest and most delicate grained woods. It is superior to any hard oil finish. It flows evenly and freely, and dries in six hours, and is hard in eighteen hours.



The varnish made to be walked on. It is tough and elastic, and will resist the hard wear on floors. It produces a hard and durable surface, which will take a beautiful rubbed effect, and which is not easily marred or scratched. It dries dust free in six hours, and can be walked on in twenty-four to thirty-six hours. It is suitable for linoleum, oilcloth, etc. Mar-not works well and flows out evenly under the brush. There is not a better floor varnish on the market than Mar-not.



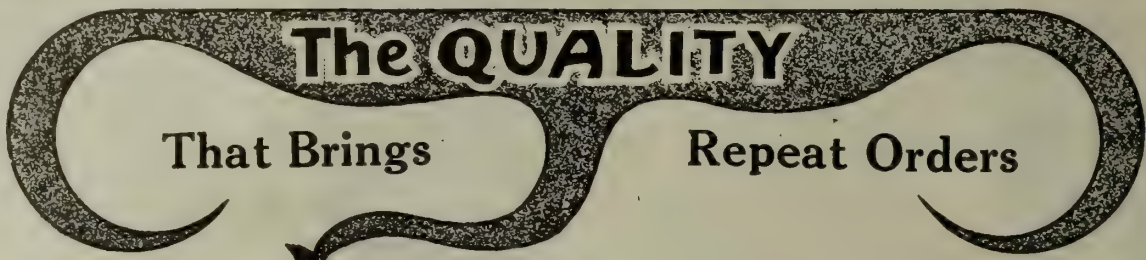
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PAINT, VARNISH & COLOR MAKERS  
LINSEED OIL CRUSHERS



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OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, LONDON, ENG.





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are the most decorative materials for all buildings, public or private.

## MINERVA FRESCONETTE

The perfect Washable Flat Wall Finish, stands without any rival for the decoration of walls and ceilings where beauty and absolute sanitation are of prime importance.

Color Chart and Specifications supplied upon request.

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Established in England 1834

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"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire  
Straightened and Cut to Length

**WIRE NAILS**  
All Standard  
and Special Gauges

**LATH NAILS:** We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel  
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IRON & STEEL CO.  
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SYDNEY, N.S.

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## The Rooster does the Crowing

But it's the hen that  
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eggs.

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Makers of YALE Products in Canada: Locks, Padlocks,  
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.







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Made safe from Marring Room or Furniture—No. 1, 10 in. head, \$1.50. No. 2, 14 in. head, \$2.00.

## You can Interest Every Housewife with Tarbox Brand Chemically Treated Dry Dusting Mops and Cloths

These mops and cloths are so treated that they absorb and hold dirt until thoroughly washed out in soap and hot water.

As long as the fabrics last, the absorbing and polishing qualities are retained.

We cannot recommend this Polisher too strongly for walls and ceilings.

*Your Jobber can Supply You.*

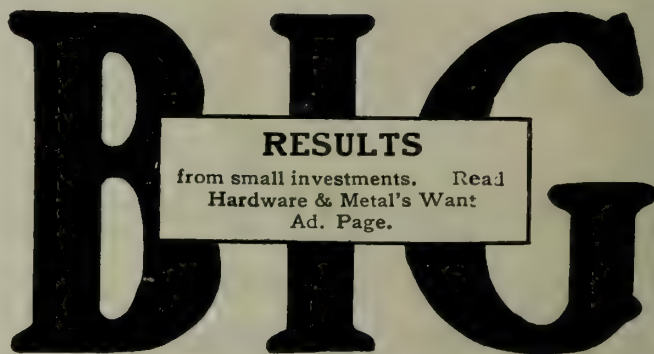
**TARBOX BROTHERS,** TORONTO ONTARIO



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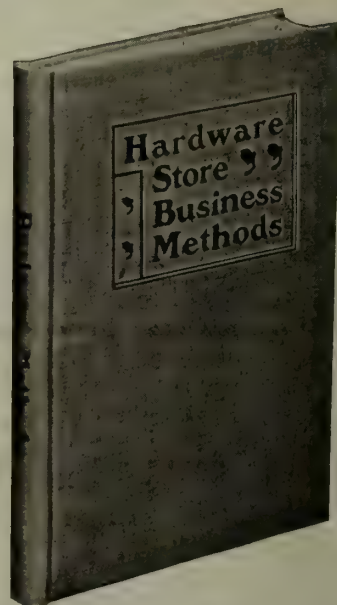
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The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid .....\$1.10



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will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

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Order from your jobber or write direct.

Collette Manufacturing Co.  
Collingwood Ontario

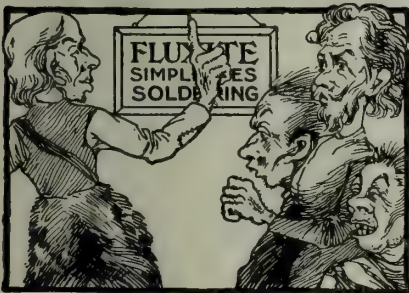
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## The Way To Do It

Wrap all your tools having highly polished surfaces in our **Wax Paper** and they will not lose their original attractiveness. Fine tools that are not covered cause the dealer to lose much time in cleaning and polishing in an effort to keep them in bright and saleable condition.

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**British American Wax Paper Co.**  
LIMITED  
Darling Building, Toronto



### Chorus of Plumbers

Then let thy fragrant incense be  
An inspiration sweet to me  
And I will sing my songs to thee;  
**FLUXITE.**

Anyone can use it. Engineers and other mechanics will have

# FLUXITE

the paste flux that

## SIMPLIFIES SOLDERING

and lead jointing

Easy to use.

Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.  
Of the Jobbers and Factors in small and large tins. Remember it in your indents.  
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

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OUTWEAR  
ANYWARE

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Special Grand  
Prize

GOLD MEDAL  
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For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

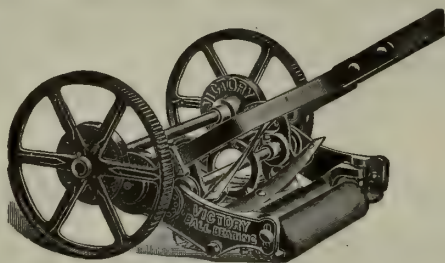
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Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.

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HAND MOWERS and HORSE MOWERS

All Our Hand Mowers  
Are Ball Bearing

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Safeguards The  
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Thousands Of  
File Users  
EVERYWHERE

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tried and subjected to  
comparative tests, and  
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will promptly replace  
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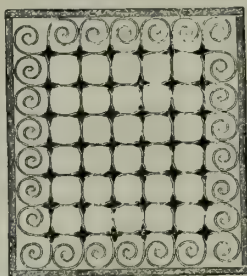
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Files from 3 to 24  
inches that are  
made absolutely of  
CRUCIBLE  
STEEL"

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All Kinds

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QUALITY. Better write to us.

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Manufacturers of

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OPEN HEARTH STEEL



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There is not a Furnace, Cooking Stove, Heating Stove or  
large Stack built that will not burn up from  $\frac{1}{3}$  to  $\frac{1}{2}$  more fuel  
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Saves fuel, prevents over-  
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fire and even temperature  
day and night. Elimina-  
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Easily adjusted. Fits  
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whole family happy.

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Happy

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Guaranteed**

Try an ARNOLD DAMPER  
on your stove for 60 days. Keep strict account  
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Ceiling Plate.

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MOP**

**WRINGER**



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It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable White Mop Wringer Co.



**MADE IN CANADA**



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WRINGER CO.**  
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**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and  
BRIGHT CHAIN of all kinds.  
EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

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Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

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**Satisfies All Buyers**

It is conceded to be the Easiest Running and Most Durable Barrow in the Dominion.

Has iron wheel, iron shoes and braces.

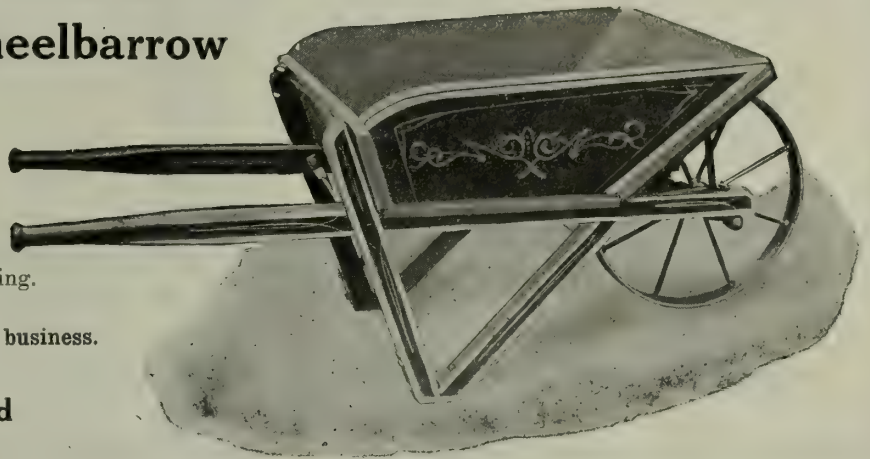
Load is well over the wheel when running.

Hardwood box and frame.

Give it a trial—the quality will build your business.

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The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are

## The "BAYARD" Selfloading Pistol

**9 m/m Bore. (.38 cal.)**

unsurpassed. A bullet from the Bayard Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

**ADOPTED BY THE SPANISH  
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Write for our free descriptive Booklet

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P.O. BOX 580

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Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

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We also recommend our WIRE NAILS and STAPLES as inferior to none.

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Harry F. Moulden, Winnipeg, Man.



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GROUND LITHARGE  
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WHITE LEAD IN OIL**

Agents in Canada for:  
**Lindgens & Sohne—Mulheim-am-Rhein**  
**Foster, Blackett & Wilson, Limited,**  
**Newcastle-on-Tyne.**

**B. & S. H. THOMPSON & CO.**  
**LIMITED**  
**TORONTO MONTREAL WINNIPEG**



**National Steel  
Rim Locks**

**STRONGEST AND SAFEST**  
Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements

Write us  
for parti-  
culars and  
prices

**NATIONAL  
HARDWARE  
CO., Limited**

ORILLIA, ONT.  
CANADA



**IF YOU WANT**



**DOOR CURTAIN RODS  
DESK OR HAND RAILS  
STAIR TREADS & NOSINGS  
TUBES, BEADINGS  
MOULDINGS OR  
ANY KIND OF  
BRASSWORK**  
Get them from you may as well have the best obtainable.  
Write us for quotation.

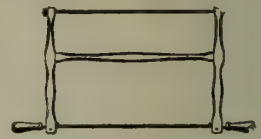
**WILLIAMS BROS & PIGGOTT Limited**  
Herbert Rd., Small Heath, Birmingham.

**MILLERS FALLS TOOLS**

Have been "familiar as household words" for over forty years.

**QUALITY ALWAYS**

has been our policy, and on this foundation we have built up a trade as broad as the world.



Turning Saw.

**OUR LINE INCLUDES**

Breast Drills—Braces —  
Hack Saws — Hack Saw  
Frames—Mitre Boxes —  
Boring Tools—Fret Saws  
—Vises, etc., etc.



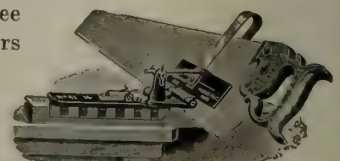
Universal Angular Bit  
Stock No. 109, with Barber  
Improved Chuck.

Each and every one representative of the best of its class.

For tools worth using, see our catalog. A copy yours for the asking.

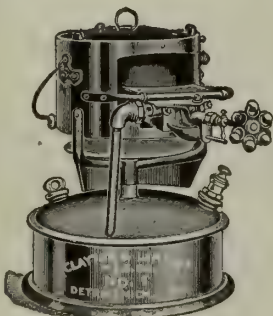
**MILLERS FALLS  
COMPANY**

28 Warren St., New York



Star Mitre Box No. 41.

**WHEREVER GASOLINE IS USED**



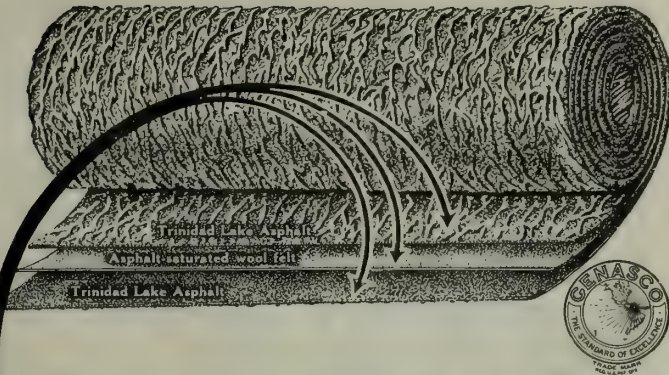
No. 1 Fire Pot  
Price Each \$7.80 Net

You will find C. & L. Fire Pots and Torches give the user perfect satisfaction. The No. 1 Fire Pot tank is made of heavy, galvanized iron, thoroughly reinforced, making it strong and more durable than if made of any other metal. The burner is made of special bronze generator metal, which retains the heat longer, super-heating the gas before it is burned, and producing an intensely hot blue flame not affected by wind or extreme cold. The No. 1 will soon save its cost in the saving of fuel alone.

Your nearest jobber will be pleased to supply at factory price.

**Clayton & Lambert Mfg. Co.**  
DETROIT, MICH., U.S.A.





## Trinidad Lake Asphalt gives roofing lasting life

It is natural asphalt and has natural oils that keep it pliable and give it resistance to all kinds of weather. It is Nature's everlasting waterproofer—and we use it to make

# Genasco

THE TRINIDAD-LAKE-ASPHALT

## Ready Roofing

You know the benefit, Mr. Merchant, of selling roofing that is sure to give satisfaction.

This is the roofing!

Stock it and give yourself a square deal, as well as please your customers.

Good as Genasco is, the Kant-leak Kleet (which waterproofs the seams without cement) makes it more-to-be-wanted than ever.

Order from your jobber.

Write us for samples and full information.

## The Barber Asphalt Paving Company

Largest producers in the world  
of asphalt and ready roofing

PHILADELPHIA

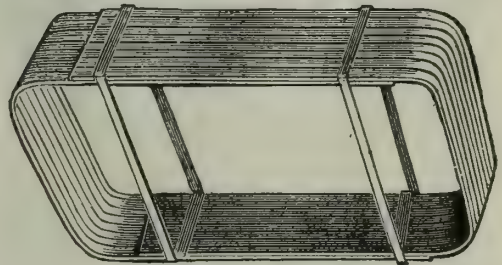
NEW YORK      SAN FRANCISCO      CHICAGO

Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto. Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden & Co., Ltd., 200 York St., London, Ont. The Canadian Asphalt Co., Ltd., Winnipeg, Man.

Trinidad Asphalt Lake



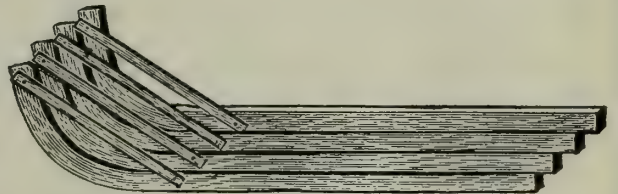
## High Grade Carriage, Wagon Automobile, Cutter & Sleigh Woodwork



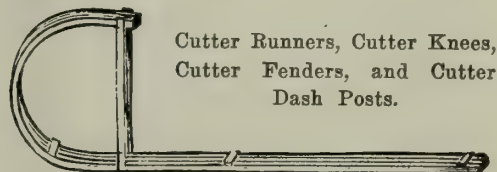
Buggy Bows, Automobile Bows, Express Bows.



Buggy Rims, Wagon Rims, Automobile Rims,  
Agricultural Rims, all sizes and heights.



Sleigh Runners—All Bends.



Cutter Runners, Cutter Knees,  
Cutter Fenders, and Cutter  
Dash Posts.

Our bent goods are not excelled in Canada, so demand the "Merritt" make from your jobber. If they do not have them order direct from the factory.

**Merritt & Company**  
CHATHAM, ONT.





# YOU

## Are the Pivot around which Our Whole Policy Swings

There is *just one reason* for the tremendous success of the Pilabrago Lighting Goods Line—success from our standpoint and from that of every merchant who handles our products.

We study *your* problem. We study the public you meet. We know exactly what will sell, and *we make nothing else.*

That's why Pilabrago is the most salable line of lighting goods on the continent—*which it IS.*

Our customers are an army of money makers. They're a *live bunch.*

*Won't YOU join us?*

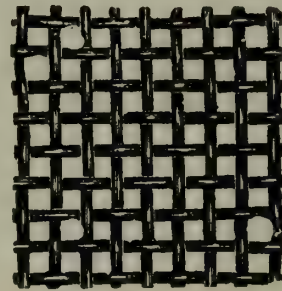
**The Pittsburgh Lamp, Brass & Glass Co.  
of Canada, Limited**

113 Wortley Road,  
London Ontario.



R. E. Davis,  
Representative.

## Canada Wire & Iron Goods Co. HAMILTON, CANADA



Manufacturers of  
**Double Crimped  
Wire Cloth and  
Wire Screening**  
for all purposes  
of Iron, Brass,  
Copper, Bronze,  
Galvanized and  
Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles  
and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders'  
Riddles, Garden Wire Work, Steel Factory  
Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

**ENQUIRIES SOLICITED.**

## WINDMILL POWER IS GROWING IN POPULARITY

for Pumping and it is not equalled by any power



Thousands of Farmers who have done their first power pumping by gasoline engines have become tired of it and are buying windmills. The cost of gasoline, oil, batteries and repairs, along with the time it takes to start and stop an engine in pumping for 150 head of stock and the average farm home with a gasoline engine will buy every year a

### BAKER GALVANIZED WIND ENGINE

It takes no fuel and requires no engineer, and stock will have water at all times.

The Heller-Aller line of windmills, pumps, steel tanks and well supplies will certainly increase your business with great profit to yourself and customers.

Write for catalogue No. 45 and our selling proposition to dealers.

**The Heller-Aller Company**  
Windsor, Ont.

## Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools

A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.

The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

**BUCK BROTHERS**

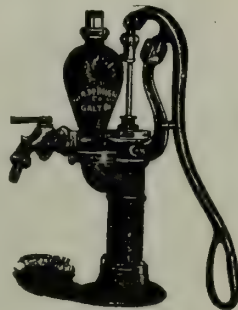
Millbury, - - Mass., U.S.A.

## MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right  
it will leak at joints or valves.

"Aremacdee" pumps do not give deal-  
ers who sell them  
trouble and loss from  
defective service in  
"Aremacdee" pumps  
sold customers.

Pumps for every  
use—hand or motor—  
force or lift—every  
type a dealer can sell.



*All in the big catalogue. Ask for it—  
for dealer prices—for dealer terms.*

The  
**R. McDougall Co., Limited**  
GALT, CANADA

## UP TO DATE GARAGE CO.

Wise & Co.

Hardware.

Gentlemen:

Please duplicate our last  
order for two barrels of Red  
Seal Dry Batteries.

They sell faster and  
give better satisfaction  
than any other battery we  
have ever handled.

Yours truly,



## Sell the Battery that makes customers for you

Every time you sell a Red Seal Battery to a new cus-  
tomer you make a steady customer. Red Seal Dry  
Batteries hold trade because they are Guaranteed to  
give satisfaction—and because they do give satisfac-  
tion!

Our extensive advertising campaign has created a wide-  
spread demand for

## Red Seal Dry Batteries

Battery users everywhere are learning that no other dry  
cell gives such all-round satisfactory service.

Unlike ordinary batteries of high-ampere, they are  
not subject to rapid deterioration—a fact that is recognized  
by motorists, owners of motor boats and others whose  
batteries are subjected to severe tests in actual service.

Red Seal Dry Batteries are made in three capacities—20,  
30 and 35 amperes, 1½ volts per cell. Each battery is cover-  
ed by the following:

### GUARANTEE

If Red Seal Dry Batteries do not prove satis-  
factory, we will supply new Batteries without  
cost, issue credit for same, or refund purchase  
price, including transportation charges.

This Guarantee protects both you and your  
customers.

The minute you begin to sell Red Seal Dry Batteries you  
put your battery business on a bigger and better-paying  
basis. Other dealers are doing it. Why not you?

Write our nearest Branch to-day for a trial barrel.

**THE CANADIAN  
H. W. JOHNS-MANVILLE CO., LIMITED**

Sole Selling Agents for Red Seal Dry Batteries in Canada

Manufacturers of Asbestos and Magnesia Products **ASBESTOS** Asbestos Roofings, Pack-  
ings, Electrical Supplies, Etc.

**TORONTO MONTREAL WINNIPEG VANCOUVER**

1951



**Peter Orr & Son's**  
Flexible

**GLASS PAPER**

**GLASS and EMERY  
CLOTH**

HAVE A REPUTATION  
OF NEARLY 100 YEARS

Order through our Canadian Agent:  
**George Peatt & Co., Box 1651, Winnipeg, Man**

WORKS:

**280 Cathedral Street, Glasgow**

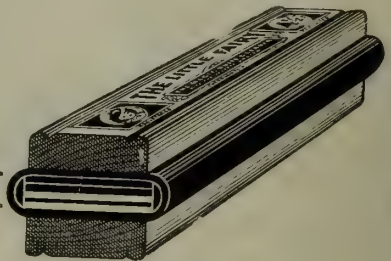
## THE KNIFE CLEANER

with the largest demand and sale  
of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, Patented, for 8 dollars per gross, cash on delivery.

Felt for Polishing  
Cork for Cleaning



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

**WILLIAM MACKAY**

**104 RENFREW STREET, GLASGOW**

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO

## A Good Year-round Seller!!

is within your reach. Seize  
this opportunity to stock

## The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

**Steel Trough & Machine Co., Ltd.**

TWEED - : ONTARIO

Stocked in West by  
The J. H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary  
Gordon & Son, Eburne, B.C.

## The Michaelmass-Fair

At LEIPZIG (Germany) for the wholesale and retail trade will commence on

**Sunday, August 31, 1913**

And closes Sunday, September 21st.

### THE SAMPLE FAIR

For CERAMIC, METAL-WARE, LUXURY & SPORTING ARTICLES, ETC.) to occupy the FIRST WEEK ONLY

**THE NEWLY ESTABLISHED GERMAN SHOE AND LEATHER FAIR AT LEIPZIG**

Will Take Place From

**AUGUST 31 to SEPTEMBER 3**

At the rooms of the TURNER HALLS, Leplay St., 11 Turner St. Information obtainable through "Verein Deutsche Schuh & Ledermesse, j. P.—Leipzig, Querstrasse 13.

In connection herewith the FALL LEATHER FAIR AT LEIPZIG remains as usual and opens

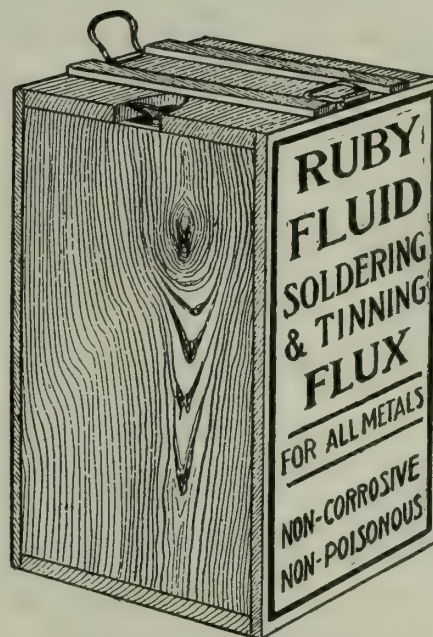
**WEDNESDAY, SEPTEMBER 3**

As well as the FAIR EXCHANGE for the LEATHER INDUSTRY, opens same day from 4 to 6 P.M., in the large hall of the New BOURSE, BLUECHER-PLATZ.

Lodgings for the Fair arranged through Business Office of the "Verkehrsverein, Handelshof, Naschmarkt."

Leipzig, June 17, 1913.

THE COUNCIL OF THE CITY OF LEIPZIG (GERMANY).



## Get This Can On Your Counter

Mechanics will be attracted and the Cans will move.

Mechanics are good buyers. Give them good goods and you have all their trade.

## Therefore Give Them "RUBY FLUX"

Use it in your own Tinshop. It is non-corrosive and non-poisonous. A Soldering and Tinning Fluid that goes further and really costs less.

If our Travellers have not called, we will send a sample.

**The  
Canadian Ruby Chemical  
Co., Limited**

603 Builders' Exchange Building,  
Winnipeg, :: :: Man.



Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

**SCHRAMBERGER UHRFEDERNFABRIK,**  
G.m.b.H

[Manufacturers of Safety Blades

**SCHRAMBERG (WURTEMBERG) GERMANY**

Representatives for Canada:

Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.



**JOSEPH RODGERS & SONS**  
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

**CUTLERY**

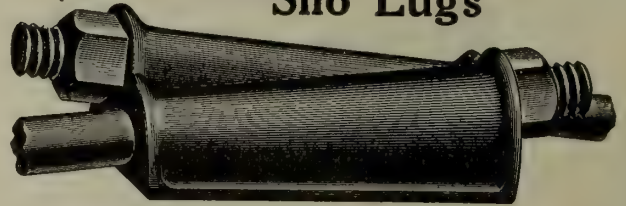
By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

**James Hutton & Company**  
MONTREAL

**Silo Lugs**



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods  $\frac{3}{8}$  to  $1\frac{1}{2}$ —flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

**Otterville Mfg. Co'y., Limited**  
OTTERVILLE, ONTARIO

**HEADQUARTERS FOR LAMPBLACKS**

Old Standard, Eagle, Pyramid & Globe



**GERMANTOWN  
LAMPBLACKS**



are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.

Why buy the Bear Brand when the Best is Procurable?

**The L. Martin Co.** Established 1849  
NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.



BABBITT YOUR JOURNALS WITH

**ARCTIC METAL**

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

**Tallman Brass & Metal Co.**  
HAMILTON, ONT.

**AUTOMATIC FEEDER FOUNTAINS**

Patents Pending.

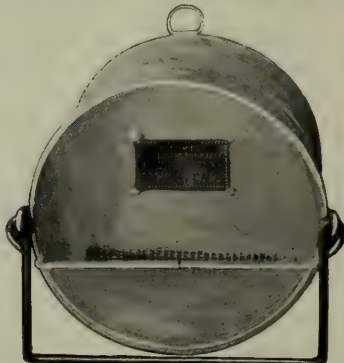
35c will bring you a Sample

**CHI-KEN**

It's a Practical Poultry Necessity. Get ONE—Try it — Then you'll Buy.

Manufactured by

**WILL. H. COTTON**  
SALEM, NEW YORK



**CEMENT SIDEWALK TOOLS  
OF EVERY DESCRIPTION**

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

**T. Slack & Co.**

5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599

Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.



**High Grade Builders' Hardware**

including

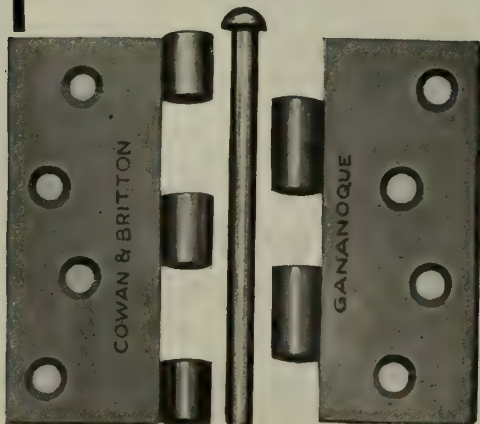
**Hinges, Butts Hasps Etc.**

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods. Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.



**COWAN & BRITTON, LIMITED,**

**GANANOQUE, ONT.**





# BLACK JACK

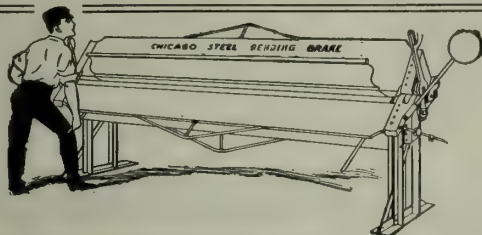
**QUICK  
CLEAN  
HANDY**

½-lb. tins—  
3 doz. in case



**TRY IT**

**SOLD BY  
ALL  
JOBBER**



**CHICAGO STEEL BENDING BRAKES**  
(Made in 200 sizes)

If you are in the market for a Bending Brake apply to us for catalogue and price list. There is no use trying to get along with antiquated tools. To be successful you must be up-to-date. The Steel Brakes do the largest variety of work with accurate results.

**THE STEEL BENDING BRAKE WORKS, LTD.**  
CHATHAM, ONT.

**THERE IS ONLY ONE  
GERMANTOWN LAMP BLACK**

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.



**THE LARGEST PRODUCER  
& SHIPPER IN U.S.A.**

## SILO RODS

**COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES**

Prompt Shipments



LONDON, CANADA

## Natural Gas Goods of every description

at

**T. F. BERMINGHAM'S**

20 John Street South  
HAMILTON, ONT.

## CASH or PARCEL CARRIERS

**SAVE TIME & MONEY**



**Quick Change Means Pleased Customers**

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



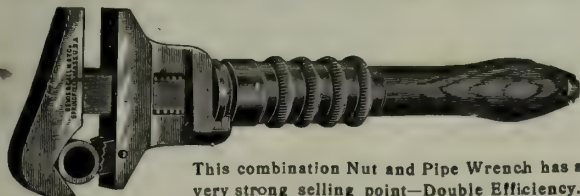
**CATALOG FREE**

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 115 HOLBORN LONDON E.C. ENG.

## A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency.

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



**BEMIS & CALL HARDWARE & TOOL CO.**  
Springfield, Mass., U.S.A.

When in the market for good, yet reasonably priced cutlery, particularly

## Table and Butchers' Knives

investigate the lines made by G. Perkinson, 113 Broad Lane, Sheffield, England.

For prices and samples apply to our sole agents (to the wholesale only).

**Godfrey S. Pelton & Son**

203 St. Nicholas Bldg., Montreal



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



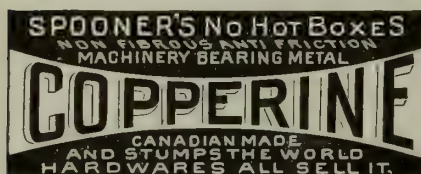
Ask your dealer for  
**GOLD COIN**  
**WIRE HAT and**  
**COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## HOUSE NUMBERS.

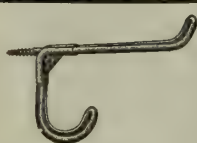
**STEEL** STAMPS  
LETTERS  
FIGURES  
HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

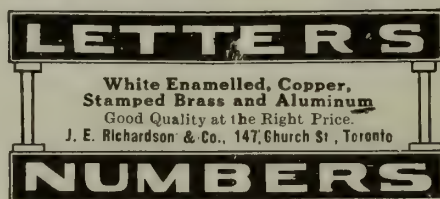
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

## HOOKS.



**HOOKS** Every style and size.  
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY  
121 Water St., New Haven Conn.



## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario

## CLIPPERS.



Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

J. H. BUTLER, Limited.



Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and Wire Strainers for Illustrated list on application. all kinds of Wire

## BOX STRAP



Get Prices From  
**J. E. BEAUCHAMP & CO.,**  
Coristine Building, Montreal

## MANUFACTURERS' AGENT.

**H. E. JOHNSON**

Factory Representative  
12 Melinda St.

TORONTO

Representing

Hupfield, Ludecking & Co.  
Ohio Shovel & Stamping Co.  
Cochran Pipe Wrench Mfg. Co.

## HERCULES SASH CORD



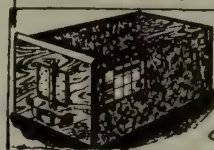
### THE BEST MADE

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

## HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL**  
HARDWARE SHELF BOX

Saves 20% Shelf Room

over standard boxes

Write for Catalogue and Price List  
**CAMERON and CAMPBELL**  
Toronto

## Moose Jaw Distributing Co.

Moose Jaw, Saskatchewan

Now visiting the Hardware and Implement trade. Open to handle a few new lines of hardware, implements, contractors' supplies, or road machines.

Storage facilities.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.



## Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW"  
Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by  
**DOUBLE CLAW HAMMER CO.**  
453 BROADWAY BROOKLYN, N.Y.



Reproduction of  
**NEW SEYMOUR SHOW CARD**  
12-in. by 15-in., in Handsome Colors.  
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to  
Henry T. Seymour Shear Co.  
Selling Agents, WIEBUSCH & HILGER, Ltd., New York  
A. MacFARLANE & CO. Montreal  
Canadian Agents



## OAKEY'S

The original and only  
Genuine Preparation  
for cleaning Cutlery,  
6d. and 1s. Canisters.  
**'WELLINGTON'**

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead Emery Glass  
and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

## Sharratt & Newth's Glaziers' Diamonds

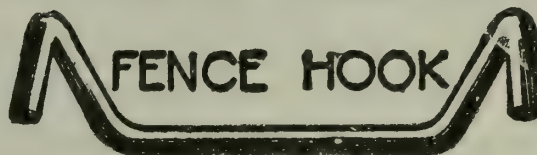
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and  
Painters' Supplies.

## GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on  
Wire Fences



WIRE NAILS, OILED SPRING  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED CLOTHES  
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

# TWO CENTS PER WORD

You can talk across the continent for two cents per word



with a WANT AD, in this paper



# LONDON

HIGH GRADE

Never Varies  
in Quality and Toughness

London Bar Iron is absolutely flawless and is  
uniform throughout, assuring the buyer intrinsic  
value for his money.

Our methods of production enable us to produce  
this high-grade Iron at the lowest prices. It will  
pay you to sell it—write us at once.

**London Rolling Mill Co., Ltd.,**  
LONDON - CANADA

Sales Agents, Ontario, Baines & Peckover, To-  
ronto. Manitoba, Bissett & Loucks,  
Ltd., Winnipeg.

# BAR IRON



# The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

## Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass  
Window and Leaded Glass  
Fancy and Wired Glass  
Mirrors and Bevelled Plates  
Plasters, Limes and Cements

No order too large or too small.

Building and Sheathing Papers  
Felt and Asbestos Papers  
Rubber Roofings and Roofing Papers  
Nails and Sash Pins  
Putty and Glaziers' Points

Prompt shipments our specialty.

Metallic Ceilings and Cornices  
Metallic Shingles and Sidings  
Sewer Pipe and Tilings  
Plasterers' Hair, Sash Bars, Brick  
Mantels, Grates and Tile.

Correspondence Solicited.

P.O. BOX 670

Cor. Manitoba and Sixth Avenue  
MOOSE JAW, SASKATCHEWAN

TELEPHONE 348

## Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS,  
GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

*Our Motto—"QUALITY"*

### THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue

WINDSOR, ONT.

## A NEW SNIP NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, \$1.00 each.

SUPPLIED IN JAPAN OR SPECIAL  
RUST PROOF FINISH.

There will be more No. 35 Snips sold  
than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

NATIONAL CUTLERY CO.,

MAKERS OF NATIONAL SHEARS AND SNIPS

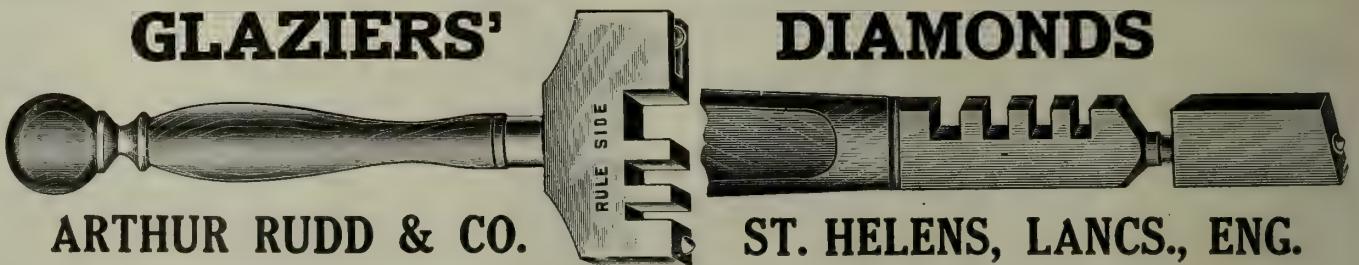
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PHILADELPHIA

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

## GLAZIERS'

## DIAMONDS



ARTHUR RUDD & CO.

ST. HELENS, LANCS., ENG.

TESTIMONIAL  
UNION PLATE GLASS CO., LIMITED.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal.

Write for Price Lists.

## The Quality of MONARCH CONVERTED



CAST STEEL  
BELL OR PLAIN  
FACE

**NAIL  
HAMMERS**

Makes Them  
Quick  
Sellers.

Every sale  
will lead to  
other sales.

These hammers  
are not only made  
of strong and dur-  
able material—they  
are excellently finished  
and very attractive.  
Particular customers can  
tell at a glance that this  
make of hammer is superior  
to any other.

Packed ½ dozen in a box.

Send a trial order. We guarantee  
all-round satisfaction.

**Monarch Hardware Co.**  
Buffalo, N. Y., U.S.A.



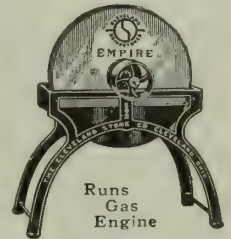
## Sell the Cleveland

The Grindstone With This Trademark

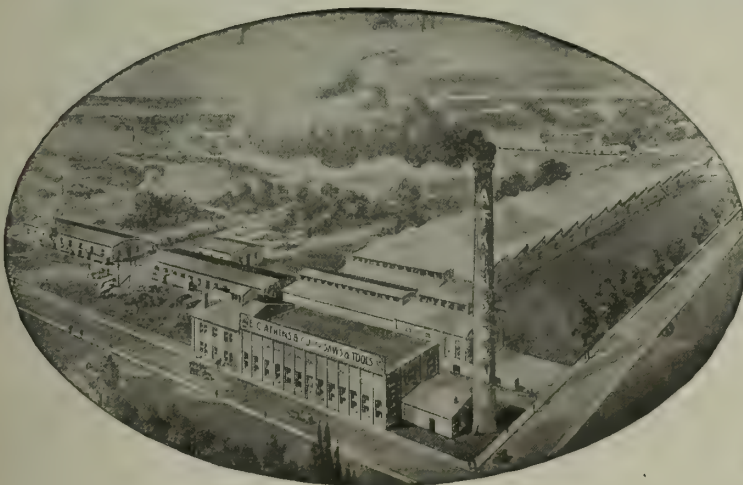
Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle—the line is complete, and your profits are generous.

Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness.

**The Cleveland Stone Company**  
Cleveland, Ohio



# ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

**E. C. ATKINS & CO.**

Makers of Sterling Saws

**Factory: Hamilton, Ont.**

**Branch: Vancouver, B.C.**



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

## BUSINESS CHANCES

**HARDWARE BUSINESS — ESTABLISHED** over 30 years. Located in a thriving city. Excellent opportunity. Owner wishes to retire. Apply to Box 806, Hardware & Metal, Toronto. (31)

**FOR SALE—A FIRSTS-CLASS HARDWARE** business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

**HARDWARE BUSINESS FOR SALE IN EX-**cellent territory, on main line C.P.R., between Moose Jaw and Swift Current; stock about \$5,000. Can be handled on half cash, balance four, eight and twelve months. Incompetent management reason of desire to sell. Opportunity good for aggressive party. For particulars write Peart Bros. Hardware Company, Ltd., Regina. (31)

**HARDWARE BUSINESS IN LIVE WEST-**ern Ontario city; stock about eight thousand. Owner going west. Box 821, Hardware and Metal. (32)

## SITUATIONS VACANT

**ADVERTISER, 20 YEARS' EXPERIENCE** IN Canada, is open for English or American agencies for cutlery, hardware or metals. Trade connection from Halifax to Vancouver. Would arrange personal interview if desired. Apply Representative, care of Hardware and Metal, Montreal. (30)

**TINSMITH WANTED AT ONCE — FOR** general work in town of about 1,000 people. Apply, stating experience, salary, and send references. J. B. Crawford, Dutton, Ont. (tf)

**WANTED — MAN WITH PRACTICAL** experience in plumbing and steamfitting trades. Must have good education and address. Spond opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

**WANTED—A FIRSTS-CLASS HARDWARE** stock of seven or eight thousand in good town in Ontario. Possession at once. Cash buyer. Box 820, Hardware and Metal.

## WANTED

**OLD ESTABLISHED ENGLISH HARDWARE** and metal merchants and cutlery manufacturers require manager-traveller for their Canadian branch. Reply, giving fullest particulars, previous business, experience, age, photograph, salary required. Apply applications treated in confidence. Box 819, Hardware & Metal, Toronto.

**WANTED—A RELIABLE, AMBITIOUS MAN** in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

## SITUATIONS WANTED

**AN ALL-AROUND HARDWARE CLERK** who has had several years' experience as manager in retail store desires position in Western hardware store. Best of references. Box 815, Hardware & Metal, Toronto. (30)

**SMART, ENERGETIC, CAPABLE ASSIST-**ant, 30, up-to-date ideas, desires situation general furnishing builders, original window dresser, smart salesman, 14 years' experience. George Shirley, Salmon Arm, B.C. (27)

## FOR SALE

**FOR SALE—AN EFFICIENT, LOW-PRICED** adding machine. The Golden Gem saves time, saves your brain, prevents mistakes, will pay for itself every month. Price only fifteen dollars, postpaid. Write Canadian Agent, A. H. Fraser, 2912 Woodland Drive, Vancouver, B.C. (30)

## MISCELLANEOUS

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

**COPELAND - CHATTERSON SYSTEMS —** Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

**THE NATIONAL CASH REGISTER COM-**pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

**FIRE INSURANCE — INSURE IN THE** Hartford. Agencies everywhere in Canada.

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**GOOD STENOGRAPHERS ARE WHAT** every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

**DOUBLE YOUR FLOOR SPACE — BY IN-**stalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

**HINTS FOR PAINTERS, DECORATORS,** and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

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**SALESMANSHIP, DEPORTMENT AND SYS-**tem, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, \$1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

When writing advertisers, kindly mention having seen the ad. in this paper.

## Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

**P. KYLE**

MERRICKVILLE, ONT.

## Interested ?

In Buying a Business  
In Selling a Business  
In Engaging a Clerk  
In Securing a Position  
In Buying a Typewriter  
In Selling a Showcase  
In Disposing of a Desk  
In Selling Tinsmith's Tools  
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST** ONE individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

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**Hardware and Metal**

MONTREAL TORONTO WINNIPEG

**PEASE**  
**ECONOMY FURNACES**

Write to-day for Catalogue and Prices  
**Pease Foundry Company**

LIMITED

Works: Brampton. Head Office: Toronto.  
Branches: Vancouver, Winnipeg, Hamilton  
Montreal.

# NEW ROPE BARGAINS

We have on hand the following sizes of Sisal and Manila Rope, being balance of the large stock we purchased from the Canadian Cordage Co.'s plant at Peterboro, lately insolvent.

This stock is brand new, and we have cut prices heavily in order to clear out the balance.

77 coils	¼ in. Manila	} To clear at 12c per lb.
390 coils	5-16 in. Manila	
20 coils	⅞ in. Manila	
20 coils	5-16 in. British Manila	} To clear at 10c per lb.
20 coils	⅞ in. British Manila	
332 coils	¼ in. British Manila	
200 coils	¾ in. Sisal	} To clear at 8½c per lb.
18 coils	1 in. Sisal	
100 coils	½ in. Sisal	
60 coils	7-16 in. Sisal	
800 coils	5-16 in. Sisal	
500 coils	Fine Tarred Lath Yarn	To clear at 7½c per lb.

As you will notice, these prices are 20 per cent. to 40 per cent. less than regular value. Send your order at once before stock is all gone. Write to-day.

**THE IMPERIAL WASTE & METAL CO.**  
 QUEEN STREET - - MONTREAL, P.Q.

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who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

**Get started now—Don't wait.**

WRITE FOR PARTICULARS TO  
**MacLean Publishing Co.,** <sup>143-149</sup> University Ave., Toronto, Can.



# HARDWARE AND METAL

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Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

**THE DEFOREST SHEET & TINPLATE CO.**

Niles, Ohio.



**Quick Deliveries  
Superior Quality**

6,000 tons of standard sizes  
carried in Mill Warehouse.

Canadian Sales Agents:

**WITTING BROS., LIMITED**  
Montreal, - P. Q.

## THE Home Ironing Machine

SELLS QUICKLY BECAUSE IT SAVES TIME AND LABOR

This machine enables the housewife to do the ironing in one-tenth the usual time—and do it better, without any fear of tearing or scorching. Every aggressive dealer should get the good profit that comes with every sale.

We make hand, motor and belt driven ironers. Heated by Gas or Gasoline.

It will be to your interest to get particulars at once.

The  
**McBreen Laundry  
Equipment Co.**  
Cincinnati, Ohio



## GEORGE B. BIRCH

The Cheapside Brass Foundry

**BIRMINGHAM,**  
England.

Manufactures

**Stair Rods and Eyes,  
Casement Rod Fittings  
and General Furnishing  
BRASS FOUNDRY**

**Agents  
Wanted**

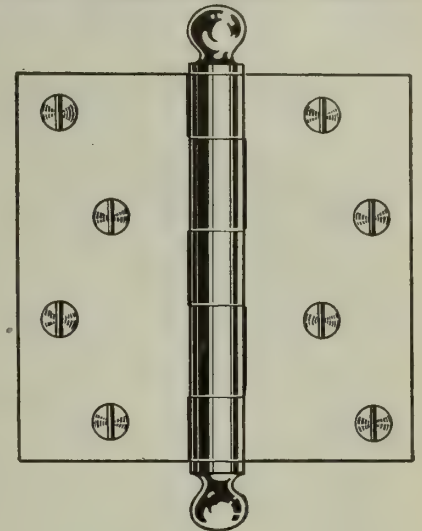
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*That  
Trade Mark*

Distinguishes the  
Original No. 241 Butt sold in  
Canada and everywhere else.



The Stanley No. 241 Butt, is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide — that's enough.

## THE STANLEY WORKS

**A. Macfarlane & Co., Montreal. Canadian Representatives**  
Chicago NEW BRITAIN. CONN. New York

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Carborundum Co., Niagara Falls, N.Y.

**Aluminum Ware.**  
Northern Aluminum Co., Toronto.  
Stover Mfg. Co., Freeport, Ill.

**Ammunition.**  
Dominion Cartridge Co., Montreal.  
Remington Arms Union Metallic Cartridge Co., New York

**Animal Traps.**  
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**Anchors.**  
Henderson & Richardson, Montreal.  
Star Expansion Bolt Co., New York.

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Ford Auger Bit Co., Holyoke, Mass.  
Spear & Jackson, Sheffield, Eng.

**Automobile Accessories.**  
Kinsinger Bruce & Co., Niagara Falls.

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Allan Hills Edge Tool Co., Galt, Ont.  
Jas. Smart Mfg. Co., Brockville.

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Canada Metal Co., Toronto.  
Magnolia Metal Co., Montreal.  
Alonso W. Spooner, Ltd., Port Hope  
Tallman Brass & Metal Co., Hamilton.

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Brantford Oven & Rack Co., Brantford.

**Bar Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Hamilton.  
London Rolling Mills, Co., London.

**Bale-Ties.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.

**Bath Room Fittings.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Kinsinger Bruce & Co., Niagara Falls

**Beltting, Hose, etc.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha and Rubber Mfg. Co., Toronto.

**Bird Cages.**  
E. T. Wright & Co., Hamilton.

**Binder Twine.**  
Consumers Cordage Co., Montreal.  
Plymouth Cordage Co., N. Plymouth, Mass.

**Black Plates.**  
Deforest Sheet & Tinplate Co., Niles, O.  
**Black Sheets.**  
Deforest Sheet & Tinplate Co., Niles, O.

**Bolts and Nuts.**  
London Bolt & Hinge Works, London, Ontario.  
The Steel Co. of Canada, Ltd., Hamilton.

**Bollers and Radiators.**  
Pease Foundry Co., Toronto.  
Gurney Foundry Co., Toronto.  
Hamilton Stove & Heater Co., Hamilton.

**Bolts, Expansion.**  
Star Expansion Bolt Co., New York.

**Books.**  
Technical Book Dept., MacLean Pub. Co., Toronto.

**Box Strapping.**  
J. E. Beauchamp & Co., Montreal.

**Braces**  
Goodell-Pratt Co., Greenfield, Mass.  
Peck, Stow & Wilcox Co., Cleveland.  
Stanley Rule & Level Co., New Britain.

**Brackets, Shelf.**  
Atlas Mfg. Co., New Haven, Conn.  
P. & F. Corbin, New Britain, Conn.  
The Stanley Works, New Britain, Conn.

**Brass Goods.**  
Jas. Cartland & Son, Ltd., Birmingham, Eng.  
Evered & Co., Smethwick, Eng.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg  
Kinsinger Bruce & Co., Niagara Falls.  
Tallman Brass & Metal Co., Hamilton.

**Brass, Sheets, Tubes and Rods.**  
Henderson & Richardson, Montreal.  
Tallman Brass & Metal Co., Hamilton.

**Bread Racks.**  
Brantford Oven & Rack Co., Brantford.

**Brushes.**  
Meakins & Sons, Hamilton.  
Stevens-Hepner Co., Port Elgin.  
G. F. Stephens & Co., Winnipeg.

**Bridle Rings—Galvanized, Brass and Plain.**  
Star Expansion Bolt Co., New York.

**Builders' Tools and Supplies.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Caverhill, Learmont & Co., Montreal.  
Cowan & Britton, Limited, Gananoque.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Lufkin Rule Co., Windsor, Ont.  
North Bros. Mfg. Co., Phila., Pa.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Simmons Hdw. Co., St. Louis, Mo.  
Stanley Rule & Level Co., N. Britain.

**Builders' Hardware.**  
Belleville Hardware & Lock Mfg. Co., Belleville.  
Canadian Yale & Towne, St. Catharines.  
Cowan & Britton, Ltd., Gananoque, Ont.  
P. & F. Corbin, New Britain, C.  
Hamilton Stove & Heater Co., Hamilton.  
H. S. Howland, Sons & Co., Toronto.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterboro Lock Mfg. Co., Peterboro.  
Smith Hdw. Co., Montreal.

**Burlap.**  
Dominion Oilcloth Co., Montreal.  
G. F. Stephens & Co., Winnipeg.

**Burrs.**  
P. L. Robertson Co., Milton.

**Butts.**  
Canada Steel Goods Co., Hamilton.  
P. & F. Corbin, New Britain C.  
Cowan & Britton, Ltd., Gananoque, Ont.  
The Stanley Works, New Britain, Conn.

**Butts and Hinges.**  
Cowan & Britton, Ltd., Gananoque, Ont.  
Jas. Smart Mfg. Co., Brockville.  
The Stanley Works, New Britain, Conn.

**Cans.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

**Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.

**Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

**Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.

**Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.

**Cash Registers.**  
National Cash Register Co., Toronto.

**Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Onedra Community, Limited, Niagara Falls, Ont.

**Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.

**B. & S. H. Thompson & Co., Montreal.**  
**Chain, Trace, Logging, Halter, Dog Leads, Agricultural.**  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.

**Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.



# HARDWARE AND METAL

## Churns.

Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowwell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.

## Clippers, all Kinds.

American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.

## Clocks.

The Western Clock Co., La Salle, Ill.  
Clothes Reels and Lines.  
Cummer-Dowwell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.

## Clothes Wringers.

Cummer-Dowwell Ltd., Hamilton, Ont.  
J. H. Connor & Son, Ottawa.  
David Maxwell & Sons, St. Mary's.  
American Wringer Co., New York City.  
Lovell Mfg. Co., Erie, Pa.

## Cold Rolled Strip Steel.

The Morris & Bailey Steel Co., Pittsburgh, Pa.

## Cordage.

Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.

## Cow Ties.

Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Oneida Community, Ltd., Niagara Falls.

## Cream Separators.

Simonds Hardware Co., St. Louis.

## Cuspidors.

Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.

## Cutlery, Razors, Scissors, etc.

Caverhill, Learmont & Co., Montreal.  
Crooks, Jonathan & Son.  
Dorkey Bros. & Co., Montreal.  
Greiff, Brett Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinisch, E., Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto.  
Hutton, Jan., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.

## Disinfectant.

Soclean, Limited, Toronto.

## Door Bolts.

Montreal Hdw. Mfg. Co., Montreal.

## Door Checks.

Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, C.

## Door Hangers.

Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, O.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.

## Drawer Pulls.

P. & F. Corbin, New Britain, C.

## Drills, Brick and Stone.

Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.

## Dry Batteries.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

## Dry Colors.

G. F. Stephens & Co., Winnipeg.  
Dustless Sweeping Compound.  
Soclean, Limited, Toronto.

## Eavestroughs.

Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

## Emery or Corundum Wheels.

The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

## Electric Fixtures.

The Barton-Netting Co., Ltd., Windsor.  
Jas. Morrison Brass Mfg. Co., Toronto.

## Electric Irons

Chicago Flexible Shaft Co., Chicago.

## Emery Cloth.

Jno. Oakley & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.

## Emery Wheels.

Jno. Oakley & Sons, Ltd., London, Eng.

## Enamels.

G. F. Stephens & Co., Winnipeg.

## Enameled Ware.

Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.

## Escutcheon Pins.

The Parmenter & Bulloch Co., Gananoque, Ont.  
Steel Co. of Canada, Ltd., Hamilton.

## Expansion Bolts.

Star Expansion Bolt Co., New York.

## Fasteners, Storm Sash & Screen.

Cowan & Britton, Limited, Gananoque.

## Fencing, Woven Wire.

The Steel Co. of Canada, Ltd., Hamilton.

## Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope, Ont.  
Simonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, St. Louis, Eng.

## Firearms and Ammunition.

Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.

## Fire Escapes.

Dennis Wire & Iron Co., London.

## Fire Door Fixtures.

Richard Wilcox Can. Co., London, Ont.

## Fire Place Furnishings.

The Barton-Netting Co., Ltd., Windsor, Ont.

## Flint Paper.

Jno. Oakley & Sons, Ltd., London, Eng.

## Food Choppers.

Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.

## Forgings.

Steel Co. of Canada, Ltd., Hamilton.

## Furnaces, see Stoves.

## Galvanizing.

Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.

## Galvanized Iron.

Henderson & Richardson, Montreal.  
John Lysaght Ltd., Bristol, Newport and Montreal.

B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

## Galvanized Sheets.

Deforest Sheet & Tinplate Co., Niles, O.

## Galvanized Ware

H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

## Garden Tools.

Simmons Hdw. Co., St. Louis, Mo.

## Gas Fixtures.

The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.

## Glass.

Toronto Plate Glass Imp. Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.

G. F. Stephens & Co., Winnipeg.  
B. & S. H. Thompson & Co., Montreal.

## Glass, Ornamental.

Consolidated Plate Glass Co., Toronto.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.

## Glass Paper.

Jno. Oakley & Sons, Ltd., London, Eng.

## Glass, Wired.

Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto.

## Glaziers' Diamonds.

Pelton, Godfrey S.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.

## Glue.

The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.

## Gauges.

Buck Bros., Milbury, Mass.

## Grindstones.

Richards-Wilcox Mfg. Co., London, Ont.

## Guns.

Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.

## Hammers.

Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.

## Handles.

Still, J. H., Mfg. Co., St. Thomas, Conn.

Hangars, Storm Sash and Screen.  
Cowan & Britton, Limited, Gananoque.

## Hardware, Metal Window.

Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
The Stanley Works, New Britain, Conn.

## Harvest Tools.

H. S. Howland Sons & Co., Toronto.

## Hay Unloading Tools.

F. E. Myers & Bro., Ashland, Ohio.

## Hinges.

Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananoque.  
Montreal Hardware Co., Montreal.  
The Stanley Works, New Britain, Conn.

## Hinges, Spring.

Chicago Spring Butt Co., Chicago.

## Hockey Sticks.

Still, J. H. Mfg. Co., St. Thomas.

## Hooks.

P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananoque.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.

## Hoop Iron.

The Steel Co. of Canada, Ltd., Hamilton.

## Hoops, Steel and Wire.

Laidlaw Bale-Tie Co., Hamilton, Ont.

## Horseshoes and Nails.

Steel Co. of Canada, Ltd., Hamilton.  
Hose, Garden and Lawn.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.

## Household Cleaners.

Soclean, Limited, Toronto.

## Ice Cream Freezers.

McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Simonds Hardware Co., St. Louis.

## Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia.

## Iron and Steel Bars.

Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.

## Iron Pipe.

Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.

## Iron Pumps.

Aylmer Pump & Scale Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.

## Jack Screws.

Jas. Smart Mfg. Co., Brockville.

## Knife Polish.

Jno. Oakley & Sons, Ltd., London, Eng.

## Ladders, Step.

Otterville Mfg. Co., Ottaville, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.

## Ladders, Shelf.

F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.

## Lampblack.

The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.

## Lanterns.

Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.

## Latches.

The Stanley Works, New Britain, Conn.

## Lawn Fencing.

Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

## Lawn Mowers.

D. Maxwell & Sons, St. Mary's, Ont.  
Supple Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.

## Lawn Settees.

Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.

## Lawn Swings.

J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.

## Locks.

Hamilton Stove & Heater Co., Hamilton.

## Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.

## Lumbering Tools.

Pink, Thos., & Co., Pembroke, Ont.

## Mail Boxes.

J. E. Beauchamp & Co., Montreal.

## Manufacturers' Agents.

H. E. Johnson, Toronto.  
McIntosh, H. F., & Co., Toronto.

## Mantels and Grates.

The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.  
Kuhns Anderton Co., Port Hope, Ont.

## Metal.

Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.



# HARDWARE AND METAL

Leslie, A. C., & Co., Montreal.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton  
Thompson, B. S. H. & Co., Montreal

**Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.

**Metal Shingles, Sittings, Etc.**  
Deforest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

**Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

**Metal Polish, Emery Cloth, Etc.**  
Oskey, John, & Sons, London, Eng.

**Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.

**Moth Killers.**  
Soclean, Limited, Toronto.

**Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.

**Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.

**Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.

**Oil Stones.**  
Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.

**Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.

**Oil Tanks.**  
Bower, S. F., & Co., Toronto.

**Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.

**Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Glidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Simonds Hardware Co., St. Louis.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.

**Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.

**Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.

**Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.

**Plane Irons.**  
Buck Bros., Milbury, Mass.

**Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.

Pocket Knives,  
Simonds Hardware Co., St. Louis.

**Portable Bake Ovens.**  
Brantford Oven & Rack Co., Brantford.

**Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lyasagt, Ltd., Bristol, Newport and Montreal.

**Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.

**Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.

**Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.

**Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

**Radiators.**  
Hamilton Stove & Heater Co., Hamilton.

**Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.

**Razors.**  
Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorcen Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.  
Simonds Hardware Co., St. Louis.

**Razor Blades.**  
Gillette Safety Razor Co., Montreal.

**Razor Hones.**  
Carborundum Co., Niagara Falls, N.Y.

**Refrigerators.**  
McClary's, London.

**Registers, Cash, Credit.**  
Dominion Register Co., Toronto.

**Registers.**  
Hamilton Stove & Heater Co., Hamilton.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.

**Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.

**Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

**Rollers, Water Weight.**  
Dunham Co., Berea, O.

**Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.

**Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.

**Rope.**  
Independent Cordage Co., Toronto.

**Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.

**Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.

**Saws.**  
Atkins, E. C., & Co., Hamilton.  
Can. Quality Saw & Tool Works, Montreal.  
Dismont, Henry, & Sons, Philadelphia.  
Shurly Dietrich Co., Galt.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.

**Scales.**  
Aylmer Pump & Scale Co., Aylmer.

**School Desks.**  
Jas. Smart Mfg. Co., Brockville.

**Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.

**Screw Driver Bits.**  
Buck Bros., Milbury, Mass.

**Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.

**Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.

Seythe Stones.  
The Carborundum Co., Niagara Falls New York.

**Shears, Scissors.**  
R. Heinsch's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Peck-Hamre Mfg. Co., Berlin, Wis.  
Shelf Boxes.  
Cameron & Campbell, Toronto.  
Shellace.  
Berry Bros., Walkerville, Ont.  
Shovels and Spades.  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.  
Sieves and Screens.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.  
Snow Shovels.  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

**Sleds.**  
Can. Buffalo Sled Co., Preston.

**Snips.**  
Peck, Stow & Wilcox Co., Cleveland.

**Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.

**Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.

**Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.

**Spring Hinges, etc.**  
Chicago Spring Butt Co., Chicago, Ill.

**Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.

**Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.

**Steel, High Speed.**  
Henderson & Richardson, Montreal.

**Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.

**Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.

**Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.

**Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.

**Stoves, Furnaces.**  
Clare Bros. & Co., Preston.  
Galt Stove & Furnace Co., Galt.  
Gurney Foundry Co., Toronto.  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.

**Stoves, Gas.**  
McClary Mfg. Co., London, Ont.

**Sweeping Compound.**  
Soclean Limited, Toronto.

**Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.

**Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.

**Technical Books.**  
MacLean Publishing Co., Toronto.

**Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.

**Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.

**Toots.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Millers Falls Co., New York.

Peck, Stow & Wilcox Co., Cleveland.  
Robt. Sorby & Sons, Sheffield.  
Stanley Rule and Level Co., New Britain.

**Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.

**Tool Grinders.**  
Richards-Wilcox Mfg. Co. London, Ont.

**Trucks.**  
Aylmer Pump & Scale Co., Aylmer.

**Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Dougall Varnish Co., Montreal.  
Glidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.  
G. F. Stephens & Co., Winnipeg.

**Ventilators.**  
Brantford Oven & Rack Co., Brantford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

**Vices.**  
Henderson & Richardson, Montreal.

**Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

**Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowsell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.

**Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.

**Wagon Jacks.**  
Richard Wilcox Can. Co., London, Ont.

**Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.

**White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.

**Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdw. Co., St. Louis, Mo.

**Windmills.**  
Dominion Well Supply Co., Cargill.

**Windshields.**  
Kinsinger Bruce & Co., Niagara Falls.

**Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.

**Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton.

**Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton.

**Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.

**Wire.**  
P. L. Robertson Co., Milton.

**Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.

**Canada Wire & Iron Goods Mfg. Co., Hamilton.**  
B. Greening Wire Co., Ltd., Hamilton.  
Kuhne-Anderson Co., Port Hope.

**Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.

**Wire Goods.**  
J. E. Beauchamp & Co., Montreal.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.

**Wire Machinery.**  
Ed. Brand, London, Eng.

**Wire Products.**  
Andrew Wire Works, Watford, Ont.

**Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.

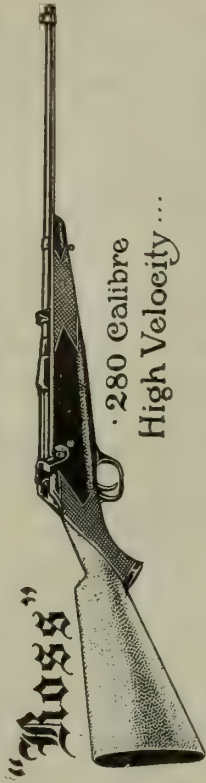
**Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.

**Wire Stretchers.**  
Richard Wilcox Can. Co., London, Ont.

**Wood Finishes.**  
Berry Bros., Walkerville.  
G. F. Stephens & Co., Winnipeg.

**Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdw. & Tool Co., Springfield, Mass.





## Canadian Marksmen are Watching

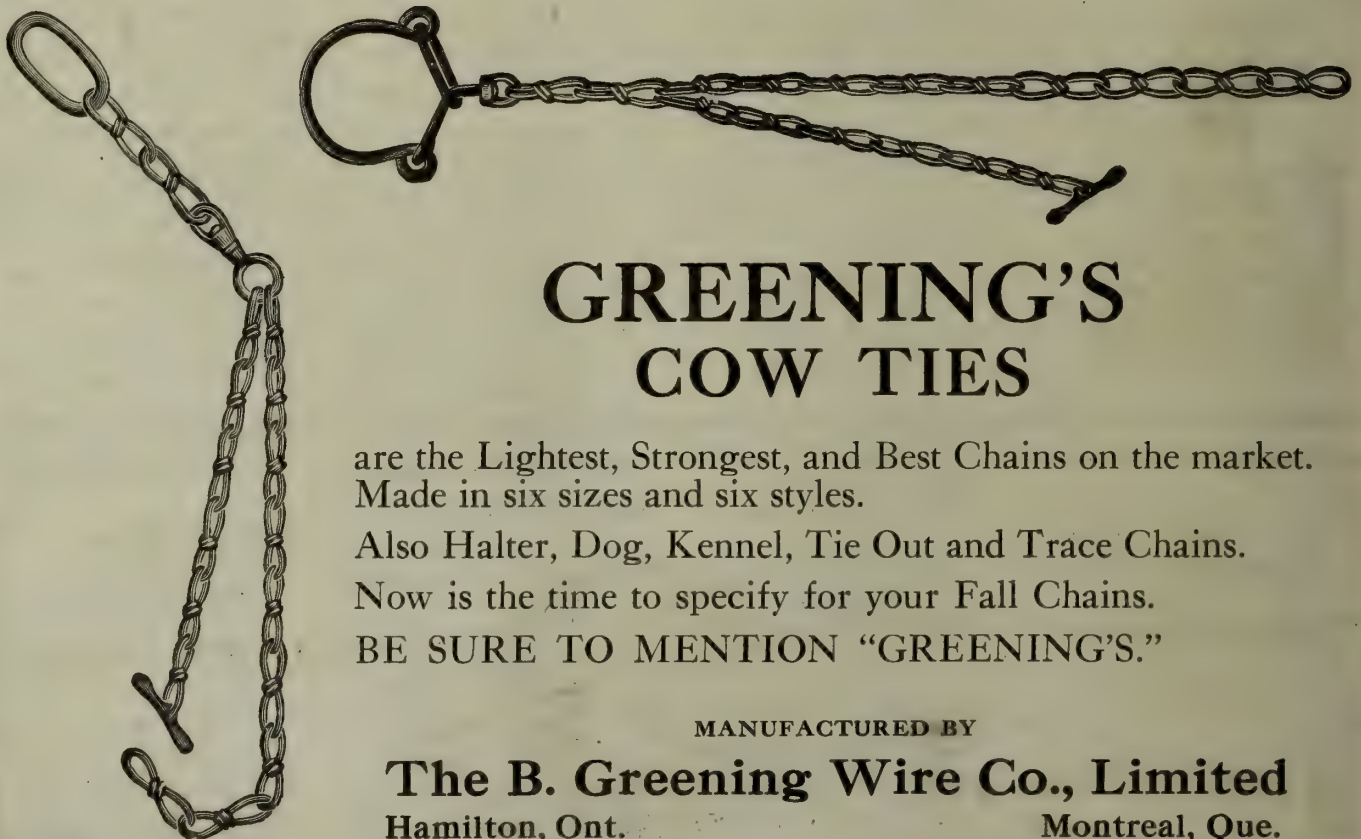
the work of the Bisley team. They all use Ross Rifles, the .280 Match Rifle, used in all long range competitions, being similar to the .280 High Velocity, only the Sights and the Stock being different.

A window display of the .280 Ross will help focus attention to your store and secure more trade.

Ross Sporting .280 Cartridges, which retail \$7.50 per 100 would also help your window. If you are not supplied, write us for discounts, etc.

---

**Ross Rifle Company**  
Quebec, P.Q.



## GREENING'S COW TIES

are the Lightest, Strongest, and Best Chains on the market. Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

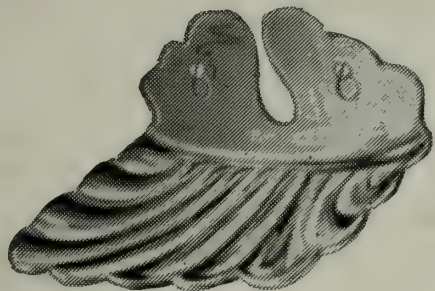
BE SURE TO MENTION "GREENING'S."

MANUFACTURED BY

**The B. Greening Wire Co., Limited**  
Hamilton, Ont. Montreal, Que.



## Bathroom Fixtures



Among the many styles shown in our 40-page catalogue, this pattern is deservedly popular.

It is low-priced, but finished with as great care as the most expensive.

AND WE HAVE THEM IN STOCK.

**Kinzinger, Bruce & Co., Ltd.**  
Niagara Falls, Canada

## MAKE PROFITS

# "QUICKER YET" WASHER

*Runs Easy*

*Sells Easy*

Every Dealer has competition. The successful merchant handles lines which give greater satisfaction than that handled by his competitor.

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

**GLOBE MFG. CO., Perry, Iowa**

WESTERN REPRESENTATIVES:

MERRICK-ANDERSON CO., Winnipeg, Man., Canada  
McLENNAN, McFEELY & CO., Limited, Wholesale  
Distributors, Vancouver, B.C.



## THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

**GUTTA PERCHA & RUBBER, LIMITED**

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

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WINNIPEG

CALGARY

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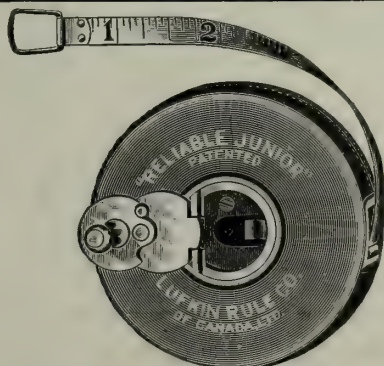
# LUFKIN

## Measuring Tapes and Rules

RECOGNIZED LEADERS OF  
THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.  
WINDSOR, ONT.

# LUFKIN

## Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.





# HARDWARE<sup>AND</sup>METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV.

Publication Office: Toronto, Canada  
July 26, 1913

No. 30

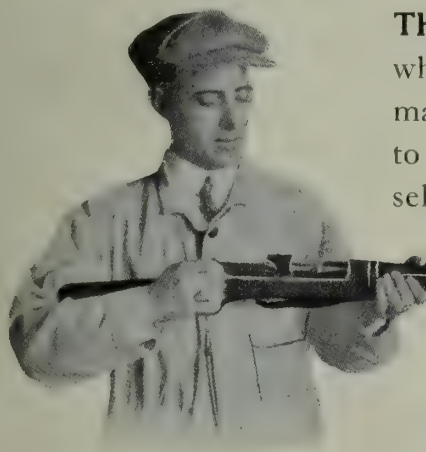


## ROSS



### .280 Calibre High Velocity Sporting Rifle

The question of a more profitable Gun Department is solved the instant the aggressive dealer begins to handle "ROSS" Rifles.



The "Ross" is a rifle of the greatest accuracy, which wonderful scores in International and other matches have proven—this, combined with its power to anchor the largest game, is a good reason why it sells quickly.

A display of "Ross Rifles" is certain to draw a good class of trade to your store. It will be greatly to your interest to let us furnish you with full particulars.

We have just issued a beautifully illustrated catalog, which we will mail you upon request.

Send us a card for it to-day.

Ross Rifle Co.  
QUEBEC



## RIFLES





# Big Ben



## Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at \$3.00. In lots of 24 with your name on dials he costs you exactly \$1.90 net apiece. If you buy them in lots of 24, you make over a

dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with \$3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

*In broken lots, \$2.05 each less 2%. In case lots of 24, \$1.95 each less 2%.*



This Young Man and Every Other Manual Training School Student Needs the

## Carborundum

Manual Training Sharpening Stones

THE first thing he is taught is the proper care of tools.—Help him to start right—sell him the best sharpening stones you know of.—See that he gets the Carborundum Manual Training School Bench Stones—made in four sizes.—They are extra hard, extra fine, giving a keen, smooth working edge—quickly—easily. They always cut clean—stand a lot of abuse—and they last.—Just the stones the schools need for chisels, plane bits, carving tools, etc.

*Tell the boys and their teachers about them—but first stock up.*

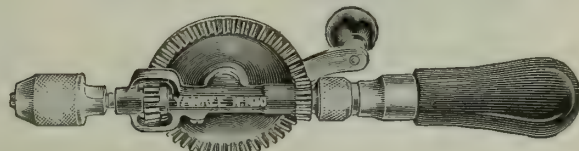
The  
Carborundum  
Company  
Niagara Falls, N. Y.



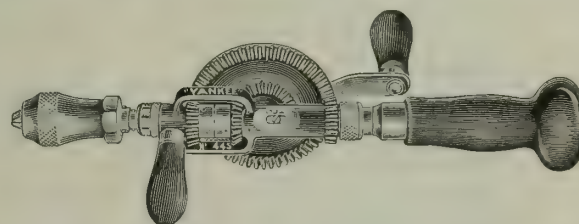
## These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

### "YANKEE" Plain Hand Drill

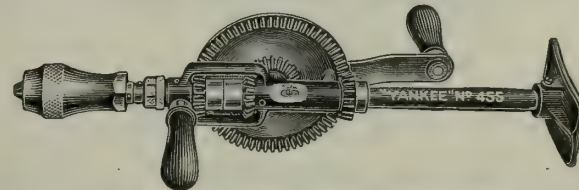


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear  $3\frac{1}{2}$  in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10 $\frac{1}{2}$  in. Net weight 1 $\frac{1}{4}$  lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to  $\frac{1}{2}$  in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15 $\frac{3}{4}$  in. Net weight 3 $\frac{1}{2}$  lbs.

### "YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to  $\frac{1}{2}$  in. Large Gear 5 in. diameter. Entire length 17 $\frac{1}{4}$  in. Net weight 5 $\frac{1}{2}$  lbs.

*Your Jobber Will Supply You.*

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.



## More Reliable Than the Windmill Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with

### The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

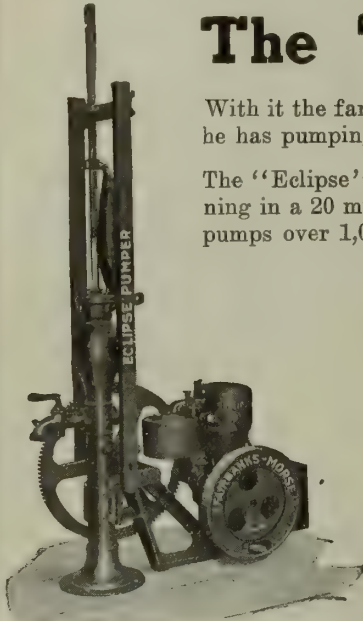
Write for full particulars.

## The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL  
ST. JOHN  
OTTAWA

TORONTO  
WINNIPEG  
CALGARY

SASKATOON  
VANCOUVER  
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## S.M.P. Enameled Tea and Coffee Pots are popular sellers everywhere



Prices  
on  
Application



Our Brands, "DIAMOND," "PEARL" and White Enameled Wares, will satisfy the most critical patrons. Our stock is complete, and we can ship promptly.

**SEND US YOUR ORDERS**

# THE SHEET METAL PRODUCTS CO.

of Canada

SUCCESSORS TO

Limited

## Kemp Manufacturing Co.

Montreal

TORONTO

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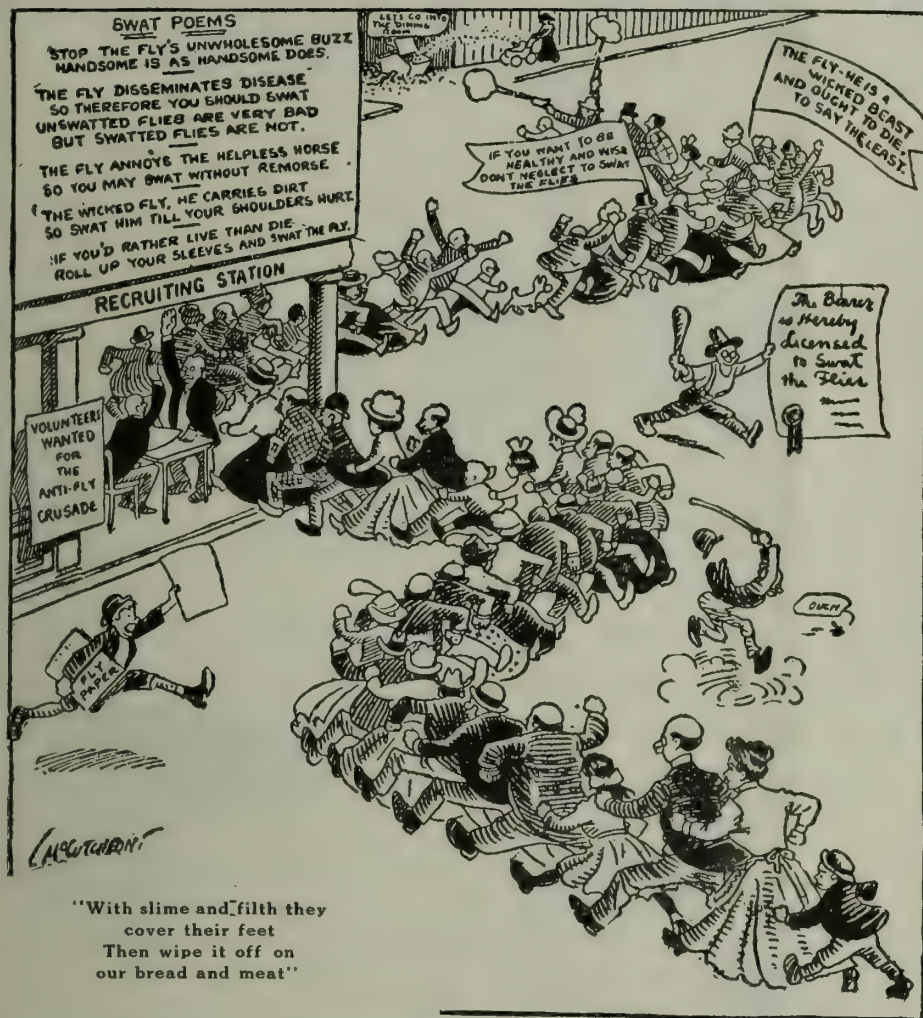
# SWAT THE FLY!

DON'T FAIL TO JOIN THE "INDEPENDENT ORDER OF FLY SWATTERS."

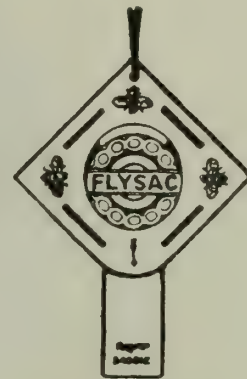


## Tangle Foot Fly Paper

Economical and Sanitary. Always a good seller. It doesn't let the flies get away to fall into food dishes. Size sheets, 9x16 inches.  
25 double (50 single) sheets .....\$0.81  
250 double (500 single) sheets..... 7.50



"With slime and filth they cover their feet  
Then wipe it off on our bread and meat"



Flysac

The best tape fly-catcher made. Tape pulls out to 27 inches, 3/4 inch wide. Evenly and thickly coated with a sure-catching gum.  
No. FC, per box of 50 .....\$1.60



## Balloon Fly Trap

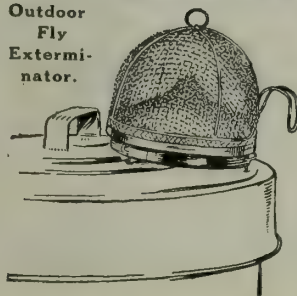
Tinned Wire Body, Tin Bands, Red Stained Wood Bottom. Height 6 1/2 in., diam. 5 1/4 in.  
No. BF, per dozen .....\$2.80



## Lewis Bros. Special Fly Repellant

A Sweet Smelling Cream-colored Paste. Healing and soothing to irritated skin. Will not grease nor soil clothing, tackle, gun, etc.  
2 oz. bottle, per doz...\$5.00

## Outdoor Fly Exterminator.



Catches them in their breeding places. Can be set on shelf or table, fastened to garbage can or barrel. Brass Plated Wire Body, Brass Plated Tin Bottom. Height, 5 in., diam. 4 1/4 in.  
No. OD, per dozen .....\$5.80

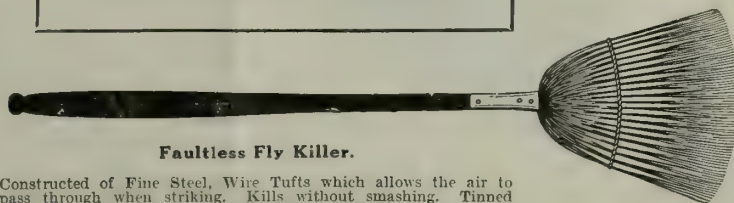
## "Best" Fly Killer

Twisted Tin Wire Handle, 12 mesh Black Wire Cloth Body, with edges turned under. Body 4 1/2 x 4 1/4 in.  
No. BST, per dozen .....\$1.30

Liberal Discount to Dealers.

## Faultless Fly Killer.

Constructed of Fine Steel, Wire Tufts which allows the air to pass through when striking. Kills without smashing. Tinned wire head, 5x4 1/4 inches, 15 inch black enameled wood handle.  
No. B.I.G., per dozen .....\$2.10



# LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER



# What buying Road Tools by this mark will do for you (see below)



## Uniform Costs and Quicker Work

¶ It is simply a straight business proposition that the thing to do in contract work is to find the kind of materials and the kind of tools that will give you the results you want at the lowest cost, and then stick to them.

¶ In buying materials it is sometimes hard to know whether you are getting exactly the same compositions and uniformly similar quality. *But in buying road tools you can be sure.*

¶ The "Seal of Satisfaction" trade mark on road tools marks a definite, uniform value and

means that the brand of wheel-barrows and scrapers that you buy embodies the same quality and value that the lot bearing the same brand bought by John Smith & Co., perhaps a thousand miles from you, embodies.

¶ Get dependable tools and be sure you are getting them. You can be sure by buying by this mark.

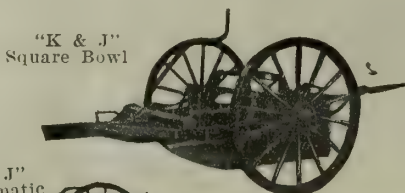
¶ Then there's the quicker, better work feature that always follows the use of tools of the best designs.



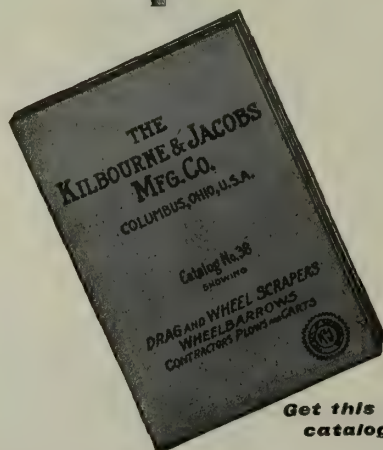
"K & J" Square Bowl



"K. & J" Automatic Endgate



"K & J" Pressed Bowl



¶ The leading jobbers and dealers will be glad to help you buy by the "K & J" trade mark. They can all supply you with "K & J" Scrapers, Grading Plows, Wheel-barrows, Carts, etc.

*One of these catalogs 38-R is yours for the asking. Send us your address.*

## The Kilbourne & Jacobs Mfg. Co.

New York

Columbus, Ohio, U.S.A.

London

# A NEW MEMBER OF THE RED DEVIL FAMILY



## RED DEVIL GRINDERS. Nos. 4, 5, 6 and 7

The smoothest, coolest running and fastest cutting tool grinder on the market. Machine cut gears with new vitriolized wheel. Prices Right.

A CARD WILL BRING YOU FULL PARTICULARS.



This Stamp on Goods Means  
Satisfaction or Your Money  
Back.

Smith Hardware Co., Limited  
Montreal



# THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

## BOLTS & NUTS.

Stove  
Tire  
Bridge  
Elevator  
Carriage  
Machine  
Plow  
Track  
Eye, Etc.

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Brass  
Bronze  
Plated  
Headless  
Drive  
Felloe  
Dowel  
Machine  
Side Knob  
Cap.

## RIVETS & BURRS.

Belt  
Boiler  
Bridge  
Chisel Point  
Tinned  
Hame  
Coppered  
Cone Head  
Flat   "  
Round   "  
Steeple Head  
Wagon Box  
Wheel.

BRIGHT WIRE  
GOODS.

## WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

## WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

## PIG IRON

## TACKS

## SHOT

## PUTTY

## WHITE LEAD

## HORSE SHOES

and

## HORSE SHOE NAILS

## FENCING and GATES

## STAPLES.

Bed  
Blind  
Cooper  
Electricians'  
Fence  
Nuttet  
Poultry Netting

## STEEL & IRON.

Angle  
Band  
Channel  
Concrete Bars.  
Plow Beams.  
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## LEAD PIPE.

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Aqueduct  
Composition  
Soil & Waste.

## WROUGHT PIPE.

Black  
Galvanized  
Standard  
Extra Heavy  
Conduit  
Signal.

## SPIKES

POLE LINE MATERIAL.

WIRE HOOPS.

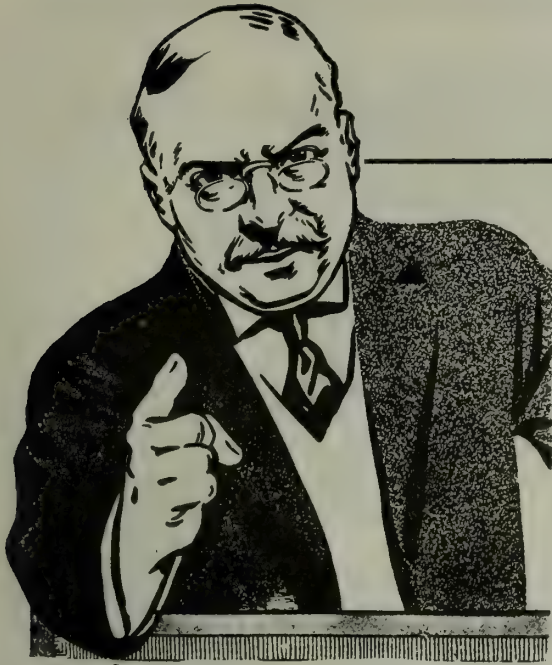
## —SALES OFFICES—

Hamilton  
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Montreal  
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You, have  
**Guaranteed  
Insurance**

against all weather conditions the minute  
you handle

**SAMSON  
READY ROOFING**

THE QUALITY ROOFING

We stand back of every roll, and not  
only give the best selling value but co-  
operate with you in the development of your  
roofing business.

**Samson Roof is Weather Proof**

**Permanency With Economy**



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**H. S. HOWLAND, SONS & CO.**

LIMITED

WHOLESALE HARDWARE

We Ship Promptly

**Toronto**

Our Prices are Right

Graham Nails are the Best



# Be Prepared For The Big Fall Business That You Will Have In Trolley Hangers

The Hatch Trolley Hanger is a logical Hanger, it is easy to put up, runs smoothly and quietly, and the roller-bearings reduce friction to a minimum. The track is enclosed, making it rain-proof, rust-proof, and bird-proof. The Brackets are made of heavy gauge steel and fit the track snugly. The price is right and boosters for the Hatch are found everywhere.



The Hatch

**Canada Steel Goods Co., Limited**  
HAMILTON, ONTARIO

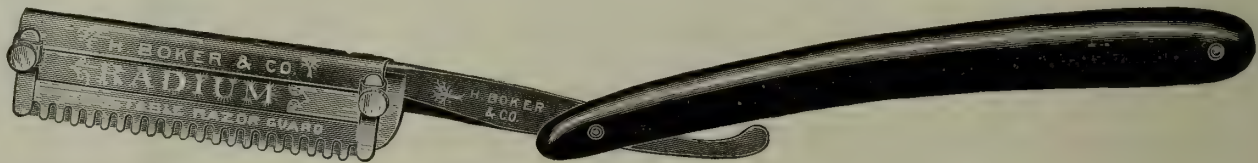


Crescent  
Brand

*Makers of the Reliable Crescent Brand Butts and Hinges*

## Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.



Specify Boker's Tree Brand Cutlery on your next order.

**FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS**

**WE  
WANT  
A  
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

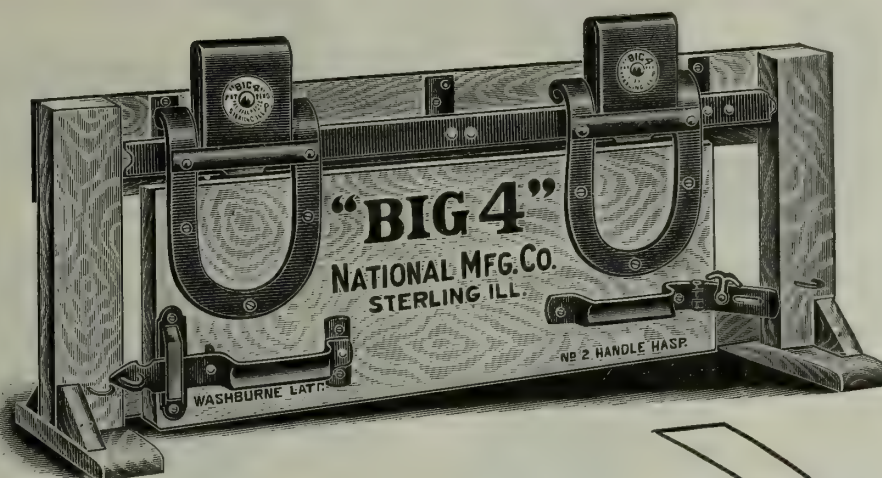
### **SPECIAL CIRCULATION REPRESENTATIVE.**

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

**WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.**

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

**MACLEAN PUBLISHING COMPANY,**  
143-149 University Ave., Toronto, Ont.



# *The "Big 4"*

## *Barn Door Hanger*

### *It runs like a Railway Train*

**T**HE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

¶ Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

¶ You'll never go wrong the "Big 4" way.

¶ Write for catalogue and dealer proposition.

**NATIONAL MANUFACTURING COMPANY**  
STERLING, ILLINOIS

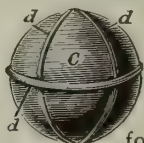


# ELEY

## CARTRIDGES



**ALWAYS RELIABLE**



**LETHAL BULLETS**

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



**Eley "Grand Prize"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or DuPont Smokeless.

**Eley  $\frac{5}{8}$ -in. Deep-Shell Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



**.38 Automatic**



**.32 Automatic**



**Eley .22 Long Rifle "E" Brand Blue Label**



**.25 Automatic**



*Sold by all Jobbers throughout the Dominion.*

**Wholesale only:**

**ELEY BROS. (Canada), Limited, North Transcona, Man.**

# CHAMPION'S

**WARRANTED GENUINE GROUND WHITE LEAD**

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

**GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD**

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

## CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL,

CANNON STREET, LONDON

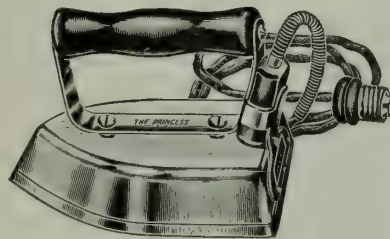
ESTABLISHED OVER 130 YEARS

## The Iron That Will Bring You A Large Profit

The demand for electric irons is becoming greater every day. When one housewife buys one she tells her friends about its advantages—she practically brings other buyers to your store and increases your sales and profits.



# The "Princess"



# Electric Iron

In this iron the very best materials and the work of experts are embodied.

The "Princess" is the best value in electric irons on the market.

**Retails in Canada for only \$4.50** and is backed by our 5 year guarantee which is a positive protection for the dealer and his customers. The guarantee is packed in the carton of each iron.

**We help you to create a demand.**

We supply you with mailing slips, handsome booklets, **free trial** marking cards, all with **your** name on and absolutely free. We also furnish you with cuts of iron for newspaper advertising, etc. We will gladly arrange for business-getting window displays.

## CHICAGO FLEXIBLE SHAFT CO.

250 ONTARIO STREET, CHICAGO





## ELECTRIC BELL SET

COMPLETE

Can be installed by anybody in a short time without any extra expense.

Price Complete

**\$1.35**

without Battery \$1.10

Comprising

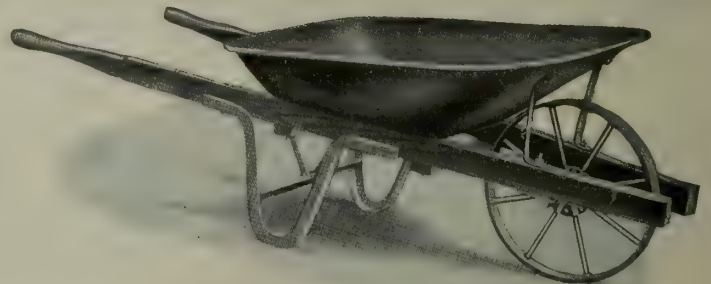
- 1 Adjustable 2 in. Iron Box Bell
- 1 Dry Cell Battery (Leclanché)
- 1 Moulded Edge Push Button
- 40 feet Reinforced No. 18 Bell Wire.
- Wire Staples with Double Rubber Protection.
- Screws for Bell and Push Button.



# 85c. For Complete Electric Bell Set

Over 50% clear profit to the retailer on every set. A specialty that will sell to every householder. Costs you only 85c, and sells complete with battery for \$1.35. Absolutely no trouble to instal. Everything necessary in the set, including diagram of connections. The illustration shows a sample of the card to hang up for show. The set is put up in cartons and therefore cannot deteriorate. There will be a big demand for these once you start them.—Get in on it at once.

**Chapman & Walker, Limited**  
TORONTO, ONTARIO



## The ERIE Line

**Seamless Steel Tray Barrows—Barrows for all Purposes**

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub., ft., 10 cub. ft.  
Side or end dump. Barrows made the correct way.  
Let us have your enquiries.

MANUFACTURED BY

**Erie Iron Works, Limited**

**St. Thomas, Ont.**



TRADE

MARK

*KNOWN REPUTATION MAKES EASY SALES*

Every dealer knows from experience how much easier it is to sell an article of established reputation than one that is little known. This is particularly true of guns and ammunition, for there are many elements essential to a good gun and satisfactory ammunition that cannot be seen. Therefore, the customer is largely influenced by reputation.

*WINCHESTER**Guns, Loaded Shells and Cartridges*

enjoy the highest reputation the world over for quality and reliability. They are extensively used and enthusiastically endorsed by Canadian sportsmen. Dealers will therefore find it to their advantage to stock the Winchester line of guns and ammunition. The comprehensive Winchester advertising campaign being carried on in Canada this year means more business than ever for the retailer. Be prepared to get your share. Look over your stock of Winchester goods and send an order for "outs" to your jobber today. Insist upon having Winchester make—the

*GUNS, LOADED SHELLS AND CARTRIDGES OF  
KNOWN REPUTATION AND PROVED SUPERIORITY*



# MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY



**MAGNOLIA METAL CO.**

Office and Factory

225 Ambroise Street Montreal



## Sorby's

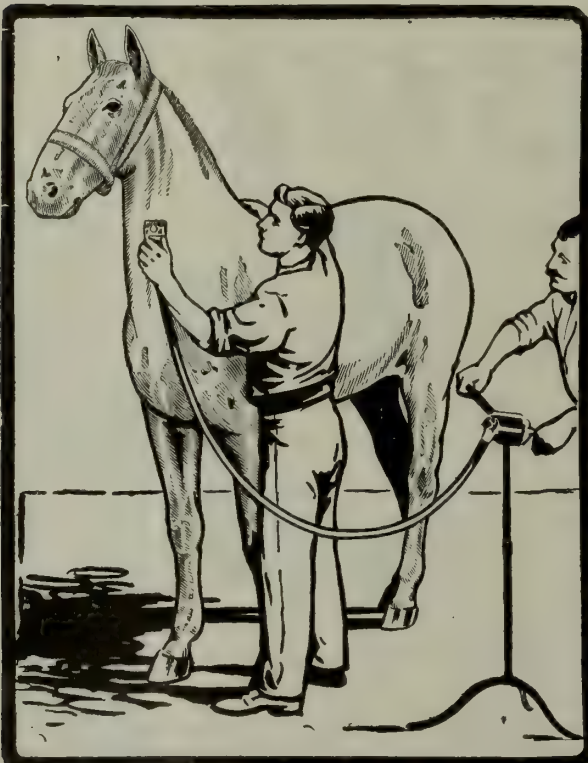


## Tools

Garden Shears, Garden Sets of Tools, Forks, Trowels

LARGE STOCKS AT WINNIPEG

The GEO. H. SAYWELL CO., - - Winnipeg



THIS SHOWS

## BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

**B. and S. H. Thompson & Co., Limited, Montreal**



# A Profit That's Different

It requires but little effort on your part to make big money under our selling proposition.

We supply you with an attractively illustrated catalog, and all you have to do is get after business men, school trustees, church committees and hotelkeepers, and show them how they can brighten up their buildings by installing metal ceilings. When you get a party interested communicate with us and if necessary we will send an expert salesman, **absolutely free**, to help you close the sale.

We do practically all the work but you get a big commission on every sale that we effect through your co-operation.



\$300 to \$1000 was the commission made by some of our agents last year. Don't fail to mail us the coupon to-day.

## The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL  
Quebec

TORONTO  
Ontario

PRESTON  
Ontario

WINNIPEG  
Manitoba

SASKATOON  
Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

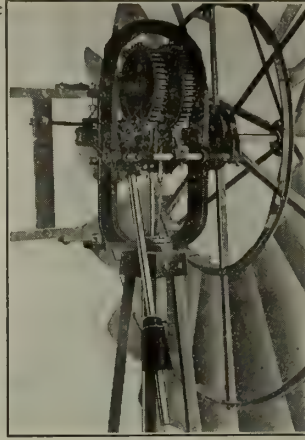
MAIL US THIS COUPON.  
Please send us your ceiling catalog.  
.....  
Sign name here.



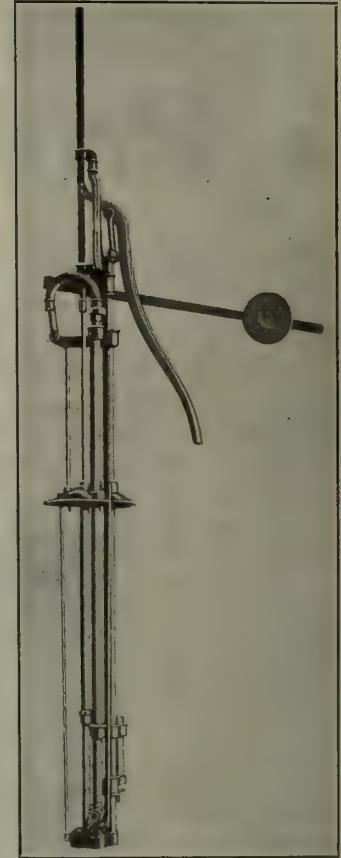




Assurance  
of  
Satisfaction



Good  
Margin  
For Profit



## Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

*Catalog on request.*

**Dominion Well Supply Co., Ltd.**  
Cargill, Ontario

## The NICHOLSON-MADE MOWER FILE

**T**HIS is a new Solid-Handle Mower File, made in Regular and Reverse Sections, of which you ought to

"sharpness" and "cut" as the "Nicholson-made" File which preceded it.

When you stock these "Nicholson-



stock both. It is "Nicholson-made."

This means it is a tool which, before reaching you, has had to pass 10 individual inspections and a final hand testing for all cutting sides.

Like all other "Nicholson-made" Files (or Rasps), this Mower File is made from a private steel, on private machines, and is heat-treated and hardened by a special private process.

The result is an excellent file. More than that, File after File is "just like the last." One is the same in "feel" and

made" Brands

**AMERICAN, ARCADE, GLOBE, GREAT  
WESTERN, KEARNEY & FOOT**

you benefit, because each file is "tested to a standard," and will give satisfactory performance. Buy "Nicholson-made" Files from all jobbers.

## NICHOLSON

38

File Company

**Port Hope, Canada**



# Sell Yourself One

Your store, just as the other stores, home and public buildings in your locality, can be made more attractive and can be protected against fire by the use of

## “Metallic” Steel Ceilings

and Walls. Erected in your store they will be a convincing demonstration of their excellence and desirability. They are ornamental, sanitary, fire-proof, easy to clean, durable and economical. You can erect them in new buildings or in old ones right over the old plaster or boards.

We are constantly developing new and attractive designs and keep the “Metallic” line right up in the forefront in quality. Our innumerable beautiful designs will meet all personal tastes and the requirements of rooms of all sizes and shapes.

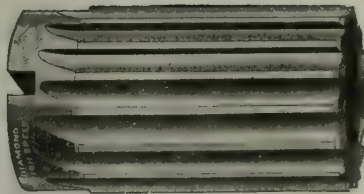
This is a good money-making line for you, and you do not have to carry large, expensive stocks. Our catalogue H. and price list is all you need. Send for them now.

### The Metallic Roofing Co., Limited

TORONTO

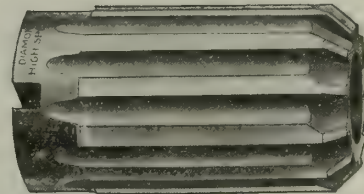
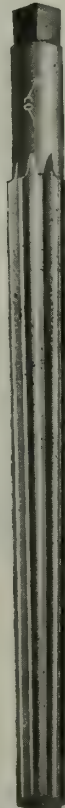
MANUFACTURERS

WINNIPEG



**“W & B”** Reamers are designed to save wasted energy and to do the work at the lowest cost per piece. This has established their reputation as **REAMERS OF EFFICIENCY.**

They are made in all styles and sizes from Carbon Steel and latest improved High Percentage Vanadium High Speed Steel.



**“W & B”** Reamers are absolutely accurate. Each one must conform to micrometer measurements as it passes through the various operations of manufacture.

There is a “W & B” Reamer for any job handled in your factory.

If your Jobber or Dealer cannot supply you, write us and send for Machinists' Supply Catalog No. 82-G and circular, “Efficiency or Wasted Energy.”



### THE WHITMAN & BARNES MFG. CO.,

OFFICE AND FACTORY, ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL





# High Grade Clothes Wringers

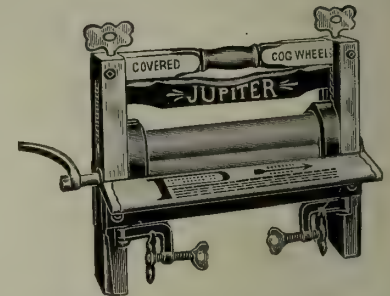
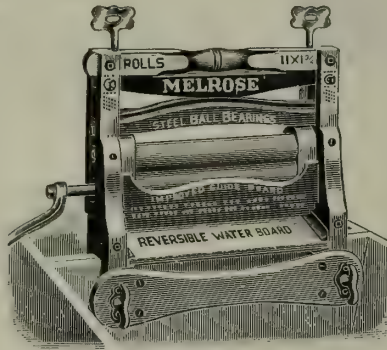
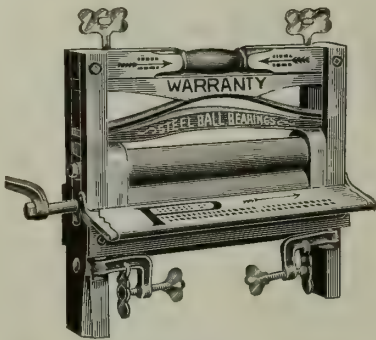
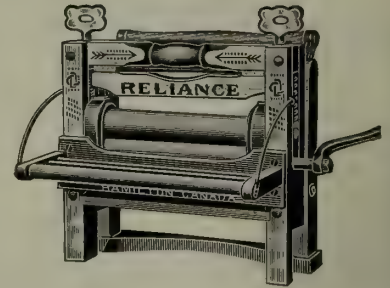


MADE TO WRING DRY

**Fitted with Live Rubber Rolls, Durable and Highly Elastic.**

We make wringers in many designs and various grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own roof, from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.

**Anti-Chemical Rolls are not Affected by Acids or Washing Compounds**



Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire

## CUMMER-DOWSWELL, Limited

AGENTS:

W. L. Haldimand & Son,  
H. F. Moulden & Son,

Montreal  
Winnipeg

## Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled



"Contractors"

No. 116, capacity 16 Imp. quarts.  
Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.



Minto.

No. 14, capacity 13 Imp. quarts.  
Strong and durable, and fitted with heavy pressed Hercules bottom.



"Alberta"

Capacity 12 Imp. quarts.  
Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

**Write For Prices**

**THE THOS. DAVIDSON MFG. CO. Limited,**

**Montreal, Winnipeg, Toronto**

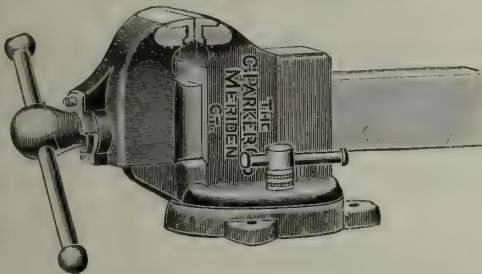
# BLACKSMITHS' TOOLS



The Best Flux known for Welding



And MALLEABLE Iron to Steel.



## PARKER'S VISES

Semi-Steel Reinforced Slide

No. 229	3 1/4 in. jaws
No. 239	3 3/4 in. jaws
No. 249	4 1/4 in. jaws
No. 259	4 3/4 in. jaws
No. 269	5 1/2 in. jaws



## Portable Forges

No. 150, 18 inch diameter hearth, 10 inch fan.

No. 999, 25 inch x 36 inch hearth, 12 inch fan.

## No. 400 Blowers

The modern substitute for the bellows, we have them.

## Tuyere Irons.



No. 150

## POST DRILLS

No. 151, drills to 1 inch, weight 65 lbs.

No. 152, drills up to 1 1/4 inch, weight 70 lbs.

No. 103, drills up to 1 1/2 inch, weight 200 lbs.

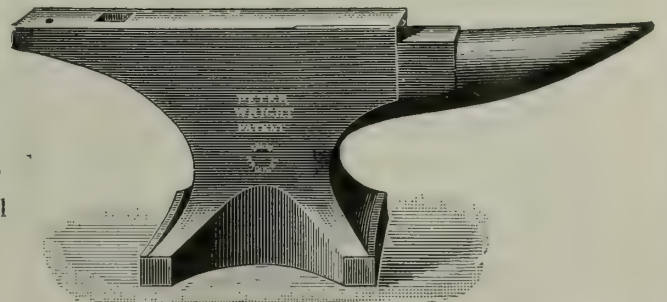


DERBY, Full Mounted Screwplates. No. 115, 1/4 to 1/2; No. 116, 1/4 to 3/4; No. 119, 1/4 to 1 in.



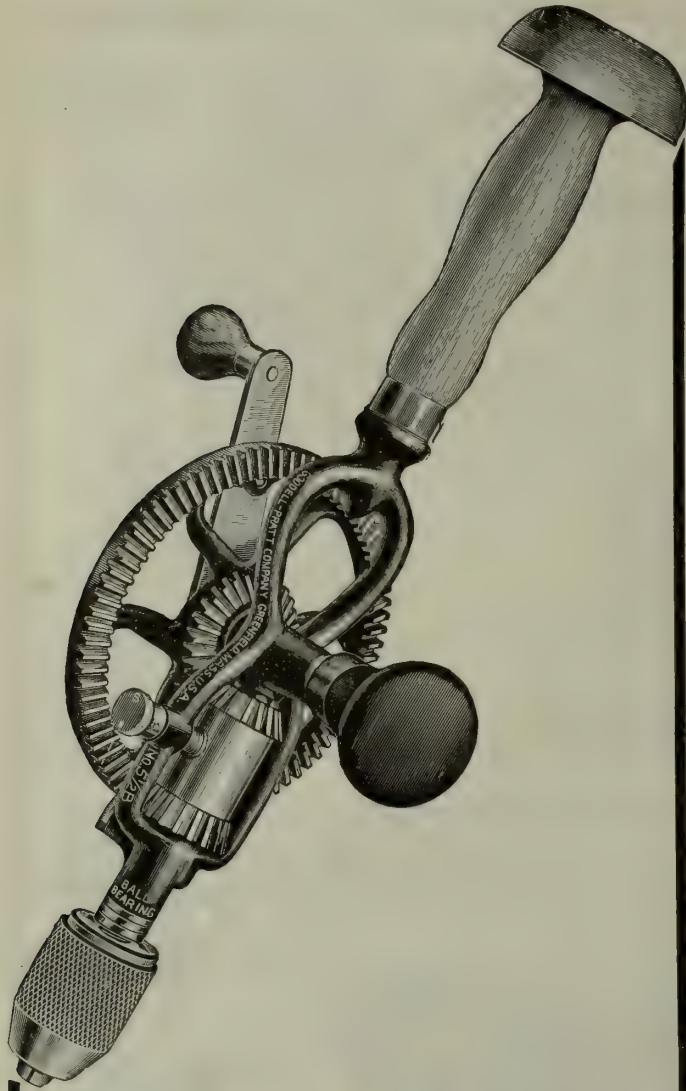
## Peter Wright's

Anvils and Vises in all weights.



**Caverhill, Learmont & Co.**  
Montreal





*Goodell-Pratt's*

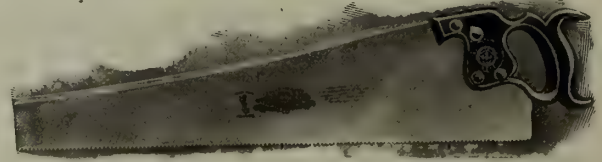
# 5 1/2 B Hand Drill

Garages, Automobile Repair Shops and even Automobile Factories are real live prospects for this Hand Drill.

Two-speeds, cut gears, ball bearings, polished hardwood handle with large head, Three-jawed chuck 0 to 3-8 inch.

**Goodell-Pratt Company**  
*Toolsmiths*

Greenfield, Mass., U.S.A.



No. 88A—Silver Steel Saw, Mermaid Brand

## SPEAR & JACKSON

**Saws, Files and Edged Tools**

F-127  
3 Square File



**The Name's  
the Guarantee**



**Good Margin for Profit.  
Send a Trial Order.**



No. 5A Containing 22 Tools

**Spear & Jackson, Ltd.**  
**SHEFFIELD, England**

**FRANK H. SCOTT, Agent for Canada**  
CORISTINE BUILDING, MONTREAL

# WHY The "Banner"

**Is An Excellent  
Furnace To Handle**

Every part of this furnace which is subject to wear and tear a furnace has to endure, is made of heavy cast iron, viz., the grate bars, the fire pot and the dome or combustion chamber.



The  
**Banner Furnace**  
is built to give  
longer service and  
give more all-round  
satisfaction. **It will build  
your furnace trade.**

**Grate Bars** are triangular in form and it is acknowledged that this is the best grate for furnace use. Being triangular in form, it has 3 sides, which can be exposed to the fire and this will naturally give much better service than any other grate with only one side to the fire.

The **Fire-Pot** which is made in two sections has a cup joint which minimizes the danger of cracking the centre. It is flanged or ribbed on the outside to add strength and additional radiating surface.

**Cast Iron Dome** is made exceptionally heavy and fits the Fire Pot with a cup joint. It will last longer and it will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

**Banner Furnaces** are sold under a guarantee that they must give complete satisfaction to every user.

*Write Us For Full Particulars*

**The Galt Stove &  
Furnace Co., Ltd.**

GALT, ONTARIO





## The "KELSEY" WARM AIR GENERATOR

### Pays the Dealer a Big Profit

This warm air generator is built on an entirely different principle to the ordinary furnace.

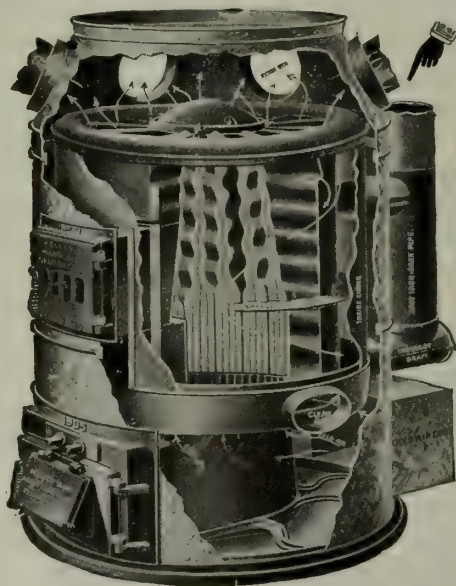
Its construction gives it three times the weight and heating surfaces with the same sized grate. All heat units are absorbed and imparted to the air in a most scientific way.

The "Kelsey" gives an efficient heat at an enormous saving of fuel.

The Zig-zag Tubes form the fire pot and combustion chamber. They are heated on all sides by conduction, radiation and by burning gases, being in contact with and overhanging the fire.



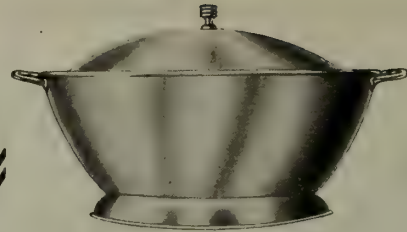
One of the  
Zig-Zag Tubes



The "Kelsey" does not enter into competition with the ordinary furnace. It will draw a better class of trade to your store. Investigate it!

Let us send you our booklets—they will give complete description.

The  
**JAMES SMART Mfg. Co., Ltd.**  
BROCKVILLE, ONT.



## XXXX RETINNED STAMPED WARE

Have you a high class trade? McClary's X X X X retinned ware will meet the demand of such a trade and increase it. It is the heaviest ware on the market, special care being taken to ensure a high grade production.

Every piece sent out is subjected to rigid examination. For lustre and durability X X X X can't be beaten. Ware of this description brings satisfaction to the customer who buys it and credit to the store that handles it.

Kneading Pans, Dish Pans, Wash Bowls, Pudding Pans, Boilers, etc., etc., labelled McClary's X X X X mean rapid and regular sales. See that your stock is complete.

## McClary's

London Toronto Montreal Hamilton

St. John, N.B. Calgary Winnipeg

Saskatoon Vancouver Edmonton



# THE "Gladona" BASE BURNER



This new McClary base burner will appeal to the customer in search of a moderately priced heater.

Its **appearance** will attract the attention of the prospective buyer at once. The nickel trimmings are specially handsome, and the stove looks well from any point of view.

It is capable of heating the whole house, and for economizing fuel the Gladona can't be beaten. The removable firepot and easily accessible grates are strong selling points.

An automatic magazine cover which operates the inside lid is another strong feature.

Dampers and check drafts are the kind that give the best control—grates are the latest duplex, easy to operate.

Flues are constructed on the standard two flue pattern.

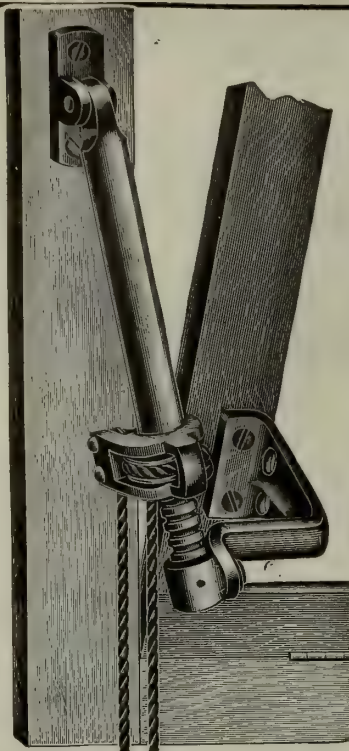
The Gladona cannot fail to sell easily and rapidly. See that you have it on your floor.

Write our nearest branch at once.

## McClary's

LONDON	TORONTO	MONTREAL
HAMILTON	CALGARY	WINNIPEG
VANCOUVER	SASKATOON	EDMONTON
	ST. JOHN, N.B.	





10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD  
1809

EVERED

& CO  
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England  
SHOWROOMS: 27-35 Drury Lane, London, W.C.

## MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing  
**BRASS FOUNDRY**  
LIGHTING FIXTURES  
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the  
Factory, Surrey Works, Smethwick, England.



## "Quick Meal"

Blue Flame Wick Oil Stove

...THE...

**ORIGINAL OIL STOVE**

WITH A

**GLASS FOUNT**

Simple as a lamp.

Makes a clean and powerful blue flame.

Easy to re-wick or regulate.

Has Porcelain Burner Drums that cannot rust,  
the shape of which creates the hottest fire  
possible.

The "Quick Meal" Stove is 32 inches in height and dimensions of tops are  $17\frac{1}{2} \times 25$  and  $17\frac{1}{2} \times 33$  of the 2 and 3 burner respectively. Compare these measurements with those of any other make, and note the substantial cast legs and under shelf of the "Quick Meal" and you will have some conception of why it requires a factory of 1600 stoves a day capacity to supply the demand. We also carry the "Quick Meal" line of Wickless Oil stoves, Ovens and Gasoline Evaporating Stoves, etc.

An exclusive town agency places you in a class by yourself and there is a large and profitable trade ahead of you in this line if you embrace the opportunity quickly.

Catalogue on request. Stocks carried at Woodstock and Winnipeg.

**THE JAMES STEWART MFG. CO., Limited, Woodstock, Ont.**

Western Warehouse, 156 Lombard St., Winnipeg

AGENTS FOR CANADA

# What Would You Pay

an expert if he showed you where you could effect a saving and make your business more productive?

You can have the services of many experts who will give you, once a week, information concerning business conditions and the crop outlook that will prove of inestimable value to you. We make the foregoing statement because we believe you are one of that ever-increasing number of intelligent business men who take every advantage of up-to-date and reliable information to better equip themselves to meet strenuous competition.

The Financial Post of Canada in its Business Review and Forecast gives a concise summary of past conditions and a forecast based on the conclusions of experts who are in constant and close touch with all lines of trade and commerce in Canada, the United States and Great Britain.

Having foreseen the financial stringency which is now a fact for almost a year, The Financial Post has cautioned its readers to go slowly in making any extensions to their business.

Because of its reliability and its readability—for it is written in non-technical language—it is popular; fully 90 per cent. of the subscribers to The Financial Post renew their subscription.

“Would not be without it.”

“Wish it came twice a week.”

are expressions used recently by subscribers.

Fill in and mail the coupon to-day.

## THE FINANCIAL POST OF CANADA

“The Canadian Newspaper for Investors.”

Every Saturday

Three Dollars a Year.

Publication Office: 143-149 University Avenue, Toronto, Canada.

Montreal, Winnipeg, Vancouver, New York, Chicago, London, England.

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### THE FINANCIAL POST OF CANADA

143-149 University Avenue, Toronto, Ontario

Dear Sir:

Please send me sample copy of The Financial Post of Canada and information about The Investor's Information Bureau.

Name.....

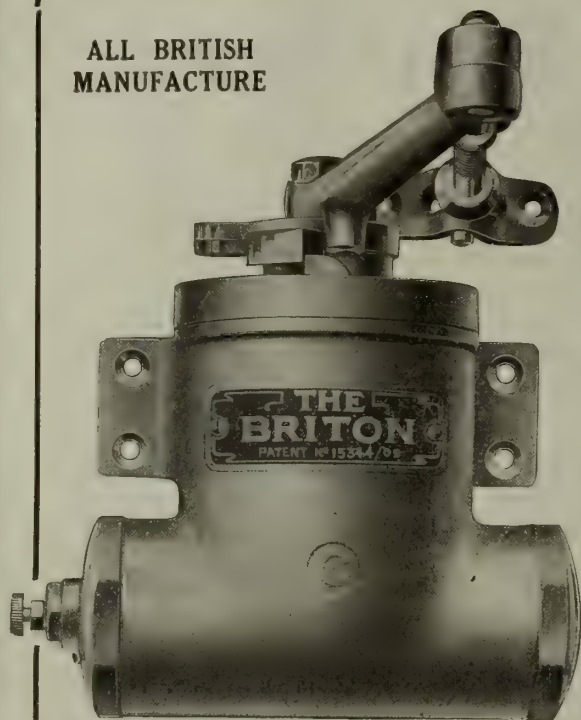
Address.....

.....



## The "BRITON" Patent Door Check and Spring

ALL BRITISH  
MANUFACTURE



### SUITABLE FOR EITHER HAND WITHOUT ALTERATION

The horizontal cylinder which contains the checking device, is filled with a special oil, and is so sealed that the oil cannot exude.

The check-regulating screw is placed in the end, opposite to the checking end of the cylinder, and, being therefore immune from pressure of any kind, is not liable to leak.

MADE BY

## WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

## The Thos. Pink Co., Limited

Manufacturers of  
LUMBER TOOLS

PEMBROKE - ONTARIO

MADE IN  
CANADA



It's a Pink anyway you take it,  
and it's the best Peavey made.

**Weico**

## —The Name of Quality

All good housekeepers recognize that there are great advantages in using kitchen utensils of the strength, durability and purity of the **Weico** class, which meet all modern requirements of cleanliness, convenience and economy.

The Preference to-day is for quality goods every time, in lieu of cheap and unsatisfactory substitutes. Are you alive to this fact?

**Weico**

### ANTI-RUST KNEADING PANS

The surface presents a coating of pure tin to the contents, and does not contaminate the material being kneaded.

Bowl pressed out in one piece—heavy wrought iron handles firmly riveted on. Covers supplied with pans.

Quarts .....	17	21
Weight per doz., lbs. ....	60	65



**E. T. WRIGHT CO., Limited,**  
WINNIPEG VANCOUVER

**HAMILTON, CANADA**  
TORONTO

## Canadian Tube & Iron Company Ltd.

**MONTREAL**

### BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnerns' Rivets, Etc.



### WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture  
**NIPPLES** in all sizes—black or galvanized.

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Line



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How is your stock? Look it over and see what you require for prompt shipment. Then order from

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Branches—Toronto, Ont. and St. John, N. B.

### AGENCIES:

F. H. Andrews & Sons, Quebec; McGowan & Co., Vancouver;  
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Calgary, Saskatoon, Edmonton.



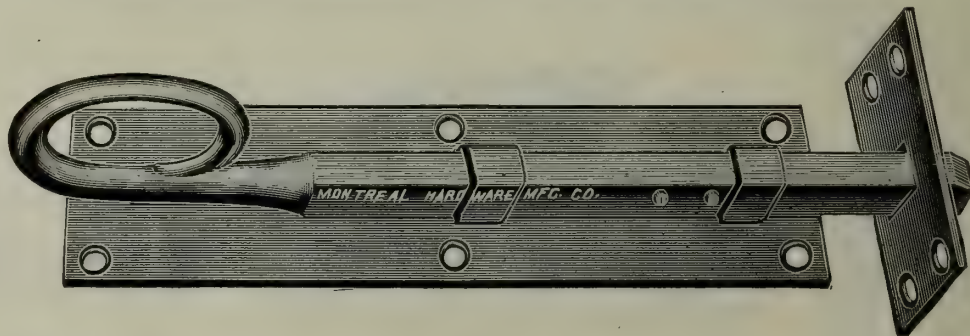
CORDAGE,  
LATHYARN,  
TWINES,  
PACKINGS,  
CLOTHES  
LINES,  
MARLINE,  
TARRED  
GOODS

of every description.  
MANILA—SISAL—ITALIAN  
RUSSIA—JUTE.

# We Give Prompt Shipments

Order M.H. Brand and you won't have to wait. These are the goods which always give satisfaction. Stock them and complaints from customers will cease.

Send  
for our  
Catalog



Our  
Prices  
are  
Right

Place a trial order for M.H. Brand goods and we know that repeats will follow.

**Montreal Hardware Mfg. Co., Limited**  
MONTREAL

# The Most For Your Money

Every so often the "just as good as Plymouth" argument is put up to you. Suppose you take a chance. The rope arrives. What do you do?

Here's what one dealer did.

"I just returned three coils (just as good as Plymouth Manila)  $\frac{1}{2}$ c lower in price, but, "my," the quality."

## PLYMOUTH ROPE

"The Rope You Can Trust"

became the standard article that it is by giving superior service to the user.

In rope "the most for his money" means to the user; greatest length, strength, durability and working qualities — not so many pounds. To the dealer it is expressed in the satisfaction of his customers and the permanency of their trade.

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When an article remains standard, uniform and appreciated from year to year, like Plymouth Rope, it's a good thing to stick to.

### Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver





What you get out of your Fall business this year, will depend pretty much on the amount of energy and originality you put into your sales efforts.

There are dozens of plans for promoting sales, which you have never tried, but which may have worked out mighty well in some other town. They would work equally well in your town, with possibly some slight modifications.

The Annual Fall Number of Hardware and Metal will specialize, this year, on Sales Promotion, for we believe that the business situation is one that calls for special efforts in the Sales Department.

This number will teem with good, live, practical ideas for selling Fall goods. Watch for it, and when it reaches you, use it to liven up your own selling plan.

Make the right use of Hardware and Metal's Annual Fall Number, and it will make dollars for you.

Remember the date—August 23.

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Easy to Sell

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Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time. The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order. Thermo Washers are attractively designed and well finished and find ready buyers everywhere. Before restocking your washer department get full descriptive matter and prices.

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The only scientifically constructed Garage Floor Drains on the market. When installing our "Peerless" Garage Floor Drains you will avoid explosions, choked sewers, other complaints and nuisances common in Garages.

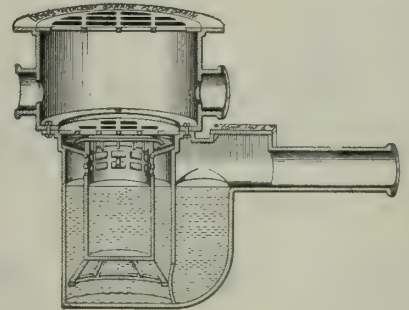


Fig 61

We manufacture more than 100 styles and sizes of Floor Drains. Our illustrated catalog, DEHN'S SANITARY SAFEGUARDS NO. 16, will be forwarded to you upon request.

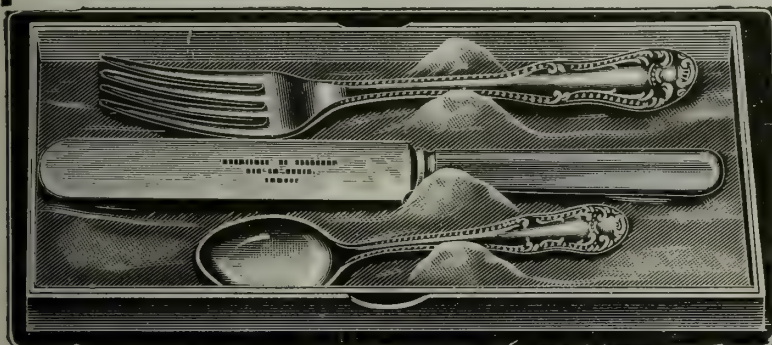
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Helena Pattern



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The best is always the cheapest, try us and see for yourself

Eavetrough, conductor pipe, elbows, ridge roll, valleys, skylight, ventilators, and

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*We ship while others are thinking about it*

**WHEELER & BAIN, Toronto**





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PAID UP CAPITAL \$1,000,000

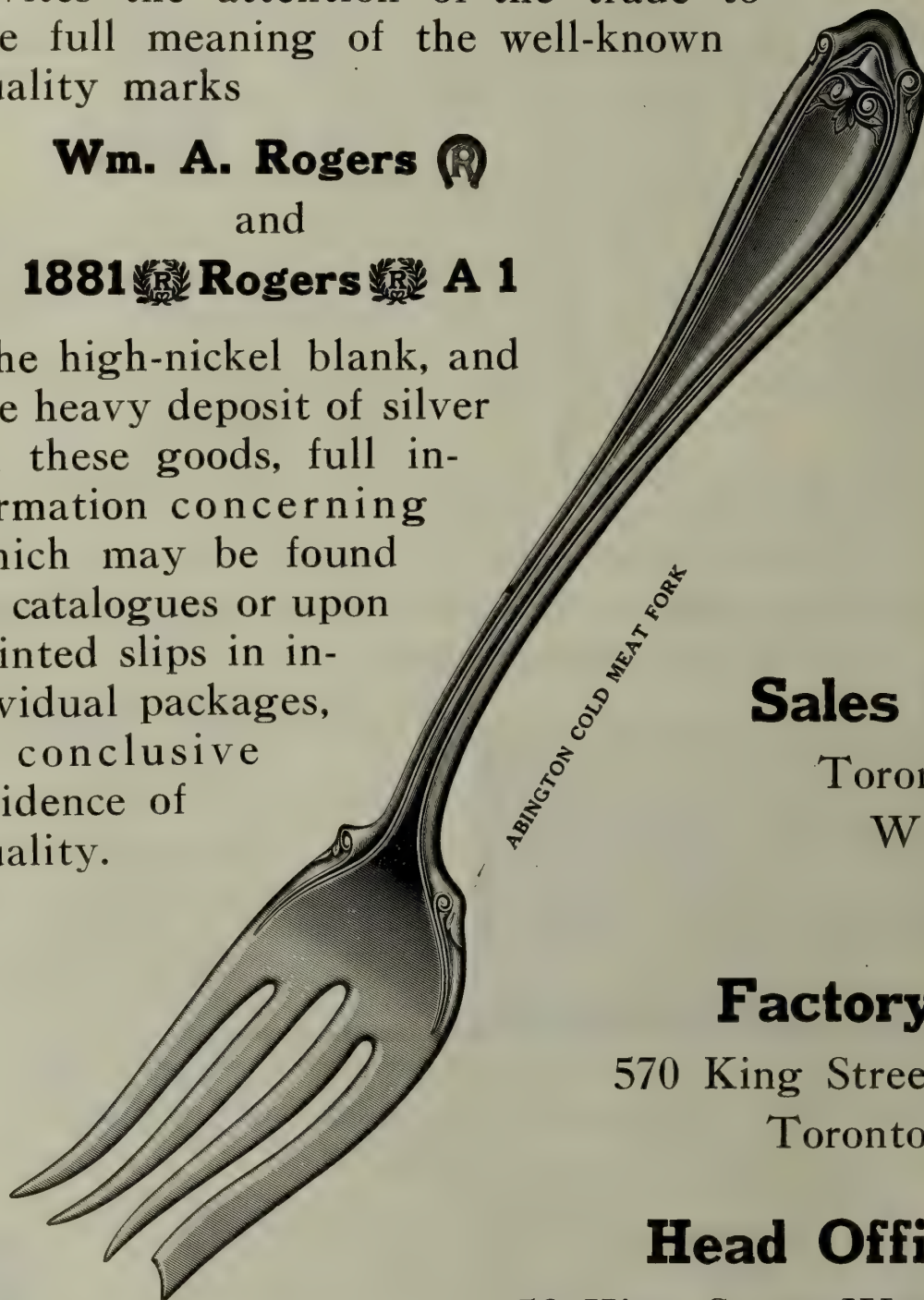
Invites the attention of the trade to  
the full meaning of the well-known  
quality marks

**Wm. A. Rogers** ®

and

**1881** ® **Rogers** ® **A 1**

The high-nickel blank, and  
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on these goods, full in-  
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which may be found  
in catalogues or upon  
printed slips in in-  
dividual packages,  
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evidence of  
quality.



## Sales Rooms:

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Winnipeg  
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## Factory:

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Toronto

## Head Office:

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# One For Every Merchant



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\$75

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\$135

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Total Adder, Sales-Strip  
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\$300

No. 452  
Total Adder, Receipt and Sales-  
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\$430

No. 542  
Total Adder, Receipt and Sales-  
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**N**O MATTER how large or how small your business is, there is a sort and size of National Cash Register built to serve your particular requirements.

The one for your business will save you money, pays for itself out of part of the money that it saves, and insures you more profit.

It will encourage clerks to sell more goods, prevent misunderstandings, and benefit customers.

The prices range from \$30 to \$900.

Tell us how many clerks you employ, and we will furnish you with complete information regarding a register built to meet the particular needs of your store.

## The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory, Toronto



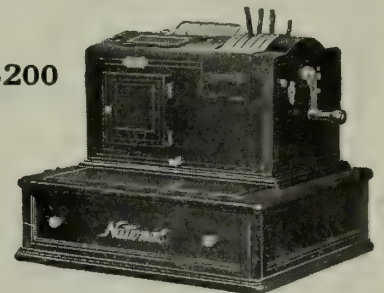
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# Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

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### THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kirtledge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price \$5.00.

### ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price \$3.00.

### SHEET METAL WORK.

By William Neubecker, Instructor, Sheet Metal Department of N. Y. Trade School. 288 pp., 370 illus. Half Morocco binding. A complete manual of practical self-instruction in the art of pattern drafting for light and heavy-gauge metal, skylight work and roofing, cornice work, etc. Price, \$3.00.

### A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price \$2.50.

### ESTIMATING.

By Edward Nichols, Architect. 128 pp., 22 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price \$1.00.

### THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price \$1.50.

### TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price \$1.00.

### TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

### MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

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By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages; 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

### HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

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## MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue

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TORONTO, ONT.

# HARDWARE AND METAL

## *Canada's Only Weekly Hardware Paper*

Vol. XXV.

TORONTO, JULY 26, 1913.

No. 30

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President*

H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address : Macpubco, Toronto ; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

### HARDWARE AND METAL

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CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, Room 643, Old South Building, Telephone Main 1024.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

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**ARE YOU THE MAN AT THE HELM?**

Are you running your ship of business along the shortest and safest course to the harbor of success?  
Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have  
a successful run.

**STORE MANAGEMENT COMPLETE**

is a guide that will show you how to get the maximum trade and profit out of  
your business. This book is written by Frank Farrington (a companion book to  
"Retail Advertising Complete.") It tells all about the management of a store.  
The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be  
to hold trade. The money-back plan. Taking back goods.  
Meeting cut rates. Selling remnants. Delivery goods.  
Substitution. Handling telephone calls. Courtesy. Re-  
bating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16  
full page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid.  
Money refunded within 10 days if not satisfactory.

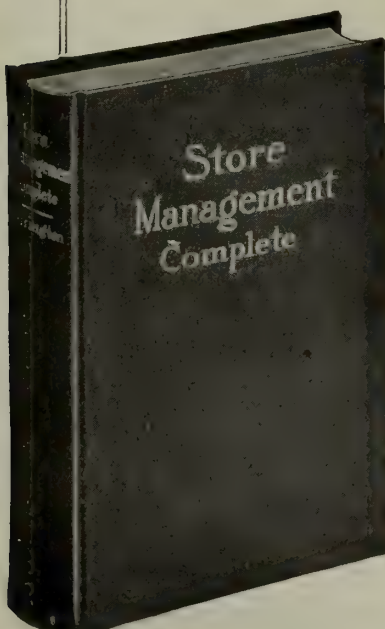
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**TECHNICAL BOOK DEPARTMENT**  
**MacLean Publishing Co.**

143-149 University Avenue

**TORONTO**



# HARDWARE<sup>AND</sup> METAL

Vol. XXV.

JULY 26, 1913

No. 30



## MOTOR TRUCKS FOUND PROFITABLE

*Many large firms are introducing auto-delivery systems in order to facilitate the prompt handling of goods. The accompanying article gives a complete description of the delivery equipment of a large firm in Toronto. This firm has found the auto-delivery service to be the most efficient for the work which the firm is called upon to perform.*

The advent of the auto-truck has helped many firms to solve the perplexing problem which confronted them regarding the best means of obtaining promptness and efficiency in their delivery system. To a firm employing a large staff of men a loss of time through failure to obtain a prompt delivery of supplies is a serious question. Another loss of time is often encountered in transferring men from one job to another. With horse-drawn vehicles it is a hard proposition to make fast time, especially in a large city. By introducing the motor-truck many firms have increased the efficiency of their delivery systems in a large degree and effect a large saving in the time lost by employees. A modern auto-truck will carry a large load at a rapid rate and enables the owner to make prompt deliveries. The motorcycle is also playing a prominent part in methods of transportation and is being used largely by foremen who find that they can visit a large number of jobs in a very short space of time. Many firms report that they have cut down their cartage and delivery expenses a considerable amount since introducing an auto-delivery system.

The accompanying illustration shows the autos used in the cartage and delivery department of Bennett & Wright, Ltd., Toronto, Can. This firm began business in Toronto in a small way during the year 1875. Only a few men were employed and all the cartage work was done with horse-drawn vehicles. The business of the firm has grown rapidly and we now find them employing upwards of three hundred men. With the rapid expansion in business the firm realized that it would be necessary to maintain an efficient delivery system. The firm use over half a ton of caulking lead each day and it can be readily seen that they require deliveries of large quantities of soil pipe and fittings in addition to the many other lines used in connection with their work as sanitary and heating engineers. Under the old system of delivery the firm used their own teams and in addition, they usually paid from \$10 to \$15 a day to outside cartage companies. Under this system, the company suffered much inconvenience, not to speak of the large amount of the men's time lost in not being able to get prompt deliveries of supplies. This is a very serious loss es-

pecially to firms employing a large staff of men. The room occupied by horses and vehicles also became too valuable for stabling purposes and the firm decided to launch into the motor truck method of transferring their men, material, etc., to and from the different jobs. The firm now have a large array of auto trucks, cars, and motor cycles, all of which are used in connection with the firm's business. In the illustration may be seen 4 motor trucks with a carrying capacity each from 1½ to 3 tons and an average speed full load of fifteen miles per hour. The foreman sanitary engineer has an auto which he uses in going around to the various jobs. Their heating engineer uses a motor-cycle and is enabled to visit a large number of jobs in an incredibly short space of time. The vice-president and secretary-treasurer of the company use autos in connection with the firm's business. The president of the company also has a fine auto which he uses largely for business purposes. The members of the firm all agree that it would be an utter impossibility to cope with the delivery problems of the firm and do the large amount of delivery so economically had they not



introduced the motor delivery system. Until recently the firm had used three motor trucks but have just acquired another three-ton truck, making four in all, viz:—Two 3-ton trucks; one 2-ton truck; one 1½-ton truck. Each member of the firm agrees that the introduction of the motor delivery system has been an important factor in assisting them in the expansion of their business. The motor trucks, as may be seen in the illustration, present a splendid appearance and are a good advertisement for the company. Large loads may be carried and splendid time can be made in delivering material to the various jobs. Men and material can be transferred quickly from one job to another with small loss of time and this is an item which is very important. A number of idle men waiting for material, or losing considerable time in moving from one job to another will soon eat a large hole in the profits. The extra time saved by using an auto-delivery will help to a large extent in paying for the up-keep of the auto. On account of the speed at which they may be driven and on account of not losing time for feeding "which is necessary where horses are used" it is possible to keep the autos at a greater distance from the warehouse or factory, and, if necessary, using central locations for other than stabling purposes. The advent of the auto has revolutionized delivery systems, and has enabled many large firms to give a much more efficient delivery service at a lower cost than they obtained with the old system of horse-drawn vehicles. When autos were first introduced it was claimed by many people that they could not be made a success for commercial purposes. This theory has been exploded and the auto has undoubtedly triumphed.

During the past year a large number of firms have inaugurated automobile delivery systems, this has been noticed in almost every line of business. Many hardware firms have introduced auto delivery systems and with few exceptions are highly in favor of the auto for quick and efficient service. The introduction of the auto into the hardware business has not been confined to any one section of the trade and we find many manufacturers, jobbers and retailers taking advantage of the efficient service which may be obtained by using autos. During the past year several retailers who use autos for delivery purposes have been interviewed by Hardware and Metal and almost without exception the dealers have stated that they feel sure the auto is the most efficient and economical delivery service they could adopt. It is true that a few minor repairs are needed from time to time but many of these needs may be

eliminated if careful drivers are employed. In addition to using auto trucks for cartage and delivery purposes many wholesale firms are now supplying some of their travellers with autos for calling on their customers. It has been found that in some districts the travellers can cover a much larger area in a shorter space of time than they could under the old system of using trains and horse-drawn vehicles. They are also enabled to call more often on customers located in small towns not served by a railway. Some hardware retailers have adopted a system of sending a salesman in an auto through the country districts soliciting business and in several cases are meeting with splendid success. These salesmen can go to the home of the farmer and talk over business matters with the farmer and his family. Many reports are heard of these salesmen getting large orders for roofing, twine, cement, machinery, separators, fencing, sewing-machines and even automobiles. The automobile is playing an important part in the transportation problems of to-day and there are many wide-awake firms who have been quick to learn the many advantages and the economy of the modern auto in assisting them in the important problem of prompt and efficient delivery service.



#### PARIS GREEN IN NOVA SCOTIA.

Some time ago Hardware and Metal published the sections of the acts governing the sale of Paris green and wood alcohol in the various provinces of Canada. At that time the only province omitted was Nova Scotia and it was stated that copy of the Nova Scotia act was in the hands of the printers and would be published later. We have just received a copy of the Pharmacy Act from the Nova Scotia pharmaceutical Society and publish herewith the part in which the hardware dealer is interested.

This section shall not prevent the sale by persons not registered under the provisions of this Act, of Paris Green, London Purple, Helebores, Sulphate of Copper and Arsenate of Lead for agricultural purposes, so long as such articles are sold in well-secured packages, distinctly labelled with the name of said article and marked "poison."

Wood alcohol in Nova Scotia as in the other provinces comes under the Dominion Inland Revenue Act, as described in a former issue of Hardware and Metal

## Catalogues and Booklets

#### Coal and Wood Stoves.

The Gurney Foundry Co., Toronto, Ont., have issued illustrated price list and catalogue No. 213 consisting of 84 pages and showing their line of coal and wood stoves, ranges, heating stoves, etc. The catalogue is attractively gotten up and gives considerable valuable information regarding the lines manufactured by the company. A repair list is also shown, giving a complete list of stoves for which repairs can be supplied, with numbers under which they were manufactured. If the information given is accurately followed, no difficulty should be experienced in securing correct repair parts. Approximate shipping weights and code words are also given. The catalogue is very complete. The company have also issued illustrated price list No. 313 of Gurney-Oxford warm air furnaces, registers, tin pipe, etc. This catalogue consists of 20 pages and is gotten up in such a manner that it should meet with the approval of dealers.

#### Starrett's New Catalogue.

The L. S. Starrett Co., Athol, Mass. has issued catalogue No. 20 consisting of 320 pages illustrating and describing their line of mechanics' fine tools. The new catalogue is 43 pages larger than their No. 19 issue. Interesting descriptions, illustrations, and prices are given for all kinds of machinists, carpenters, draftsmen, engineers, chauffeurs, and other mechanics. In addition there will be many pages of data and tables such as metric conversion tables, decimal equivalents, weight computing tables, tapers and angles, wire gauge tables, etc. The arrangement of the catalogue has been somewhat changed from that of No. 19, which makes it easier for reference. Many additions to the line are shown in the new catalogue.



In preparing advertisements leave just as little as possible to the imagination of the printer. He is no mind reader and unless you indicate clearly what you want, you are liable to get his ideas instead of your own. And do not forget that personality can be expressed by printers' ink just as well as by other means.



# Planning the Fall Hunting Goods Campaign

**Hardware Merchants Should Start Early to Secure a Good Share of the Fall Sporting Goods Business—Getting in Touch With Prospects One of the Chief Factors—Methods Employed by Montreal Dealer to Obtain Sporting Goods Business.**

Within a very short time now the hunting season will be opening up, and it behooves every retail hardware dealer not only to be ready at the sound of the first shot, but to launch such a campaign to get business that he will make himself conspicuous at once as the man who precedes that shot and also as the man who will play the follow-up game with an equal amount of energy and success.

Getting in touch with new prospects is always one of the chief factors in building up a large gun, ammunition and general sporting goods trade. Gun clubs and hunting clubs of various kinds are now being formed all over the country. Realizing these as valuable prospects, A. E. Bregent, St. Catherine St. E., Montreal, makes a regular practice of circularizing these every fall both with circulars and catalogue, and this brings himself in touch with those most keenly interested in this line of sports.

A keep-in-touch system is also employed by T. W. Boyd, Notre Dame St. W., of the same city, who, through years spent in the business, has built up a valuable mailing list which he prides himself on keeping live and up to date. By the card index system record is kept of every customer. At the time of issuing their annual catalogue, to every customer on the list is sent a letter and post-card stating that the catalogue is being prepared, and asking that if they are still interested in sporting goods they should fill in the post-card and return it. In this way only the live-wires are kept on file, and the dead ones annually discarded.

At this time of the year, too, whole sets of window displays are sent out by manufacturers of arms and ammunition, so that none should lack for material to arrange attractive seasonable windows. Further than that, this display idea, by means of stuffed game, hunting scenes and tempting surroundings, can be developed to such an extent as actually to create an appetite in the man who is naturally fond of sport for a tramp through the bush. Some trees with autumn tinge, and general bush scenery, a few stuffed animals, water, the wax figure of a sportsman, and guns and ammunition, can be made to draw even the man most determined to stay away from it all, and lead his mind to the outdoor life with evening campfire and freshly killed game sizzling away in his spacious frying pan, while across from him squats some old pal, puffing away at a

favorite pipe and musing on the day's experiences.

In this connection, A. E. Bregent have found it to their advantage to feature strongly a one-line display during the season when that line is likely to be most popular, and thus concentrate all attention on that one line of goods. Between seasons, however, they run more of an assortment window, claiming that from this, best results can be derived.

In the Bregent store, too, another "stunt" found to work to advantage is the fitting up of complete outfits, and making a specialty of these. Thus, complete outfits of hunting supplies, fishing tackle, baseball accessories, etc., etc., are prepared at the various seasons of the year, and strongly featured. This, R. M. Cagney claims works in two ways to advantage; first, in that it is a complete outfit and saves the purchaser worrying over whether there is still something lacking, thus giving greater satisfaction to the consumer, and second, in that it allows of a fuller margin of profit on the lot—better satisfaction to the dealer.

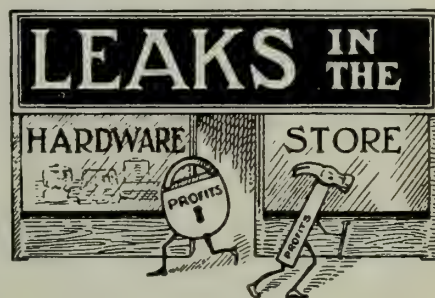
Then, again, to attract the prospective customer in interesting himself early in hunting goods there is the daily newspaper. Some find better results from a display ad., while others are inclined to prefer something more after the style of condensed advertising and short squibs. This, however, is a matter of personal opinion, but the one fact remains that in introducing any actively energetic campaign, the daily newspaper should be made to find a place.

A few words, too, may be said with regard to care of guns as experienced by veterans in the trade. Mr. Boyd advises leaving all stock, in so far as possible, in the original wrappings, and in his own store has built up special racks and shelving in order that this can be done the more easily. The stock on exposure he keeps continually going over to prevent rust.

In Bregent's, the same careful watchfulness is observed. Counting a gun just as much in need of care in handling as a watch, every gun is wiped off with a specially prepared cloth soaked in oil and other preparations, before being replaced in the racks, after being taken out to display. "A finger mark," states Mr. Cagney, "though scarcely discernible, will bring on rust in the course of a very few months, and thus the greatest care is necessary."

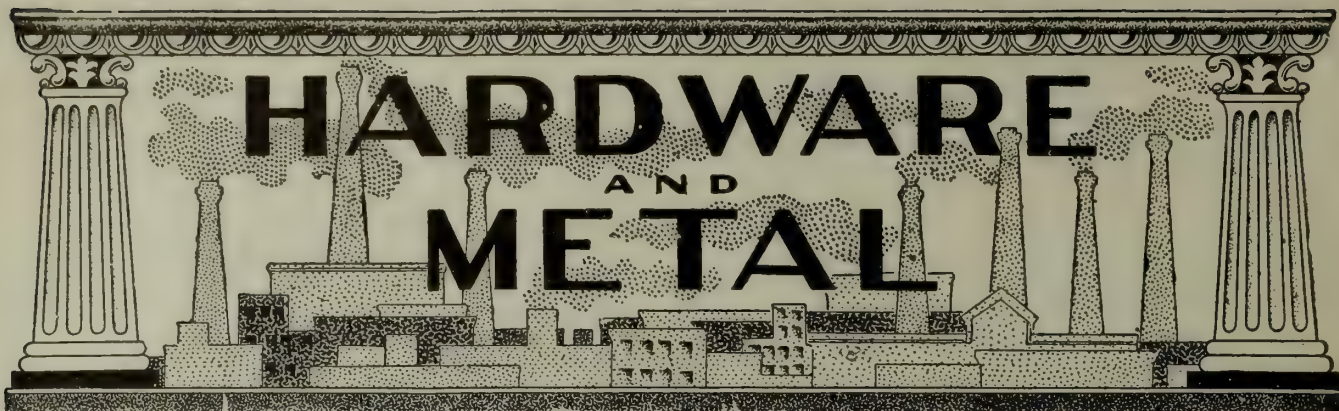
Many dealers find it to their advantage also to keep a gunsmith, or at least a man who is skilled in repair work, employed about the store. In this connection Boyd's have built up a large trade in cleaning up guns, and putting all articles in first-class working order for a hunting party proposing to start out on a trip to the bush. In Montreal, he finds a lot of this class of work available, and thus has turned it to good account.

Both the firms above mentioned have built up extensive trades in sporting goods of all sorts in a retail and also in a jobbing way, and offer to readers of *Hardware and Metal* the benefits of at least some of their experiences.



One quite common leak in the hardware store is the result of customers purchasing goods, finding them unsatisfactory, but instead of returning them immediately, waiting any length of time up to six months before bringing them back. To avoid such a practice, M. Philbin, hardware merchant, St. Catharines St. W., Montreal, has placed in a prominent place near the door of his store, a large card reading 'No goods returned after five days! The inscription is in such large letters that even the shortest-sighted man could read it, and so clear that no one could fail to notice it. Mr. Philbin has given this a long trial, and finds it a very satisfactory method of eliminating the heretofore existing evil. "Of course," he states, "some people still make a fuss if their goods are not taken back, but the system has worked so well that we don't mind the few exceptions we now meet. Before, however, customers used to keep goods until we didn't know whether they had been purchased here or not, and in many cases the same customers were not at all scrupulous either about using the goods, or afterwards claiming their refund."





Vol. XXV. No. 30

Toronto, Canada, July 26, 1913

Two Dollars per Year

#### METAL MARKETS IMPROVING.

The whole tone of the metal market is improved and there appears to be a general restoration of confidence. The nervous feeling exhibited two weeks ago has to a large extent disappeared. Several advances in price have taken place and general firmness is shown. Conditions are improving. There does not appear to be any reasonable ground for anticipating a much longer continuance of present financial depression in Canada. It is the general opinion that if the money situation eases up there are some surprises in store for the pessimist who has to a certain extent had it his own way for some time.

#### PARCEL POST DEVELOPMENT.

It is claimed that the United States Parcel Post System has been a remarkable success as a public utility. During the first three months of operation 150,000,000 parcels were handled, and the rates fixed experimentally yielded a handsome profit over the cost of operation. A few months was sufficient to demonstrate that much better and cheaper service could be given. Postmaster-General Burleson has announced, in consequence, that in the first and second zones—or within a radius of 150 miles—the weight limit of parcels will henceforth be 20 pounds, instead of 11 pounds, and that the rates for weight over the first pound will be cut down to about half. As the business within the 150-mile radius is one-third of the whole, these new concessions constitute a most important extension of the service. Eventually, it is expected to make the weight limit over the whole system 20 pounds, and later to increase that limit to 100 pounds, or close to the limit used in Germany and other European countries. The new improvements will, it is claimed, benefit particularly farmers and growers of garden truck, fruit, and similar commodities, and consumers in the cities. The addition of 9 pounds to the weight limit is relatively of more benefit to this direct trading in edibles than the 11-pound limit was, because the list of commodities eligible for posting is more than double.

After the Canadian Postal Department has put the Dominion parcel post on a smoothly operating basis, the 11-pound limit is not likely to be a permanency here, either. Parcels weighing 20 pounds, or even considerably more, can be almost as easily handled as 11-pound parcels. It is merely a question of carrying capacity. It is generally expected that Canada will have Parcels Post by the end of this year. When Parcels Post was introduced in the Commons there was practically no opposition to the mea-

sure. The Postmaster-General states that he is anxious to safeguard in every way the interests of the retail merchant. The protecting clause is found in the provision to form local zones over which a cheaper rate will apply. The local zone will include all the territory within a radius of 20 miles of any post office. As 20 miles is as far as the average retailer generally expects to ship goods, he is thus given an advantage over the mail order houses in catering to the trade in his own vicinity. It thus works out that the mail order houses will be able to ship all over the province at a flat rate, but will come into conflict everywhere with a lower rate employed by retail merchants.

On the face of it, one concludes that the local dealer has been provided with an ample buckler to protect him from the attacks of the catalogue house. It all depends, however, on how much difference there will be between the flat rate for the provincial zone and the rate applying in the local zones. If the difference is small, the mail order houses will be in a splendid position to increase their business. In any event, the retailer will have to show increased initiative and enterprise. Although no information as to the actual rates has been given out, it is probable that the mail order houses will be able to deliver goods in most parts of the province at a lower rate than is now in force. Thus they will have an advantage unless the retailers can take advantage of the local zone provision. If Parcels Post is coming and we have every reason to believe that it will be in force shortly the retailers must fight the catalogue house by going out after business more aggressively and utilizing Parcels Post, instead of sitting down and expecting the new measure to protect them.

#### OUR EXPANDING TRADE.

The trade of Canada has now passed the billion dollar mark. Sixteen years ago it was only a quarter of this amount. In 1906 it had passed five hundred millions. In 1911 it was \$759,000,000, and in 1912, \$879,611,839. Our imports are \$678,587,817 and our exports \$401,346,401. Our country is growing rapidly. New land is being brought under cultivation, new factories established and new railways are being built. There is room for still greater expansion, there is much new land that has not yet been brought under cultivation and there is plenty of room for thousands of new settlers. Canada is now a great country and promises to be still greater. That the hardware merchant will enjoy a large share of the continued growth and prosperity of our country goes without saying.



## POINTED EDITORIALS.

Your business next fall is apt to be just about what you make it.

\* \* \*

Wisdom is knowing what to do next; skill is knowing how to do it.

\* \* \*

Have you started to lay the foundation for your fall paint campaign.

\* \* \*

The motor truck is solving the delivery problems of our largest firms.

\* \* \*

What are you doing to increase the sale of guns and ammunition next fall.

\* \* \*

Metals are again advancing and greater confidence is shown in the metal market.

\* \* \*

Would it not be a good plan to devote a little time to collections during the slack season?

\* \* \*

Store manufacturers have commenced to ship stoves for fall. In summer days prepare for fall.

\* \* \*

Keep your store up-to-date. There is a sense in which nothing prospers like the appearance of prosperity.

\* \* \*

Are you making an attempt to clean out the summer lines that are gaining the appearance of left-overs?

\* \* \*

Electrical appliances are growing in popularity and many sales are being made. Are you securing your share of this trade?

\* \* \*

The trade of Canada has now passed the billion dollar mark, accepting the convenient definition of a billion as a thousand millions.

\* \* \*

There still remains two months of summer weather in which the sale of summer lines may be pushed energetically with good results.

\* \* \*

The man at the head of the business should know how to keep the man responsible for the various departments of his business "out of the ditch."

\* \* \*

This is the season to push the sale of harvest tools and hay fork rope. Do not forget that binder-twine is a much needed commodity at the present time.

\* \* \*

A holiday spent in one grand whirl of excitement is not a holiday at all. It is wrongful indulgence, resulting in completely tiring out instead of resting the holidayer.

\* \* \*

Keeping expenses down is not the secret to success in the retail hardware business. Nevertheless the man who can get results on the lowest possible expenditure is the man who spends his declining years clipping coupons.

## The Fall Campaign

Reports this week state that stove manufacturers have already made shipments of stoves and other lines that had been booked for fall delivery. Hardware jobbers are also shipping ammunition, rifles and other lines that are ready sellers during the fall season. Paint manufacturers have their plans arranged for the fall paint campaign and expect a record volume of business. At the present time a large number of travelers and other employers are enjoying their vacation and obtaining rest and recreation to equip them for the strenuous duties connected with the activity which will be shown in endeavoring to obtain fall business on their return. Many of the largest firms plan their campaign many months ahead in the belief that an early start is half the battle. Needless to state the firm which shows early activity and a desire to secure a large fall trade is altogether likely to secure a nice portion of the trade that will be done during the fall season. This rule also applies to the retailer. The dealer who plans ahead is the one who is likely to be the most successful. A successful campaign for business cannot as a general rule be started on the spur of the moment. It requires study, and a definite plan should be laid out and followed carefully in every detail. Much missionary work can be done long before the arrival of the fall season, and this work will often prove effective and bring good results later on. The practice of obtaining a list of prospects for fall business is a good one, and should be followed up by retailers to a much greater extent than it is at the present time. Elsewhere in this issue a system is described which is used by a retailer and which assists him materially in gaining increased business. There are many persons in your locality who will be interested in the purchase of a stove in the fall and who, if interested now, would in all probability be easy customers to sell in the fall. There are other prospects in your locality who will purchase builders' hardware in the fall for the inside trim of their new home. There is also the sportsman to be catered to. The fall hunting season creates a demand for ammunition guns, rifles, etc. These are only three of the many classes of customers who will be excellent prospects for fall business. If you have a prospect who is hard to interest in your line, hand his name over to the manufacturer and co-operate with him. You will find that team-work between manufacturer and retailer will bring splendid results. Remember the old proverb, "Success comes to him who goes after what the other fellow is waiting for."



# The Government and Turpentine Retailing

**Samples Are Gathered From Stores in All Parts of Canada and Tested for Their Purity—Quite a Number Were Found To Be Impure—Act Defines the Standard of Turpentine Recognized As Pure.**

The Inland Revenue Department have issued bulletin No. 253 giving a report on 158 samples of turpentine purchased as a drug throughout Canada in February and March of last year. The purchases were nearly all made from druggists, but it is interesting to note that in a large number of cases the druggists had purchased their supply from wholesale or retail hardware firms. The report shows that 106 samples out of 158 were pronounced pure turpentine. In the case of impure samples, it was found that the adulteration consisted in admixture of mineral oil in amount varying from 3 to 35 per cent. The chief analyst states in his report that he is convinced that most of the importers and distributors of turpentine named in the report and probably all of the immediate vendors believed themselves to be supplying genuine turpentine or at least the best procurable.

This is the first inspection of turpentine since its legal definition by Order in Council and the chief analyst thinks it not unreasonable in view of this fact and of the above considerations to suggest that no legal action be taken by the department, but that the information be regarded as advisory.

An Order in Council passed in June, 1912, added turpentine to the fourth schedule of the Adulteration Act and the definition of turpentine was set forth as follows:

I. When turpentine is sold as a drug, for medical purposes or to the order of a physician, it shall meet pharmacopoeal requirements as provided by section 7 of the said Act.

II. When turpentine is sold under any other conditions than for purposes of medicine, as above, it shall meet the following requirements:

(1) It shall be entirely free from mineral oil.

(2) Unless sold as wood turpentine, it shall absorb not less than 340 times its weight of iodine (Hubl solution and method). If sold as wood turpentine it shall absorb not less than 240 times its weight of iodine by the same method.

(3) The undissolved (unpolymerized) residue on treatment off 10cc with 40cc of a sulphuric acid containing 20 per cent. of the fuming acid, shall not exceed 10 per cent. by volume of the sample.

(4) The refractive index of this

residue shall be not less than 1.4950 at 20 deg. C.

(5) The refractive index of the sample at 20 deg. C. shall lie between 1.4680 and 1.4730.

(6) The specific gravity of the sample at 20 deg. C. shall not be less than 0.860.

(7) The initial boiling point shall not be lower than 150 deg. C. under ordinary atmospheric pressure.

(8) At least 75 per cent. by volume shall distil below 160 deg. C.

(9) The residue on evaporation over a steam bath shall not exceed two (2) per cent.

These definitions will render it possible to declare adulteration in the case of fraudulent substitutes for turpentine used as a paint material, or otherwise, in the arts.

But turpentine is also in use as a drug; and for its definition in this regard we must refer to the pharmacopoeias:

The British Pharmacopoeia (Ed. 1898) thus describes oil of turpentine:

"The oil distilled, usually by the aid of steam, from the oleo-resin (turpentine) obtained from *Pinus Sylvestris*, and other species of *pinus*; rectified if necessary. Limpid, colorless, with a strong, peculiar odor, which varies in the different kinds of oil, and a pungent and somewhat bitter taste. It is soluble in its own volume of glacial acetic acid. It commences to boil at about 160 deg. C. and almost entirely distills below 180 deg. C. little or no residue remaining."

The United States Pharmacopoeia (Eighth Decennial Revision), defines turpentine as "A concrete oleo-resin obtained from *Pinus palustris*, and from other species of *pinus*"; and oil of turpentine as "A volatile oil, recently distilled from turpentine. On distillation, the larger part passes over between 155 deg. and 162 deg. C."

Other specific tests require it to be free from petroleum benzine, kerosene, or similar hydrocarbons.

Forty-two samples of the collection now reported, contain petroleum, and are therefore adulterated under section 7 of the Act. Four other samples are adulterated inasmuch as they fail to meet pharmacopoeial requirements, although the character of the adulterant or adulterants is not so clearly made out. Five other samples I have judged "doubtful," and one sample is evidently a wood turpentine, and must

therefore be regarded as adulterated. These results may be summarized thus:

Samples.	
Adulterated, as containing petroleum .....	42
Adulterated, variously .....	4
Adulterated, as being wood turpentine .....	1
Doubtful .....	5
Apparently genuine .....	106
Total .....	158

The instructions issued to inspectors required them to purchase turpentine in drug stores and as used for dispensing. The instructions appeared not to have been closely followed in all cases. The inspectors' reports show that in Nova Scotia one sample was accepted, although the vendor stated that he sold the article for commercial purposes only, which may be understood to mean technical purposes only. In Quebec all of the vendors declared that the article offered by them were dispensed only for external use. It may be remarked that the pharmacopoeias do not distinguish between turpentine for external and for internal uses. Correspondence with vendors, subsequent to examination of article sold brought statements from many to the effect that they sell turpentine for painters use and for removing stains from clothing, etc., and not to any extent for medical purposes. It is well known that the principal uses of turpentine are such technical uses as in paint or varnish, in shoe polishes, stain removers, etc. Even here it should be true turpentine as defined by Order in Council of June 6, 1912, quoted above. The presence of petroleum (mineral oils) is equally an adulteration of turpentine whether it is sold for medical purposes or for uses in the arts. This appears to be the main adulteration of turpentine at the present time. The report states that it has been asserted that the intermixture of small percentages of petroleum does not injure turpentine for painters' use, but that it is very difficult to believe the statement when you consider the different behavior of petroleum to oxygen; but even were it true the purchaser should be able to buy turpentine when he asks for turpentine and pays the price of that article. If he desires to add petroleum to it, he can easily purchase the petroleum at its market price, and mix as he may please. Or if he is offered a mixture of turpentine with petroleum the true character of such mixture should be made known to him at the time of the sale and it should not be offered to him as turpentine.

The department received a letter from an importing house in Montreal as follows: "Turpentine is an article

(Continued on page 55.)



# Concrete Homes in Town and Country

**The Use of Concrete for Residences Offers Many Advantages—Concrete Blocks Can be Given a Finished Appearance—Artistic Results May be Obtained in Houses of Concrete Construction—An Opportunity That Should Not be Neglected.**

Concrete for constructive purposes has taken a prominent position among the many materials used for erecting works and buildings. It is noted for its durability and strength. We can see on every hand many substantial buildings, walks, roadways, etc., into the construction of which concrete has entered to a large extent. Many concrete silos may be seen in the farming districts.

The increased use of concrete, which is a manufactured stone made by mixing cement, sand or stone and gravel, has caused a wonderful increase in the demand for cement during recent years. It is used in large quantities in city and country districts. A few years ago the impression prevailed that concrete was a commodity for use during the spring, summer and fall months only, but during recent years it has been found that by using extra precautions during the cold weather that concrete can be used the year round. Many large factories constructed of concrete have been erected during the winter months, and have proven satisfactory. The sale of cement is not confined to the cities and towns. The farmers are realizing the advantages of using concrete for constructive purposes, and in many sections of the country have become large purchasers of cement. Much educative work regarding the uses of cement has been done by the manufacturers, and has aided the hardware merchant to a great extent in making sales. Manufacturers are glad to supply literature and booklets for distribution, and will gladly co-operate with the dealer in every way. This co-operation has helped in a large degree in working up the large cement trade that is now being enjoyed. There is still much more room for increased cement sales.

Although the use of concrete for many constructive purposes has been growing in popularity from day to day, there are still many fields in which its utilization has not been exploited to any extent. Perhaps the most noteworthy example among these is the construction of residences. The chief reason for this lies in the fact that the esthetic possibilities of concrete have been hitherto but little realized in Canada, while the decorative advantages of a stucco-faced concrete structure have been almost entirely neglected.

When the era of concrete construction first dawned in Canada, it became apparent that, as a building material, it would supersede brick, stone and wood to no inconsiderable extent. Concrete houses became an economic possibility, but the decorative side of the matter was unfortunately almost entirely neglected. Anything more unsightly than the first efforts of Canadian builders along these lines it would be difficult to imagine. As a result of these earlier efforts the material has since been but little utilized for house building purposes. Apartment houses have, it is true, been built from time to time out of concrete blocks, but only the cheaper forms of city residences have been constructed out of this material.

There are, however, a number of ways by which an artistic result may be attained in dwellings of concrete construction, and the first and foremost of these is by the use of stucco. To the architect, the utilization of this material opens up a field of unlimited esthetic possibilities; while to the home builder the use of concrete and stucco offers an opportunity for the exercise of a very considerable economy, as it is claimed that this form of construction, while very durable, is very much cheaper than stone or brick.

It is, however, in the construction of summer homes, both large and small, that the widest use may be found for this material. Stucco lends itself to any decorative effect which depends on the immediate surroundings of a house, for, if it is properly made, it harmonizes well with nature's varied colors. There is no form of residence which appeals more strongly to the eye than a low, gable-roofed, stucco-clad concrete house; a house with white framed casement windows and vine-clad walls; a home nestling among clumps of trees and surrounded by the vivid verdure of summer. Landscape architects in the United States are beginning to realize the scenic qualities of stucco, and it is fast growing in popularity as a decorative medium in house construction.

Still another of the numerous methods by which concrete blocks can be given a finished appearance is that of surfacing them with a sand blast. The surface cement is worn away by the sand; the block is given a polish, and the broken stone, of which it is partly

composed, appears; thus giving the block something the appearance of a polished limestone breccia. A glance at any pavement, from which the surface cement has been worn away by the countless footsteps of the hurrying multitude, will serve to convey a very rough idea of the appearance a sand-polished cement block presents. If the mixture has been made with proper care, the block can be given quite an effective-looking surface, and, so far as appearances go, it is infinitely superior to the ordinary concrete block. Its one disadvantage lies in the fact that surfacing by sand renders the block more liable to erosion.

The use of concrete for residences offers many advantages; it is both economical and durable, and houses built of it are cool in summer and warm in winter. When the esthetic possibilities the material offers become more widely appreciated, it is sure to gain in popularity; and the time is at hand when stucco-clad concrete houses will be made use of far more than they are at present, as these materials offer Canadian architects and builders an opportunity which they cannot afford to neglect.

The study of cement and its uses cannot be gone into too thoroughly by hardware dealers and their salesmen. A thorough knowledge of the possibilities of the line will help in a marked degree in making sales. When a salesman is equipped with the proper knowledge he can easily point out to prospective purchasers the advantage and economy of using cement. For the hardware dealer the cement line should prove particularly attractive, not only for the profits to be made from the sale of cement, but from the many other lines of hardware that are needed in connection with the construction of concrete buildings. There is always a demand for shovels, wheelbarrows, cement tools and many other requirements needed in construction work. The demand for cement has increased rapidly during the past few years, and it is safe to predict that there will be large annual increases for many years to come. If the hardware dealer is not already in a position to take care of a large amount of this ever-increasing trade he should begin at once to plan how he can secure his share of the business.



# What Other Hardwaremen are Doing

Hardware Man Conducting Key Contest—Featuring Glass Jars—Advance Information Regarding Window Displays Automaton Featuring Door Checks—Offers Cash Discount—Premiums Given With Two Dollar Sales—Electric Bell Given Free.

## POLISH AND SHAVING BRUSHES FREE.

Ashdown's Hardware, Calgary, are offering special inducements to purchasers to the extent of two dollars or over. During last week they presented to each lady making a cash purchase of \$2.00 or more a bottle of furniture polish. To every man purchasing goods for cash to the value of \$2.00 or more they gave a first-class bristle shaving brush free. In the advertisement making these announcements the firm advertised many lines of summer goods which they were clearing out at reduced prices. Among the many lines featured and on which prices were quoted are the following: hammocks, croquet sets, tennis racquets, baseball supplies, ice cream freezers, bicycles, lawn mowers, fishing tackle, carving sets, etc.

## OFFERS CASH DISCOUNT.

A large number of hardware firms particularly in the Canadian West are making special efforts to educate the public into paying cash for their merchandise. In the majority of cases the method generally employed is to give a cash discount. There are many people who get into the habit of asking for credit when it is not really necessary. These people are often good customers and can easily afford to pay cash if they wished to do so. A cash discount will often have the desired effect. In the many towns where the cash discount system has been adopted there are various discounts allowed. Some dealers allowing 5% discount and others 10%. J. P. Straube of Treherne, Sask., offers a ten per cent. discount to customers who pay cash. The firm's motto is as follows:—Our Motto: Honest Quality at Lowest Prices. 10% off for cash.

## FEATURING DOOR CHECKS.

The Aikenhead Hardware, Temperance St., Toronto, have an automaton in one of their show windows which is attracting considerable attention. The automaton represents two swinging doors through which two ladies are passing. One door is equipped with a

door check while the other is not. The door equipped with a check swings easily and closes gently while the unchecked door shows the dangerous and annoying effects of flip-flapping. The moving figures passing through the swinging doors attract considerable attention and onlookers can plainly see by the action of the two doors the advantage of having doors equipped with checks.

## ELECTRIC DOOR BELL FREE.

The Rapid City Electrical Store, Rapid City, Man., are offering a special inducement to persons intending to have their houses wired. To all persons having their houses wired between July 10 and Aug 10, the firm will give an electric door bell free. The idea is to create business during the slack month. The firm carry a full stock of electrical supplies. They also instal separate accumulating plants for hotels, farm houses, barns, etc.

## FEATURES BARGAIN TABLE.

S. Schwanz, hardware merchant, Rocanville, Sask., advertises himself as "The Man You Know." He also advertises that he has arranged a special table of at least 150 different articles specially priced at 15c and invited out-of-town customers to call and see the assortment. For Wednesday forenoon he advertised a special sale of gasoline and coal oil stoves and stipulated that the special prices are for Wednesday morning only.

## FEATURE WINDOW DISPLAY.

One firm that has been making splendid use of its show windows for some time is the Imperial Hardware Co., College St., Toronto. The firm are now giving advance information regarding future displays. One window in which is at present displayed a large selection of fruit preserving utensils contains a card stating that the next display will be of mechanics' tools. The firm are making good use of price tickets in connection with their window displays. Displays of this kind when arranged attractively and chang-

ed regularly are sure to bring good results. The firm here mentioned are endeavoring to make their window display advertising effective and some of their recent efforts have no doubt brought them good results.

## USE OF ADVERTISING.

A hardware traveller related an incident the other day which goes to show how some hardware merchants use the advertising matter supplied by the manufacturer. Three years ago this traveller was covering certain ground in Eastern Ontario and was making energetic efforts to push the sale of a new line of goods which had proven to be a line that would give satisfaction and allow a nice profit for the dealer. He visited two towns of equal size and appointed a representative in each town. He offered to supply each merchant with 500 booklets illustrating and describing the line and also giving the name of the retailer. The merchants gladly accepted the offer of free advertising matter and the traveller left the towns thinking that he had secured two good live representatives. A short time later he was sent out in another territory and his former ground was worked by a new traveller. During the lapse of three years that he was away from the former territory the firm received a large number of orders from one dealer but results from the other were almost nil. The merchant who was sending in the orders, often sent a request for more booklets which the firm were always glad to supply. After an absence of three years the first traveller was sent back over his old ground and he called on the two dealers whom he had appointed as representatives of his company three years before. He found one dealer making a splendid success of the line, but the other dealer told him the goods were seldom asked for.

While the last mentioned dealer was talking to the traveller a customer entered and the dealer was called away for a few minutes. The traveller took advantage of his absence for a few minutes and took a stroll towards the back of the store. Imagine the traveller's surprise when he noticed that the booklets he had supplied three years before



were piled high up on a shelf in the back room. The booklets were still tied up in the original package, which had not been opened. The traveller brought the package down and showed it to the dealer, at the same time telling him of the success the merchant in the other town was having. The dealer was good enough to admit that he had been careless and promised that he would start at once to distribute the advertising matter and take a general interest in the line the traveller was selling. He also allowed the traveller to have a talk with each clerk and a sample of the goods which had been previously hidden away was placed in a prominent position in the store where it could be seen and examined by customers. This dealer is now doing a nice business in a line of goods which he thought were slow sellers because customers did not ask for them. The reason was that customers did not know he had the goods in stock. This dealer was doing an injustice to the manufacturer. He was not doing it intentionally but thoughtlessly. How many bundles and packages of literature are lying idle in Canadian hardware stores to-day. Undoubtedly there are large quantities of advertising matter lying dormant, instead of bringing in profits for the retailer and manufacturer. If you have advertising literature that is not working, you are doing an injustice to yourself as well as to the man who supplied the literature. Take a look around your store and you may discover valuable business-bringers hidden away under counters, or on shelves in the back part of your store. Make the advertising matter supplied by the manufacturer work for you and you will be surprised at the good results you will obtain.

#### FEATURING GLASS JARS.

May Bros., hardware merchants, West Toronto, are featuring gem jars, rings, rubbers and crockery jars used during the preserving season. These lines are featured along with enamelware and aluminum preserving utensils and the firm report that they are meeting with success in selling the line. This line has been taken up by hardware merchants in many places during the past few years



The clerks will work better if you give them a week's vacation. Many merchants who tried giving their help vacations last year, state they were well repaid as some of their clerks came home with new ideas and took a greater interest in their work.

## Talking Points from Ads.

*"Wash Day is what you make it! If you wish to lessen the labor of 'wash day,' see our stock of laundry supplies, washing machines, wringers, wash boards, tub stands, boilers, irons, etc.—W. S. Sterne, Brantford, Ont.*

*Your summer home in Muskoka is not complete without one of our tool cabinets. A place for everything and everything in its place. So handsomely designed and finished that it is an ornament to any part of the cottage; so well equipped that it is useful everywhere.—Aikenhead Hardware Co., Toronto, Ont.*

*In homes which are not thoroughly screened everyone is experiencing discomfort—to say nothing of running the risk of ill-health, which is even more serious. And when one comes to think of it, the expense of screening doors and windows is not very heavy. The main thing is to get reliable kinds which can be used year after year. —Stanley Mills & Co., Hamilton, Ont.*

*Nothing will improve the looks of your bathroom more than artistic bathroom fixtures. You will find our stock of nickel-plated towel bars, soap dishes, sponge holders, toilet paper holders, glass shelves, bath seats, etc., are the latest and most up-to-date, and the prices very reasonable. Latham's Hardware, Moose Jaw, Man.*

*This is preserving time and with it comes the use of kettles, long spoons for stirring, jars, stoppers and a dozen other little things that are required to make the event a success. Talking about preserving kettles, we would like to remind you that our stock has been increased. We have them in size from two to thirty quarts and the prices range from 40c to \$1.40. Don't forget us when you want any of the other things required for preserving.—Taylor's Hardware, New Liskeard.*

*The hardest part of the housework is the washing when done with the tub and washboard. The \_\_\_\_\_ machine will do the work in a few minutes with less labor and will not wear or tear the finest fabrics. We will be pleased to have you call and have this washer demonstrated to you.—Northern Canada Supply Co., Cobalt, Ont.*

*Ornamental fencing serves double purpose. It not only enhances the beauty of your premises, but increases its value as well. It protects your lawns and flowers and never fails to add an orderly and pleasing appearance. We carry a good stock of ornamental fencing in different heights and styles.—E. A. Walker & Son, Grenfell, Sask.*

*If you see similar goods elsewhere at a higher price do not be surprised—they are worth it!—The Millar Hardware & Coal Co., Vir- den, Man.*

*All kinds of tools for the amateur or craftsman are here, in high grade at fair prices. We handle only the best tools and guarantee them perfect and reliable. We solicit a trial and know the goods will satisfy you.—J. G. Steele & Co., London, Ont.*

*Perhaps your present needs are not fully supplied, or you are struggling along with articles just approaching the end of their usefulness. Either case means an unnecessary trouble added to your daily kitchen tasks, that might be easily overcome by a shopping visit to our kitchen Section, where are arrayed many things of every-day help.—T. Eaton Co., Toronto, Ont.*



# An Advertising Suggestion:

Proposed Lay-out  
for Clearing Sale  
Advertisement

*A large number of firms are now conducting mid-summer clearing sales with a view to preventing the carrying over of summer goods. The following suggestion may be of assistance to ad. writers in preparing copy along this line.*

## Mid-Summer Clearing Sale

*Refrigerators, Lawn Mowers, Screen Doors and Windows.*

We will still have over two months of warm weather, but we have planned to clear out our summer lines at reduced prices. We do not wish our annual inventory to show any summer lines carried over, and have decided to give our customers some special bargains in lines which can be used for over two months this season and still be in excellent condition for use next season.

### REFRIGERATOR SNAPS

We have refrigerators on sale, they are strictly high grade and are part of our regular stock. These refrigerators are sun-proof, fly-proof, and germ-proof. They will keep food in perfect condition.

Cut of  
Refrigerator

### CLEARING PRICES

0000      0000      0000      0000

Cut of  
Lawn Mower

### A CUT IN MOWERS

A neatly trimmed lawn adds greatly to the attractiveness of the home. The cost of a mower is small when you consider the amount of wear you can get from a reliable make. Every mower we sell is backed up by an absolute guarantee from the manufacturer. We are clearing them out at the following prices.

PRICES      000      000      000      000

### SCREEN DOORS AND WINDOWS

Fly-time is not over by any means. There will still be considerable annoyance and sickness caused by this pest if proper preventive measures are not taken. The most effective preventive measure is to properly screen your doors and windows. We have decided to clear out our stock of these lines and while they last they will be sold at the following prices.

SCREEN DOORS	000	000	000	000
SCREEN WINDOWS	00	00	00	00

Among other desirable lines on sale are hammocks, ice cream freezers, oil and gas stoves and ovens, croquet sets, lawn seats, etc.

Quality  
Our  
Motto

# Jones & Jackson

Phone 100

∴

120 Main Street

The  
Hardware  
Men

# Conducting a Mid-Summer Clearing Sale

Dealers Should Not Put Off Their Sale Until Too Late in the Season—Many Slow Selling Lines May be Cleared Out if Featured at the Proper Time—Price Reduction a Matter to be Decided by the Dealer.

This is a time of the year when hardware men begin to realize that the warm weather months are passing rapidly and the season for heavy selling of summer lines will soon be over. It is true that we will still have several weeks of summer weather, but one of the difficulties encountered in selling summer lines is the fact that many of the buying public think if they can manage to get along without certain summer lines until the summer is half over they will put off purchasing until next season. No doubt there are many people who belong to this class, and who deprive themselves of many comforts that could be secured at small expense. It often happens that these people can be induced to purchase if they are shown that they can save money by so doing. It is a well known fact that there are many people who are averse to buying goods in the regular way, but who are easily attracted by a sale. Firms who conduct regular sales at certain seasons of the year will tell you that there are many people who seldom purchase from them during any other time. The word sale appears to have a magnetic effect on some people, and draws them to the store that is advertising goods at clearing prices. Some firms make a practice of allowing a considerable discount on lines they wish to clear out quickly; other firms claim that it is not necessary to make a very great reduction, and that the most important part of making the sale a success is in placing the goods before the public and quoting prices. Newspaper advertising is one of the most effective methods of placing goods on sale before the public. Window display and interior arrangement of the stock can be made play a very important part in clearing out lines that are in danger of being carried over. One of the most important and effective methods, however, is personal contact. The salesmen can point out the advantage of having the use of the summer lines for the next eight or nine weeks, the reduced prices, and also that the customer will have the goods on hand ready for use early next season. It is not uncommon for a hardware dealer to find that towards the end of July he has on hand a few lines of refrigerators, lawn mowers, screen doors, hammocks, ice cream freezers, oil stoves and ovens, croquet sets, and other summer lines. These lines will, no doubt, be saleable next season, but it often happens that between seasons the

goods become scratched or damaged, and by the time the next selling season arrives they do not present an entirely fresh appearance, with the result that a reduction has to be made in the price. Summer goods when carried over take up considerable room that could be used to better advantage in storing or displaying more seasonable lines. There is also a certain amount of expense attached to carrying over unseasonable goods. When inventory time arrives, usually in the middle of winter for hardware dealers, it is not very desirable to have to enter a large quantity of summer lines that should have been sold during the previous summer. There are several very successful hardware firms who have conducted midsummer clearing sales for several seasons past and have found that the sales have helped them considerably in clearing out odd lots of summer goods which appeared to be lying idle and with every prospect of being carried over. These firms have not waited until the warm weather is over before starting their sale. They usually commence towards the end of July. This gives them an opportunity of impressing on the minds of customers that, although the goods are reduced in price, the season is not over by any means, and that the customer will have two solid months in which he can use the goods he has been fortunate enough to obtain at a reduced price. There are a few people who wait until the season is about half over for a line, and then they begin to look for their supplies at reduced prices.

There is a great variance of opinion among dealers regarding the amount of the price reduction which should be allowed on summer lines when conducting a clearing sale. That, of course, is a matter which has to be determined by the merchant himself, and in which his good judgment must figure. Some lines bear a much larger margin of profit than others, and will allow a great reduction. It is not wise for the dealer to make too great a sacrifice, for his percentage of profit must be protected. If money is lost on one line it must be made up on another. It is certainly advisable to clear out all lines which are in danger of being carried over, but in so doing the dealer must plan his sale carefully and see that he is protecting himself and guarding against serious loss.

The fact that many of the largest and most successful firms conduct an-

nual summer clearing sales is conclusive proof that they consider it good business to clear out lines that have not moved rapidly, and odd lines which they fear might be carried over into the next season. They plan their sales carefully, and their newspaper advertising is backed up by good displays in the store with the goods ticketed showing the sale prices. On the opposite page is shown an advertising suggestion for a midsummer clearing sale which may be of some assistance to dealers preparing their own copy.

## KEY CONTEST.

The Mirror Hardware Co., Mirror, Alberta, are running a key contest. Three prizes are offered and each customer making a purchase amounting to two dollars is entitled to a key. The following is the firm's proposition to their customers:—

We are distributing a Box of Keys, three of which will open as many locks on the following articles in our store and these prizes will be given away absolutely free:

One Ninety-Five Piece Set of Dinner Dishes.

One Double Barrelled Shot Gun.

One Handsome Gasoline Lamp.

You are entitled to one key with every two dollar cash purchase.

Three of the keys in the box will open three locks on the above articles. The persons who secure these keys win the handsome prizes.

The three locks are sealed and are on display, so are the prizes. You will be pleased to possess them and they cost you absolutely nothing.

This contest is for the purpose of introducing ourselves to those who are not our regular customers and to show our appreciation of those we have had the pleasure of serving.

The only articles that keys will not be given away with are Nails, Wire and Steel Granaries. We will advertise the day that all keys are to be tried in the lock.

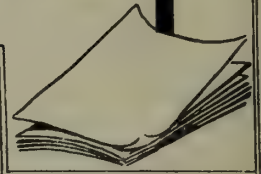
Many a merchant thinks that volume is sure to bring profits in its train. But with the volume must come a margin sufficient to pay the cost of doing business and a net profit besides.



# Biographical



Mainly About the Men Who Call on the  
Hardware Trade in Canada.



## Thirty Years in the Same Territory

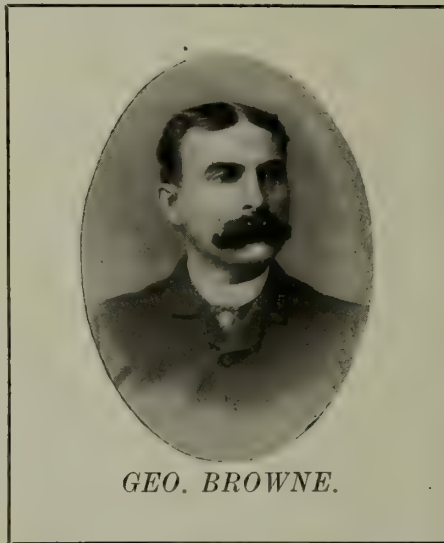
Few men there are who after thirty years on the road covering the same territory can look back over the past, and out into the future and state with pride and pleasure that they wouldn't give up the job for anything. To Geo. Browne of Caverhill Learmont, Montreal, P.Q., the road has been one continual source of pleasure, one prolonged holiday during which he has made new friends and stayed staunchly by old ones.

Though Mr. Browne left school not yesterday, nor even the day before, he has so successfully found and turned to good account the secret of perpetual youth that he is "as young as he ever was." Right, there always with the pleasant, winning smile, the hearty hand shake, a fathomless fund of original joviality and humor, and a manner which at once insures an interested and impartial listener he has so completely won over his customers by his personality that his visits are looked forward to by every salesman upon whom he calls, whether French or English. He is concisely described as a man who is forty years old but has been forty-five years on the road.

The subject of this sketch is a man not of hobbies, but of hobby. Hardware and hardware only is his theme. More than thirty years ago he left hardware for two months and turned his efforts towards promoting the sales of paper, but so much was he like a fish out of water that he has never since attempted such a departure. Paper was too soft and pulpy after his term of hard training.

Two things he speaks of with pride: first, that he was the first man ever to introduce Queen's Head galvanized iron into Quebec city, and second, his biggest order, the copper for the roof of the Chateau Frontenac, Quebec City, which amounted to the round sum of ten thousand dollars.

On top of his hardware hobby is another for hard work, but this is considered as altogether secondary, or



GEO. BROWNE.

probably of even less account, as owing to the pleasure Mr. Browne takes in his work, the amount of energy he puts into it is to him of little importance. In the olden days it was the same. Whether hail, snow, rain, or shine, he still made his rounds and always with the same genial disposition. "To me the road has been one continual jollification."

But now for some history. Mr. Browne was born in Hochelaga, from which place he has not yet strayed far with the intention of never returning. The American war, the year that King Edward visited this country, and the time when all Montreal round Guy and Sherbrooke streets was still open field, all stand out quite prominently in his memory.

Starting into the hardware business Mr. Browne served his apprenticeship with the late Geo. Hagar, and Jas. Walker & Co., still in business in Montreal. Later he went for ten years with Wm. Darling Co., on St. Sulpice St., and in '82 came with Crathern & Caverhill as Eastern traveller.

Upon this firm changing to Caverhill, Learmont, he still remained as

Eastern salesman, and holds the honor of being the first salesman that ever went out for them to Quebec City. In the early days he had the whole of Quebec province to cover, a district now worked by six men for the same firm, but to this day he still makes his rounds to Quebec City once a month, making as his centre the city of Sherbrooke. Mr. Browne is now the oldest hardware man in the township on his ground, as well as being the first bona fide traveller on the Eastern section.

Amongst his customers he is regarded as the genial friend of original humor but at the same time with the get-right-down-to-business, and waste none-of-the-customer's-time attitude. Speaking French to the Frenchman, English to the Englishman, he is a man of great popularity amongst the trade.

Thirty-one years on the road has not yet proved enough for this man with the hardware hobby, but so long as he wishes to continue, a friendly greeting will always be assured from the many friends he has made.



## The Head Of The Firm

¶ The principal business of a head of a firm is to keep that firm from making a decision to-day that will involve it in trouble to-morrow. The principal business of a head of a department is to keep that department from spending money on campaigns or policies that do not produce results.

¶ A business organization may be ever so magnificently constructed; may be organized with almost infinite perfection, yet a few erroneous policies will run this organization into an "ice-berg," and the work of years, the experience of many men all go down in the mad whirl of business blunders.

¶ You know the Titanic was a magnificently constructed ship, "unsinkable," and the probabilities are that not a finer, more substantially built boat ever started across the sea—but she was not intelligently manipulated.

¶ Most any average man who has had the necessary training can write a fairly good letter or a fairly good advertisement, but to know the "bum schemes" that will not produce business, comes from nights and days of honest study, from vision that is as clear as light and from a deep and vast experience.

¶ The employees of a Company require inspiration. They must have confidence in the firm, and last and always they must believe in the magic word or the magic judgment of the man at the head of the firm. And the biggest thing the man at the head of the business has to do is to keep the members of that organization from doing the wrong thing.

¶ To inspire employees, to inspire confidence and inspiration are not enough, because it is very easy for a business or for a business man in an inspired moment to make a statement, to become involved in a controversy which only years of work, manipulation and a lot of money can ever set right.

¶ At this moment I have in mind a large business recently sold, the purchase of which is almost entirely covered by personal notes, and a personal note for a hundred thousand dollars is of no greater value than the capacity of the man behind it and here are a quarter of a million dollars, hanging on the uncertain thread of a promise made by a man who is not capable of manipulating the business ship he has set out to sail.

¶ If this is true, here is a quarter of a million dollar investment "set out to sea" without proper direction. Without a well-balanced analysis of the proper basis upon which such a business deal should be made. Money has been spent and money has been entrusted without judgment.

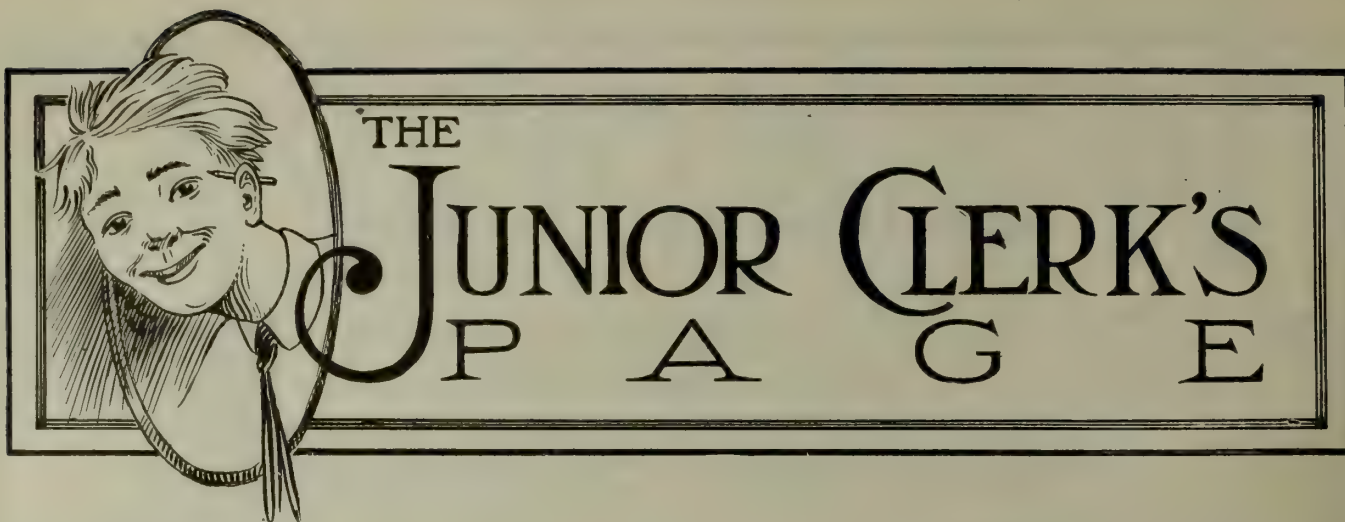
¶ This is the crime of the Commercial Age of the World in which we are now living. Responsibility is placed in the hands of people who do not have the capacity to analyze,—people wholly and forever unfit to carry responsibility. So the moral is: the principal business of the man at the head of a business or at the head of a department is to avoid investing or spending money that will not develop returns and at the same time lay a better foundation for a business future.

¶ If there is some one in your organization with the power to spend, and if this individual is not capable of placing this money intelligently, then you are committing a crime against your business and a crime against the man himself.

¶ The man at the head of the business should know how to keep the men responsible for the various departments of his business "out of the ditch." In other words to keep employees from doing the wrong thing.

*Efficiency*





### USES OF TIN.

Tin has been much in the limelight for some time owing to the many price fluctuations. A few days ago a hardware clerk asked for the principal uses of tin. By far the greater proportion of tin produced at the present time is used for the manufacture of tinplate. As it possesses the advantage of not being affected by acids, tinplate is used extensively for making kitchen utensils and for the canning of food; also as tinfoil it is used for packing tobacco, soaps, chocolate, and other articles that have to be preserved against atmospheric moisture, and for the metalling of mirrors. Tin is also extensively used in the manufacture of tin glazing, tin enamel, majolica and opalescent glass, and in the form of various salts for dyeing and other chemical industries. Tin is used to a very large extent in making solder, and is also used in making brass and bronze. The price of tin has risen rapidly during the past few years, and it is claimed that the world's production during the last few years has only shown a slight increase. Tin ore is only found in a few rocks, and its occurrences are limited; the ore is very insignificant in appearance.

### SYSTEM.

Every successful business is run systematically. There is no hit or miss hope-it-will-turn-out-all-right way that will work out safely, and the experienced business man does not risk taking useless chances. On the contrary, he is usually trying to find a better system to go by. There are men who are paid high salaries for offering suggestions as to how to improve systems already in use, planning ways and means the business man hasn't time to figure out for himself, and for which the business man is willing to play a high price. If system works so well in business generally, would it not be quite as good for us individually? If each clerk would

study how to systematize not only his work, but his leisure time, he would get a great deal more out of life than he gets by letting things run along any old way. Most of us are occupied the greater part of the day in holding down our jobs. We usually get our work pretty well systematized, because we have to. There are rules we have to follow; there are certain things to be done at certain times. But when we come to the rest of life we often seem to think that it isn't worth planning. We never think of getting any system into that. Nothing better than life is likely to come our way, and we ought to try and get all there is in it for us.

### REMINISCENT.

My boy's just bought a brand new gun, a model of its kind;  
The barrel is of nickel steel, and in that gun you'll find  
The greatest of improvements that the mind of man can reach,  
From self-ejecting of the shells to compensating breech,  
But as I aim that dainty gun, with all it has to show,  
I think back to the old-time gun I owned long years ago.

It was a muzzle-loader, sure, and hammer, large and tall,  
Cocked back three times with wicked snaps—and sometimes would'n't fall;  
The ramrod was of choicest ash held fast by metal straps,  
And standing out like pillars were the nipples for the caps.

I'd take that gun and hunt for crows, and as a joyful task  
I'd ram a wad of paper on the powder from my flask,  
And dump each barrel shot I'd previously placed  
Within the tunnel of a belt that swung about my waist.  
And then I'd shoot. The wave of smoke

would linger half an hour;  
The numbness in my shoulder showed that shotgun's shooting power,  
But though it "hung fire" half the time, and kept me chilled with fear,  
Somehow I wouldn't trade it for a model of this year  
If I could go back to its day, as old men yearn to go,  
And get my collar-bone jarred loose while shooting at a crow.

### TRADE SECRETS.

Shopkeeper (to new boy): "When you've finished sweeping the shop and put things straight, don't hang about wasting your time. You can be catching flies and putting them into our new patent fly-trap so that it will be ready to put in the window."

### REMARKS BY THE JUNIOR CLERK.

Opportunity is a gum-shoe caller with a noiseless knock.

. . .

Some men use up a lot of time regretting the years they have wasted.

. . .

He that is slothful in his work is a brother to him that is a great master.

. . .

Another much-needed invention is a golf ball that will whistle whenever it is lost.

. . .

Every now and then you meet a fellow who makes you feel glad that he isn't twins.

. . .

There is always plenty of room at the top, the bottom and on all sides for successful men.

. . .

Somebody could make a fortune by inventing a raincoat or an umbrella that would be at the right place whenever it rained.



# New Hardware Goods

## SECURITY INSERT.

The Security Insert Co., 1228 Cherry Street, Philadelphia, Pa., are offering the trade the ceiling socket for concrete work here illustrated. When planning a concrete building, the item of inserts or ceiling sockets for hanging shafting or other fixtures is one demanding serious consideration. The following claims are made by the manufacturers for the security insert:

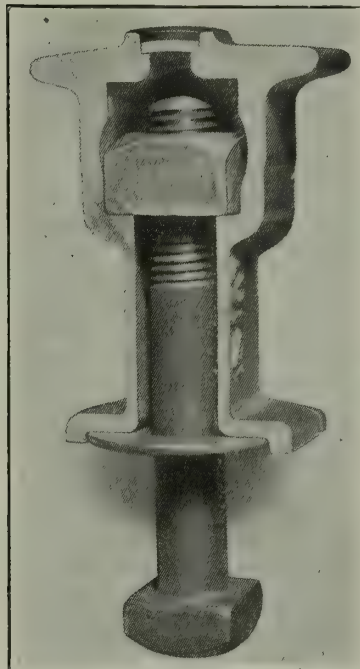
The security insert has been designed by engineers who have made a careful



study of this problem, and have produced a socket overcoming all the objections. The strength, the ease of installation, and the absence of thread are features of this socket which are clearly shown in the illustrations.

The advantages of the security insert are very apparent, especially in point of service and convenience. Either stud or bolt can be used, whichever is the more convenient for the work, or the more easily obtained. The thread which engages the bolt or stud is not tapped in the casting, but consists of a standard steel nut.

Nuts are not placed in the socket until they are to be used, which allows the millwright to try the nut and bolt for fit of thread.



With the security insert, the removal of the nut is as easy as its original insertion, which is shown in the illustrations, and permits ready replacement.

The replacement feature is a most important provision and convenience.

Security, strength and rigidity when putting up shafting or other fixtures largely depend upon perfect fit of bolt threads. Otherwise, they will work loose, especially if the thread in the insert is oversize.

Having in view the support of maximum load, the security insert is designed to afford a large anchorage in the concrete; the distribution of metal in the casting and the employment of a steel nut also rendering the title "security" fully justified.

It should be noted that the broad base of this insert not only assures its correct vertical position, but permits it to be solidly fastened to the form, thus avoiding the risk of disturbance recognized as one of the many difficulties encountered. It is readily and securely nailed to the form, avoiding the necessity of boring holes with the consequent waste of time and lumber.

The security insert permits considerable play of the bolt or stud when it is being put into position, which materially assists in the installation of fixtures, whilst absolute permanent rigidity is obtained by means of an ingenious recess in the base, which is so shaped as to exactly receive a standard

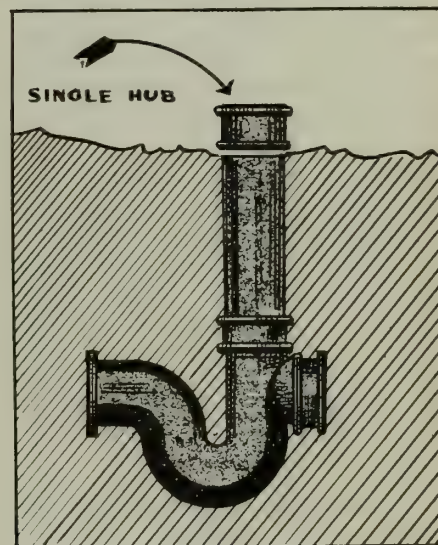
size washer through which the bolt passes.

This insert is made in five sizes; namely,  $\frac{3}{8}$ -inch,  $\frac{1}{2}$ -inch,  $\frac{5}{8}$ -inch,  $\frac{3}{4}$ -inch and  $\frac{7}{8}$ -inch.



## NEW SINGLE HUB.

The Westport Mfg. and Plating Co., Westport, Ont., are offering the trade a new single hub here illustrated. They claim that by using this hub any short piece of soil pipe without hub can be used when extending a trap to the basement floor-line. They have had this hub commented upon by different sanitary inspectors and all agree that it will be useful to the lines now used in connection with cast iron soil pipe. It will also permit the using-up of any short ends of pipe which are without



hub and which have previously been thrown in the scrap heap. Samples will be sent on request to any firm interested in this line.



## A CORRECTION.

Last week it was stated that Robt. J. Cummins, formerly representing the Goderich Organ Co. and the Wallaceburg Brass Mfg. Co., had opened a new office in the C. P. R. Telegraph Building, Montreal, and would represent the Empire Brass Mfg. Co. of London. This should have read, formerly affiliated with J. L. Mott Iron Works and I. Wolfe Mfg. Co., of Chicago.



Montreal, P.Q.—Geo. Browne and W. J. Thompson, travellers for Caverhill, Learmont & Co., leave for their summer vacation next Saturday.



# Current News of Hardware Trade

## Returns From Eastern Trip.

Stratford, Ont.—G. L. Griffith, of G. L. Griffith & Son, wholesale harness manufacturers, has returned from a five weeks' trip in the interests of his firm during which he went as far East as Montreal. He reports business good in the East.

## New Plumbing Supplies Firm.

Toronto, Ont.—Cluff Manufacturing Company have just completed the purchase of the premises owned and formerly used by the General Brass Co. on Sterling Road, near the C. P. R. tracks. The new company will manufacture plumbing supplies.

## Kingston Old Boy.

Courtland M. Strange, director and sales manager of Lewis Bros., Ltd., Montreal, president of the Montreal Branch of the Kingston Old Boys' Association, will spend the week-end in "The Limestone City," to be present at the annual reunion of the Kingston Old Boys on July 26, 27, 28.

## New Western Manager.

A business announcement is made by the Ontario Wind Engine & Pump Co., to the effect that L. P. Winslow, former Calgary manager of the company, is appointed Western manager, with headquarters in Winnipeg, succeeding J. M. Reid, retired. D. C. Thom is appointed sales manager at Winnipeg and assistant to Mr. Winslow, and H. C. Harnish will be sales manager at Calgary.

## Death of Manufacturer.

Toronto, Ont.—The death occurred in this city recently, of J. S. New, for many years a resident of Toronto.

The late Mr. New was the youngest son of the late Daniel New, of Hamilton. At the time of his death, and for some years past, he was the president and managing director of the Hamilton and Toronto Sewer Pipe Company, whose works and head office are located in the former city.

## New Factory and Warehouse.

Edmonton, Alta.—J. C. Pendray, manager of the British America Paint Co., of Victoria, B.C., was a recent visitor in the city, accompanied by George Doherty local manager of the company with headquarters in Calgary. Mr. Pendray stated that their new warehouse and factory at the corner of Bellamy and Syndicate will be completed within one month. It is the company's intention to make Edmonton

the distributing centre for its products in Northern Alberta.

## Will Build Addition to Plant.

Welland, Ont.—The directors of the Supreme Heating Co. met last week and visited their plant. On account of the increase in the firm's business it was decided to make extensive additions and improvements this fall to cost in the neighborhood of \$10,000. The moulding department will be enlarged and a new warehouse erected. J. C. Strickland, formerly of the Massey-Harris Co. is superintendent. The directors present were: S. J. Parker, Owen Sound, W. J. Patterson, Owen Sound, and H. R. Morwood, Welland.

## New Firms.

Winnipeg, Man.—The Acme Welding and Engineering Co. have commenced business.

Edmonton, Alta.—The Stewart Hardware Co. is opening a business in the White Block corner Whyte Ave. and Third Street.

## Business Changes.

Norval, Ont.—W. G. Soules, hardware, has sold out.

Guelph, Ont.—It is reported that the Adams Hardware has sold out.

Warner, Alta.—D. Marshall hardware has sold out to J. P. Whitty.

Newmarket, Ont.—G. A. Binns has sold his tinsmithing business to Norman Wright.

Morden, Man.—Connor & Livingston, hardware, have been succeeded by Jas. Connor & Co.

Prince Rupert, B.C.—It is reported that the Prince Rupert Hardware and Supply Co. will discontinue business.

Toronto, Ont.—Rogers and Frankford Mfg. Co., manufacturers of belts, etc., have changed name to Rogers, Frankford Co., Ltd.

## Companies Incorporated.

Montreal, Que.—Sweeper-Vac., Ltd., vacuum cleaners, have obtained charter.

The Canadian Foote Co., Toronto, Ont; capital \$40,000, manufacturers of concrete machinery.

The Canadian Oil Fuel Co. has been incorporated at Ottawa, head office, Toronto; capital \$10,000.

Ottawa, Ont.—Letters patent have been granted incorporating the International Steel Corporation, Limited, with a capital stock of \$100,000, and head office at Toronto. The incorpora-

tors include D. A. MacRae, T. W. Lawson, H. E. McKibuck, barristers.

Toronto, Ont.—The Canadian Oil Fuel Company, Limited, of Toronto, has been incorporated, with a capital of \$10,000, "to carry on the business of a fuel and oil company." The Premier Mica, Ltd., has been incorporated with \$50,000 capital, and head office in Toronto.

## Personal Notes.

Montreal, P.Q.—H. H. Roy, of Warren, Ont., was in the city this week.

Salmon Arm, B.C.—Geo. Shirley has joined the staff in Ford, Tyler & Co.'s hardware store.

Montreal, P.Q.—H. E. Haynes, of Savage Arms Co., Utica, N.Y., is in Montreal this week.

Montreal, P.Q.—Chas. Hubbard, of E. C. Atkins & Co., Hamilton, Ont., was in town early in the week.

Montreal, P.Q.—Walter Dorken, of Dorken Bros., has left for a three months' trip to Europe.

Montreal, P.Q.—W. M. Leith, of J. Wiss & Sons, Newark, N.J., was in Montreal on a business trip this week.

Toronto, Ont.—A. D. Kenelly, manager Toronto branch McClary Mfg. Co., is holidaying near Milford Bay, Muskoka.

Montreal, P.Q.—L. F. Bruner, manager of publicity department of Canada Cement Co., is now on his way West for a trip through to the coast.

Montreal, P.Q.—G. C. Dufresne, inside salesman for Lewis Bros., Montreal, is spending a ten days' vacation in Toronto, Niagara Falls and Buffalo.

Toronto, Ont.—J. R. Hambly hardware merchant, Barrie, Ont., and Robt. Blain, M.P.P., Brampton, Ont., were business visitors in Toronto this week.

E. Lalonde, who for a number of years has been in general store business with his late father, has opened up a hardware store in his native town, Nominigue, P.Q.

Montreal, P.Q.—Alex. Ramsay, of A. Ramsay & Sons; W. H. Girke, of Martin-Senour Co., Ltd., and Jos. R. Henderson, of Brandram-Henderson, Ltd., attended the convention of paint manufacturers and lead grinders in Toronto on Tuesday.

Montreal, P.Q.—H. W. Aird, manager of the Canada Paint Co., is spending a three weeks' vacation on the Atlantic Coast, near Old Orchard. W. H. Newton, also of the Canada Paint Co., returned last week from a holiday with old friends around Ottawa, Ont.



# Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full  
Reports Dealing With Hardware, Metals and Stove Lines.

## THE MARKETS AT A GLANCE.

A review of the market situation reveals the fact that business all around is in a very satisfactory condition. There has been a seasonable falling off in some lines. Prospects for fall business are good. The metal markets are much firmer than they have been for some time and buyers and sellers alike are displaying more confidence. Hardware jobbers report business as being very satisfactory. Some lines of fall goods are being shipped. Prices of some metals have advanced during the past week. Quotations on the majority of hardware lines remain unchanged.

### MONTREAL.

Montreal, July 23.—Jobbers report the usual slacking off which comes about the end of July but apart from that business is good, and still showing prospects for a good fall trade. Seasonable goods such as arms and ammunition, and all kinds of fall and early winter hardware are beginning to move quite freely, showing signs of a brisk demand later.

A much firmer tone rules in the metal market this week. Scarcely a decline even of the smallest degree is noted at primary sources, and in most cases a good substantial advance has been registered on the week. This is directly the result of a brighter feeling prevailing in Europe owing to better prospects of peace.

### Fruit Presses.

Now is the season to get right after all fruit preserving accessories. Jobbers report a number of fruit presses moving out. Prices on these are as follows: Regular family fruit presses, \$3.75 each; fruit and lard presses, ranging from \$1.75 to \$8.50, according to size and quality.

### Arms and Ammunition.

All lines of arms and ammunition are moving freely, trading in this line being probably heavier than in any other at present. Prices on ammunition may be had by referring to current quotations. This is the season when retailers should look over their stock and see that all lines of guns, ammunition, hunting coats, knives, and all hunting accessories are fully stocked up so as to be prepared for brisk demand with opening of various hunting seasons.

### Wire Nails Decline.

Prices on wire nails have this week been dropped to \$2.30 base in order to put the trade in a better position to meet outside competition. Prices are now being firmly maintained at this new figure.

### Bolts and Latches.

Discount of 15 per cent. has been removed this week from Canadian window bolts and wrought iron latches so that now these are quoted net list.

### Rope, Twine, Etc.

Sorting orders especially for regular hay fork rope are coming in briskly. Quotations remain unchanged as follows: Sisal rope 12c base; pure Manilla rope, 17c base; British Manilla rope, 13c base; and African hemp 13c base.

Repeat orders, too, are coming for harvest tools, as with season now on in full swing, demand is heavy and dealers find themselves short on some lines.

### Lanterns, Lamp Burners, Etc.

Orders are now flowing in freely for all lines of lanterns, burners, globes, wicks, etc. With evenings rapidly becoming shorter, demand from the consumer will rapidly commence for all these lines. Prices hold unchanged, ranging kerosene cans \$1.80 to \$6.50 in tin, and \$1.85 to \$6.00 in galvanized; globes, 50c to \$1.20; burners, No. 0, 55c and cotton wick in 12 yd. rolls, No. 0, 11c.

### Blankets, Halters, Etc.

Orders are now being taken for horse blankets, halters, sursingles, and even sleigh bells and similar accessories. Delivery, however, will not be made until August.

### Advance in Price of Lead.

Owing directly to decidedly firmer tone in primary lead market this week, prices here on pig lead have advanced 15 cents, domestic and imported now being quoted at \$5.50, and bar pig at \$5.75 per 100 lbs. No change, however, has been made as yet on price of sheets.

At primary sources, lead has moved up 10s. on the week, quotations on Wednesday being £20 10s. As price is now fairly high, however, no great further advance is anticipated. Main difficulty is in getting supplies from Mexico, and thus scarcity of spot in England is putting prices up.

### Discount Changed on Lead Pipe.

As a direct result of lead going up on primary sources, discounts on lead pipe and lead waste have this week been changed to 5 per cent. instead of 10 per cent. as formerly. Traps and bends, however, remain unchanged at 35 per cent.

### Tin Firming Up.

Tin also shows a decidedly firmer tone this week. On July 16, quotations at primary sources were £181, 15s. on July 17 they dropped to £181, 10s., and since that time have been steadily advancing so that to-day prices closed strong at £190, 10s. No change has yet been announced here but situation is decidedly firmer than week ago. Jobbers claim that at \$47 the price is right on the margin, and should the least advance be made further, prices would undoubtedly rise here also.

### Greater Firmness in Copper.

Primary Quotations on copper on Wednesday were £64, 17s. 6d., which compared with £63 of a week ago, shows a marked advance. Sheet copper also is higher at source of supply in direct sympathy with ingot market. As a result of primary situation, local market has taken on much greater firmness also.

### Spelter Easier by a Quarter.

Though primary market advanced 15s on the week, to £20 15s., market is still considered in week condition, and as a result, prices quoted by local jobbers have been dropped 25 cents to \$6.75.

### Iron Unchanged.

On the week, pig iron shows very little change. Tuesday, prices closed at £55 3s., and a week ago at £55 4s., showing a change of only 1s.

Prices on iron pipe are being firmly held, and in anticipation of a big demand, jobbers advise early booking of orders.

### Soil Pipe Firm.

So great is the scarcity which has been felt more or less since the first of the year, becoming that now an advance in prices would not be at all surprising. Factories are working overtime, and even at that are scarcely able to keep up with demand.

### Plates and Sheets.

With spelter and iron advancing, chances for shading of prices on plates and sheets at primary sources have been greatly reduced. From a jobber's stand-



# HARDWARE AND METAL

point prices are being maintained even more firmly than ever.

## Stove Trade.

Owing to summer stove season being practically over, and heavy fall and winter trading not having yet started, this is quite a dull period for manufacturers. As a result, many travellers are off on their holidays, and little being done generally.

Great scarcity even to a total absence still prevails in galvanized corrugated sheets. Supplies ordered last January and November have not as yet come to hand, so that in this line jobbers are shut right off from business.

## TORONTO.

Toronto, July 24.—Greater strength appears to have developed in the metal markets this week and the market is in a much firmer condition than existed last week. The whole tone of the market is improved. Lead remains firm and owing to various troubles there does not appear to be enough to go around. Tin, copper and spelter have advanced in price. There does not appear to be the nervous feeling which existed two weeks ago. Business is fair and stocks are light. Hardware jobbers report that business has shown a seasonable falling-off but is good for this time of the year. Very few price changes have taken place in hardware lines. Quite a number of travellers are still on their vacation but mail orders continue to come in steadily. Paint manufacturers and dealers are doing a satisfactory volume of business and find business good for this season of the year. Stove manufacturers have started to send out fall shipments that have been booked ahead. Several orders of galvanized iron and Canada plate have been shipped during the week. A few shipments of stove-pipe elbows have been shipped. A large number of booked orders are for shipment Aug 1. Furnaces have been in good demand, the local demand being very good.

The fruit preserving season has created a good demand for many lines of enamelware and aluminum utensils. Gas stoves, oil and gasoline stoves are still moving in good numbers.

## Advance in Tin and Copper.

Tin has advanced 2 cents per lb. and is now quoted from 44c to 46c per lb. with a limited supply being offered. Copper has also advanced 25c per hundred lbs. and is quoted in Toronto from \$16.10 to \$16.50 per hundred lbs. Pig iron is unchanged. Lead continues firm and is quoted locally from \$5.75 to \$6.00. Ingot aluminum is quoted at 21c and pattern aluminum at 23c lb. Quotations on iron pipe remain unchanged at prices shown in current market quotations.

Considerable attention is being paid to collections at present.

## Solder.

Solder has shown a decline and is quoted from 27½ to 28½ for half and half. Wiping solder is quoted from 25½ to 26½. Fair business is being done in both lines. Galvanized iron, Canada plates, etc., ordered for fall delivery are now being shipped although quite a number of orders are booked for Aug. 1 delivery.

## Decline in Poultry Netting.

Poultry netting has declined in price and is now quoted at 50-10 per cent. discount which was the price quoted during the early part of the season. For some time past the ruling discount has been 50 per cent.

## Rope and Twine Unchanged.

Orders for twine are coming in freely. Rope is also in good demand. No price changes have been reported. Pure Manila rope is still quoted at 17c base; African Hemp 13c base; British Manila 13c base; Sisal 12c base. Binder

twine 650 ft. to lb. 12½c. lb. 600 ft. to lb. 11c lb.; 550 ft. to lb. 10c lb.; 500 ft to lb. 9½c lb.; 5 ton lots ¼c lb. allowance; 10 ton lots ¼c lb. allowance.

## Bolts, Screws, etc.

The new price list on carriage bolts is shown in panel. In several sizes it will be noticed that the list has been advanced. It will also be noted that all ¼ inch sizes have been omitted and also ½ inch sizes after passing ten inches. Dealers wishing ¼ inch sizes, or ½ inch sizes over ten inches, will have to figure on the list price of the next higher size. The discounts remain unchanged.

## Nails, Wire, Etc.

Wire nails remain at \$2.25 base; barb wire, \$2.42½. Wood screws are still quoted at the following prices. Flat head bright screws are quoted at 85-10-7½ per cent.; Round head bright screws 80-10-7½ per cent.; Flat head brass screws 75-10-7½ per cent.; Round head brass screws 70-10-7½ per cent.

The fruit season has caused a demand for straight and fruit-picking lad-

## MANUFACTURERS STANDARD LIST.

### CARRIAGE BOLTS.

Adopted July 17, 1913, cancelling all previous lists.  
Price per 100.

Length under the head, inches	Diam. ¼ inch	Diam. ⅝ inch	Diam. ⅜ inch	Diam. ½ inch	Diam. ⅞ inch	Diam. 1 ⅛ & 5/8 inch	Diam. 1 ¼ inch
1½	\$1.00	1.40	1.90	2.20			
2	1.10	1.52	2.06	2.40			
2½	1.20	1.64	2.22	2.60	3.25	5.75	8.50
3	1.30	1.76	2.38	2.80	3.53	6.13	9.00
3½	1.40	1.88	2.54	3.00	3.81	6.51	9.50
4	1.50	2.00	2.70	3.20	4.09	6.89	10.00
4½	1.60	2.12	2.86	3.40	4.37	7.27	10.50
5	1.70	2.24	3.02	3.60	4.65	7.65	11.00
5½	1.80	2.36	3.18	3.80	4.93	8.03	11.50
6	1.90	2.48	3.34	4.00	5.21	8.41	12.00
6½	2.00	2.60	3.50	4.20	5.49	8.79	12.50
7	2.10	2.72	3.66	4.40	5.77	9.17	13.00
7½	2.20	2.84	3.82	4.60	6.05	9.55	13.50
8	2.30	2.96	3.98	4.80	6.33	9.93	14.00
8½	2.40	3.08	4.14	5.00	6.61	10.31	14.50
9	2.50	3.20	4.30	5.20	6.89	10.69	15.00
9½	2.60	3.32	4.46	5.40	7.17	11.07	15.50
10	2.70	3.44	4.62	5.60	7.45	11.45	16.00
11	2.90	3.68	4.94	6.00	8.01	12.21	17.00
12	3.10	3.92	5.26	6.40	8.57	12.97	18.00
13	3.30	4.16	5.58	6.80	9.13	13.73	19.00
14	3.50	4.40	5.90	7.20	9.69	14.49	20.00
15	3.70	4.64	6.22	7.60	10.25	15.25	21.00
16	3.90	4.88	6.54	8.00	10.81	16.01	22.00
17	4.10	5.12	6.86	8.40	11.37	16.77	23.00
18	4.30	5.36	7.18	8.80	11.93	17.53	24.00
19	4.50	5.60	7.50	9.20	12.49	18.29	25.00
20	4.70	5.84	7.82	9.60	13.05	19.05	26.00

Bolts without nuts 10% extra discount.

Bolts with hexagon nuts add 15% to list price.

Bolts with left hand threads add 25% to list price.

Round neck carriage bolts add 10% to list price.

Intermediate lengths charged at price of next larger sizes.

For ⅞ inch diameter and larger use machine bolt list.

From this list the following bolts are sold at varying discounts:  
Askew Head Carriage Bolts, Common Carriage Bolts, Convex Head  
Fluted Carriage Bolts, Fin Head Carriage Bolts, Round Neck Carriage  
Bolts.



ders. The following prices are quoted:—Common ladders, 8 feet, at 80c.; 10 feet, at \$1.00; 12 feet, at \$1.20; 14 feet, at \$1.54; 16 feet, at \$1.76; 18 feet, at \$1.98; 20 feet, at \$2.40; 22 feet, at \$2.64; fruit-picking ladders, longnose, same price as common single ladders; short nose 1 cent. per foot additional.

## Harvest Tools, etc.

Harvest tools are moving rapidly and a number of repeat orders are being received. A very satisfactory volume of business is being done in this line. The discount is still 50 per cent.; and 47½ per cent. for special brands.

## Enamelware, Aluminumware, Etc.

There is a good demand for aluminumware and enamelware, no price changes have occurred. White ware is quoted at 75 per cent. discount; blue at 50-10 per cent. discount and gray at 60-10 per cent. discount.

## Electrical Goods.

There is a good demand for electric irons, percolators, vacuum cleaners, fans, motors, etc. A few sales are reported in lines such as electric washing machines, wringers, stoves, etc. Dry batteries and electric bells, table lamps and disc stoves are also selling in fair numbers.

## Sporting Goods.

The camping season has created a demand for campers' outfits, fishing tackle, ammunition, etc. There is also a good demand for base-ball supplies, tennis goods, and other lines of sporting goods. A large number of orders for ammunition and guns have been booked for fall delivery.

## Auto Accessories.

Retailers handling this line report that they are doing a nice business in auto supplies. The line is a profitable one and can be taken up to a certain extent by almost every hardware dealer.

## Hides, Skins, Wools, Etc.

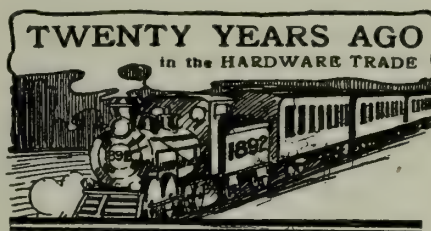
Horsehides are in fair supply with no changes in prices. City take-off \$3.50 to \$4.00; country take-off No. 1, \$3.50 to \$4.00; No. 2, \$2.50 to \$3.50. Sheepskins continue to be marketed freely, shearlings predominating. City take-off according to size, \$1.50 to \$1.85; Spring lamb-skins 25c to 40c; pelts or shearlings 20c to 40c. Wool is in good supply. Washed combing fleece (coarse) 25 to 25½s; washed clothing fleece, fine 27c to 28c; unwashed fleece, combing coarse 16½ to 17c; unwashed fleece clothing, fine, 18 to 19½c.

Horsehair.—Farmer or peddler stock is coming to market freely the demand absorbing the supply. Farmer peddler stock 36c to 40c.

## WINNIPEG.

Winnipeg, July 21.—Little change is noted this week in the hardware markets. The amount of business being done compares favorably with that of last year. Harvest tools and binder twine are moving rapidly. A large number of orders are being received for fall shipment. No price changes have been reported. Paint lines are moving well. Stove dealers are preparing for the fall stove trade and a busy fall trade is expected. A large number of orders have been booked and many are dated for August 1 shipment.

A large number of travellers are now on their vacation but small orders are being received in very satisfactory numbers. Prospects are good for a nice fall trade in the hardware line.



The following items were taken from the issue of Hardware and Metal of July 29, 1893:—

“Among the merchants in Toronto last week were J. MacEdwards, St. Catharines; J. A. W. Allen, Newmarket; Wm. Peaker, of Peaker and Son, Brampton; Mr. McNab, of J. & D. McNab, Claremont; Mr. Magwood, of Magwood & Calhoun, Lindsay.

\* \* \*

“J. A. Palmer, hardware, Gladstone, has sold out to McCrae & McLean.”

\* \* \*

“Percy Simonds and Rich. H. Neil, have been admitted to partnership in the wholesale and retail hardware firm of Geo. H. Smith & Co., Halifax, N.S.”

\* \* \*

“W. H. Dean, the commodore traveller for Wood, Vallance & Co., Hamilton, has gone on a visit to the world's fair.”

\* \* \*

“The fusion of Whitwam and Swanson, and Bowman & Moore, Hamilton, Ont., will shortly take place. It is expected that the new firm will make ‘strong running’ and materially widen Hamilton's field as a hardware centre.

\* \* \*

“Robt. Mills, of the firm of Stanley Mills & Co., is now in England on a purchasing trip.”

“Harry Newman, of Caverhill, Learmont & Co., is preparing for the sea side and his brother-in-law, A. A. Brown, will shortly follow suit.”

\* \* \*

J. Pringle Steedman, manager Gurney-Ware Scale Co., Hamilton, has moved his family to Burlington for the summer months.

\* \* \*

“Mr. Britton, of Cowan & Britton, butt and hinge manufacturers, was in Toronto this week.”



## THE GOVERNMENT AND TURPENTINE RETAILING.

(Continued from page 42.)

that it is impossible for the jobber in Canada to control, as there is no turpentine manufactured in this country; and if it is the intention of the Government to prevent adulterated turpentine to be sold in this country why do they not stop its importation? All the turpentine that we buy is bought for pure; and if it is not pure it is a matter we have no control over whatever. We think therefore that the labor you have gone to, as far as turpentine is concerned is wasted.”

This statement has been echoed by several other correspondents. If it be indeed true, states the report, that Canada has no control over the quality of the article turpentine, the case is a sad one; and it should lead to renewed effort on the part of the manufacturers to try still further to obtain a good wood turpentine from the extensive raw materials which are found in our country. The chief analyst states that he has seen very good turpentine of Canadian manufacture, produced in experimental plants; and he is not without hope that the production of turpentine may yet become a successful Canadian industry. It is interesting to note the difference in prices charged the inspectors for their samples. In the majority of cases a pint was purchased and the prices charged vary from 15 cents to 75 cents per pint. Samples were gathered in the principal towns and cities from coast to coast.



Toronto, Ont.—L. R. Greene, advertising manager, The Sherwin-Williams Co of Canada, Ltd., Montreal, was a visitor at the Toronto office of Hardware and Metal last week.

Montreal, P.Q.—J. W. Hubbard, of Stacey Bros., Sheffield, England, arrived in town this week. Mr. Hubbard is on his way to the West, where he will spend most of the next month.



# Methods of Retailing Paints and Varnishes

## Card Index System in Paint Department

Montreal Dealer Uses Card Index System in Following Up Paint Prospects—Sale of Paint Pushed During All Seasons of the Year—All Property Owners Are Live Prospects—Window Displays Attract Attention—Care Taken to Keep Prospect List Up-to-date.

Lining up the prospective customers is one of the most important features about any business, but probably more particularly does this apply when it comes to getting after paint business. Here the hardwareman cannot rely only on people coming into the store in search of paint, and from this to make up his complete list of paint prospects, but if he wishes to make a real success of this department he must put a little more force into it to get into touch with those whom he may expect to become purchasers.

In the Bernier Hardware Co., St. Lawrence Blvd., Montreal, P.Q., the following custom is followed out. At no season of the year are paints forgotten. Any man owning property is a live prospect, so that this is a starting point

for a list of prospects, afterwards to become a stock in trade. Thus on learning of any property upon which buildings are erected being purchased, Mr. Bernier makes a memo. of the fact, and afterwards transfers that name to a card in an index card system kept for the purpose. Thus almost every property owner becomes a prospect.

Then, again, there are all the regular customers coming into the store. Early in the season Mr. Bernier makes inquiries as to whether these are likely to do any painting in the fall (or spring as the case may be), and again notes by memo. all prospective customers.

From time to time a window display of paints, varnishes, brushes, and all paint accessories arouses attention and interest—another point from which in-

formation may be gained, which afterwards serves of great benefit.

Thus, little by little a list of good workable prospects is compiled.

When the season for painting comes, then is the time when the value of such a list begins to be recognized. To each name on the list Mr. Bernier writes a letter—in cases of best prospects a personal letter—reminding them of the value of paint, their property which would stand the better with a coat of paint, and the fact that he not only sells paint, but will be at their service at all times to give them a helping hand in any matters concerning paints. This he follows up, where he thinks advisable, by a personal call, and thus brings to bear the influence of his own personality.



Paint window arranged by Harry N. Showman, manager Callaghan Hardware, Ottawa St. Store, Hamilton, Ont.



## Leading Varnishes for Leading Dealers

**"61" Floor Varnish**  
Faultless for floors.

**"38" Preservative Varnish**  
For finest interior work.

**Spar Finishing Varnish**  
For front doors and exposed work.

**"110" Cabinet Varnish**  
For general interior work.

**Alcolac**

"The Twentieth Century Shellac."

**Vitralite, "The Long Life Enamel"**  
For interior and exterior work.

**Dulkote**

A dull finish varnish.

**P. & L. Oil and Acid Stains**  
For every conceivable color effect.

Hold your position as the leading dealer in your town by satisfying your customers with Pratt & Lambert's Varnishes. These varnishes are being extensively advertised, and customers will insist on getting them. If you are not the leading dealer in your town you can gain that position by having a stock of these Varnishes when customers ask for them. Read the list—there is

## A Varnish for Every Purpose

Pratt & Lambert Varnishes have the experience of sixty years of Varnish making behind them, and they have been brought up to the highest point of Varnish efficiency. There is a particular Pratt & Lambert Varnish for every conceivable use, and you can satisfy every requirement. Send for folder, "The Right Varnish in the Right Place." It tells all about each one of Pratt & Lambert's products. Pratt & Lambert Dealers are Leaders in their town. Be a Pratt & Lambert Dealer.



## The Winnipeg Paint and Glass Company, Limited

"Everything for a Building"

Edmonton Paint and Glass Co., Limited  
EDMONTON

WINNIPEG

Calgary Paint and Glass Co., Limited  
CALGARY



Will Enable You to Procure the Patronage of  
Particular Painters.

In the manufacture of Sterling Paints none but the purest ingredients are used, which combined with the work of long experienced paint makers, assures the best possible quality of paint.  
Sterling paints are all tested before being offered to the trade.  
They spread easily, cover much surface and give an exceptionally long service.  
It will pay you to investigate.  
Let us get you in touch with users.

## Canadian Oil Companies, Limited, - Toronto

HALIFAX  
CALGARY

ST. JOHN  
EDMONTON

MONTREAL  
HAMILTON

QUEBEC  
LONDON

WINNIPEG  
OTTAWA





To keep his list always up-to-date Mr. Bernier strikes off every night the names of any whom he has proved useless prospects, and also checks off those who have placed heavy orders for that season.

#### Getting the Contractors' Trade.

Following up the contractors' trade is the phase which appeals most to Omer Desseres, St. Denis Street, Montreal. Under the impression that the most attractive order is the one with the most money in it, he lays for such prospects as building and painting con-

tractors, men who will come and ask for a quotation on a ton of white lead, a barrel of oil or barrel of turps.

Mr. Desseres has four city travellers out continually getting after contractors' trade, both for hardware and paints. The main source of his information he derives from building permits taken out at the City Hall, but he is ever on the look out, both in reading daily papers and in coming in contact with his friends for any news of monetary interest.

In this business he finds the main

thing to get into direct contact with the contractor himself, convince him that he can gain the best all-round satisfaction by placing the order with him, and showing him the advantages to be gained.

Now is the time to get after your paint prospects. What system have you adopted for lining them up?

The accompanying illustration shows a very creditable paint display arranged by Harry N. Showman, manager Callaghan Hardware, Ottawa Street store, Hamilton, Ont. Good use has

## Weekly Market Report --- Paints

### TORONTO.

Toronto, July 23.—There is a good seasonable demand for paints. Manufacturers and jobbers are well satisfied with the volume of business being done. A number of travellers are still on their vacation. Preparations are under way for the fall paint campaign and a large fall trade is expected. No price changes have taken place during the week. Oil remains unchanged but some dealers expect an advance shortly. Turpentine is still weak and is quoted at last week's quotations. White lead also remains unchanged. There is a good demand for Paris green. Glass and putty are also in fair demand. Taken on the whole, business in the paint line in Toronto is very satisfactory.

#### Linseed Oil.

Linseed oil remains steady at last week's quotation and fair business is being done. It is reported that the flax acreage this year is much lighter than last year. Raw linseed oil is quoted at 61c per gallon in single barrels and boiled linseed oil is quoted at 64c per gallon in single barrels. Some dealers predict an early advance in the price of oil.

#### Turpentine Unchanged.

No change is reported in the price of turpentine and Toronto dealers are quoting 56c per Imperial gallon in single barrel lots; 2 to 4 barrel lots 55c per Imperial gallon. The market in the south has been weak for some time. There is a very fair demand for turpentine in Toronto.

#### No Change in Lead.

Although a change has been expected in lead prices no change has taken effect up to date. Lead is still quoted at \$8.20 in ton lots and \$8.40 in smaller quantities.

#### Glass and Putty.

There is a fair demand for glass and putty. Glass is still quoted at 15 per

cent. discount. Standard putty is quoted at \$2.50 in casks, \$2.70 in 100-lb. drums, \$3.00 in bladders.

#### Paris Green.

There is a very good demand for Paris green at the following prices:—Barrels about 600 lbs., 19¼c per lb.; arsenic kegs, 250 lbs., 19½c per lb.; 50 and 100 lb. drums, 20½c lb.; 25 lb. drums, 20¾c lb.; 1 lb. packets, 100 lbs. in case, 22¾c lb.; 1 lb. packets, 50 in case, 23¼c lb.; ½ lb. packets, 100 lbs. to case, 24¾c lb.; 1 lb. tins, 23¾c lb. Dealers packaging Paris green that has been purchased in bulk should see that packages are securely wrapped in order to conform with the law.

#### Gasoline, Benzine, Etc.

Gasoline is quoted at 25c per gallon in single barrels; benzine is quoted at 24½c per gallon in single barrels.

#### Wood Alcohol.

Wood alcohol is quoted at \$1.00 per gallon in 5 gal. lots, with an extra charge of 50c for can; 8 oz. bottles, 2 doz. in case, are quoted at \$2.30 per case net; 16 oz. bottles, 2 dozen in case, \$3.60 per case net; 32 oz. bottles, 1 dozen in case, \$3.40 per case net. Merchants selling wood alcohol should see that all packages are properly labelled as required by law.

#### Ready Mixed Paints.

The demand for ready-mixed paints keeps up well and retailers are doing a nice business. Preparations are now under way for the fall campaign.

### MONTREAL.

Montreal, July 23.—Booming continues to be the word for the paint trade, as manufacturers still have all the business they can handle for some time yet. From a price standpoint there are but two changes to report—an advance of 1 cent on linseed oil and

an extension till October 1 on delivery of white lead at present prices. Other lines continue unchanged in much the same condition as last week.

#### Linseed Oil Up 1 Cent.

Owing to greater firmness which has been ruling in flaxseed during past couple of weeks, and which now is much higher than two weeks ago, prices on linseed oil have this week moved up 1 cent to 60c on raw and 63c on boiled.

#### Turpentine Steady.

Pure turpentine is still quoted at 56 cents per Imperial gallon in single barrel lots. Situation in the South is still inclined to be easy, and with only moderate demand. Market continues quiet and fairly heavy.

Resin, too, continues unchanged.

#### Delivery Date Extended.

The date at which white lead shall be delivered at present prices was this week extended to October 1st, instead of terminating in August. Primary market has been ruling much firmer during past few days, and as oil has also taken on a firmer tone, white lead market is firm in proportion.

#### Glass and Putty.

Glass market holds steady and very firm—so much so that jobbers wouldn't be surprised to see an advance made shortly. This is directly as a result of the increased cost of the article in Belgium.

"As for putty," states one manufacturer, "we can't make it fast enough; but for all that we look for no change in price."

#### Paris Green.

Demand for Paris green is heavy. Prices quoted are as follows:—Barrels, 19c per lb.; 250 lb. kegs, 19¼c per lb.; 50 lb. drums, 20¼c per lb.; 25 lb. drums, 20½c per lb.; 1 lb. packages, 22½c per lb.; 1 lb. tins, 23½c per lb.; and ½ lb. packages, 24½c per lb.

**I**N a day's work, the man who paints, bends his wrists many times. To lessen resistance to each stroke is to multiply energy. Why is Brandram-Henderson "English" Paint so smooth, so cream-like as to do that?

. . .

## How Often Does His Wrist Move?

The answer brings us back again to Brandram's B.B. Genuine White Lead. Its impalpable fineness could come only from Brandram's century-old process. Such brilliance, too! And such ready harmony with Linseed Oil! Truly it earns its title—standard of the world.

. . .

Notice especially its large proportion in Brandram-Henderson "English" Paint. Seventy per cent. of the whole base is Brandram's B.B. Genuine White Lead. If we did not corrode and grind our own White Lead, do you suppose for a moment that we could afford such a formula? So your customer gets better value in Brandram-Henderson "English" Paint. Neither he nor you have to pay more for it than you will pay gladly since you have the facts.

*Better Value—Better Business.  
Link the two together in your  
Paint Department. Write us.*

# **BRANDRAM-HENDERSON**

LIMITED

Montreal    Halifax    St. John    Toronto    Winnipeg



## CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

## METALS AND METAL PRODUCTS.

Aluminum, 24c lb.  
ANTIMONY.  
Cookson's or Hallett's, per lb. \$10.25 11 00

## BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo, 25c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.  
"Alonzo W. Spooner, Ltd."  
Spooners Copperine, Tough, Hard, Finest, No. 1 and 2.  
Nicoluminum Grades, No. 1, 2, 3.  
Babbitt Metal Grades, No. 1, 2, 3.  
Prices, 6c—60c lb.

## BOILER PLATES AND TUBES.

Montreal Toronto  
Plates, ¼ to ½ inch, per  
100 lbs. .... 2.40 2.50  
Heads, per 100 lbs. .... 2.65 2.75  
Tank plates, 3-16 inch. .... 2.70 2.80  
Boiler tubes, 100 ft. 1½ in. .... 9.75  
" " 2 " 9.50 8.70  
" " 2½ " 12.30 11.00  
" " 3 " 15.55 15.80  
" " 4 " 19.80 19.00

## BRASS.

Spring sheets, up to 20 gauge.... 0.26  
Rods, base ½ to 1 inch, round.... 0.22  
Tubing, seamless base, per lb.... 0.25  
Tubing, iron pipe size, 1 in. base 0.25  
Copper tubing, 4 cents extra.

## BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.  
Standard Compression work, 60 p.c.  
High grade compression work, 60 p.c.  
Cushion work, 55 per cent.  
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c.; and 1 and 2 basin cocks, 65, 5 p.c.  
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.  
J.M.T. Globe, Angle and Check Valves, 60 p.c.; Standard, 60 p.c.  
J.M.T. Radiator Valves, 65 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.  
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

## COPPER.

Montreal Toronto  
Casting ingot ..... 16.75 16.25  
Cut lengths, round bars, ½ to 2 in. .... 26.00  
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches. .... 28.00  
Copper sheet, tinned, 14 x 60, 14 oz. .... 29.00  
Copper sheet, planished, 14 x 60, base ..... 36.00  
Braziers, insheets, 6 x 4. .... 28.00

## COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

## IRON AND STEEL.

In car lots. Montreal Toronto  
Canadian foundry, No. 1. .... 21.00 21.00  
Canadian foundry, No. 2. .... 20.50 19.50  
Summerlee, No. 2 pig iron 22.50 24.50  
Carron, soft ..... 23.75  
Cleveland, No. 1 ..... 22.00 25.00  
Clarence, No. 3 ..... 21.50 24.50  
Jarow ..... 25.50  
Glengarnock ..... 26.00  
Radnor charcoal iron ..... 31.00 34.50  
Aysesome, No. 3 .....  
Ferro Niland pig iron (800) ..... 25.00  
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg ..... 27.50

Angles ..... base 2.50 2.50  
Common bar, per 100 lbs. .... 2.15 2.05  
Forged iron, per 100 lbs. .... 2.30 2.35  
Refined iron, per 100 lbs. .... 2.40 2.40  
Horseshoe iron, per 100 lb. .... 2.40 2.40  
Mild steel ..... 2.25 2.20  
Sleigh shoe steel ..... 2.25 2.25  
Domestic ..... 2.30 2.25  
Iron finish steel (foreign). .... 2.50 2.50  
Reeled machinery steel. .... 2.75 3.00  
Tire steel ..... 2.35  
Sheet cast steel ..... 0.15 0.15  
Toe calk steel ..... 3.10 3.15  
Mining cast steel ..... 0.07½ 0.08  
High speed ..... 0.65 0.65  
Capital tool steel ..... 0.50  
Caminal Lead ..... 0.15  
Black Diamond tool steel. .... 0.08 0.08  
Corona tool steel. .... 0.06½  
Silver tool steel ..... 0.12½

## Cold Rolled Shafting.

9-16 to 11-16 inch ..... 0.06  
¾ to 1 7-16 inch. .... 0.05½  
1 7-16 to 3 inch. .... 0.65  
Montreal, 35, and Toronto, 30.

## BLACK SHEETS.

Montreal Toronto  
10 gauge ..... 2.70 2.70  
12 gauge ..... 2.75 2.75  
14 gauge ..... 2.60 2.55  
16 gauge ..... 2.50 2.65  
18 gauge ..... 2.50 2.65  
20 gauge ..... 2.60 2.65  
22 gauge ..... 2.65 2.75  
24 gauge ..... 2.65 2.75  
26 gauge ..... 2.75 2.85  
28 gauge ..... 2.85 3.00

## CANADA PLATES.

Ordinary, 52 sheets ..... 3.10 3.00  
All bright, 52 sheets ..... 3.70 4.15  
Galvanized—Apollo D. Crown Ordinary  
18x24x52 ..... 4.45 4.45  
60 ..... 4.70 4.70  
20x28x80 ..... 8.90 9.50  
20x28x80 ..... 9.40 10.00

## GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square ..... 6.75  
24 gauge, per square ..... 5.50  
26 gauge, per square ..... 4.25  
28 gauge, per square ..... 4.00  
Less 10 per cent.

## GALVANIZED SHEETS.

B.W. Queen's Fleur-de-Lis Gorbals  
gauge. Head. de-Lis. Best Best  
16-20 ..... 3.75 3.60 3.75  
22-24 ..... 3.90 3.75 3.90  
26 ..... 4.15 4.00 4.15  
28 ..... 4.40 4.25 4.40  
Colborne Crown—18-20 gauge, \$3.90; 22-24 gauge, \$3.95; 26 gauge, \$4.20; 28 gauge, \$4.45.

Apollo brand— Montreal Toronto  
24 gauge, American ..... 3.75 3.70  
26 gauge, American ..... 3.95 3.90  
28 gauge (26 English) ..... 4.30 4.20  
10% oz., equal to 28 English ..... 4.50 4.40

## IRON PIPE.

## Standard Butt Weld Pipe.

Size. Black. Galvd.  
¾ in. .... 2.28 3.18  
1 in. .... 2.28 3.18  
1½ in. .... 2.72 3.67  
2 in. .... 3.28 4.43  
3 in. .... 4.83 6.55  
4 in. .... 6.55 8.86  
6 in. .... 7.84 10.59  
8 in. .... 10.55 14.25  
10 in. .... 16.67 22.62  
12 in. .... 21.80 29.45  
14 in. .... 26.22 35.42  
16 in. .... 31.07 41.97

## Standard Lap Weld Pipes.

Size. Black. Galvd.  
2 in. .... 11.66 15.36  
2½ in. .... 17.26 23.11  
3 in. .... 22.57 30.22  
3½ in. .... 27.14 36.34  
4 in. .... 32.16 43.06  
4½ in. .... 36.20 48.90  
5 in. .... 42.18 56.98  
6 in. .... 54.72 73.92  
7 in. .... 80.92 109.50  
8 in. .... 97.92 132.50  
9 in. .... 117.30 162.20  
10 in. .... 140.10 189.50  
12 in. .... 172.40 238.30

## IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75; malleable lipped unions, 65.  
SOIL PIPE AND FITTINGS.  
Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.  
Medium and extra heavy fittings, 70 p.c.  
Light pipe, 60; fittings, 60 and 5 p.c.

## RANGE BOILERS.

30-gallon, Standard, \$5.00; extra heavy, \$5.50.

## KITCHEN SINKS.

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.  
Flat rim channeled sinks, 16x24, \$2.45; 18x30, \$3.00; 18x36, \$3.90.

## HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.  
Hot Water Radiators—42 and 15 p.c.  
Steam Radiators—44 and 15 p.c.  
Wall Radiators—37 and 15 p.c.  
Specials—25 p.c.

## OLD MATERIAL.

Dealers' buying prices: Montreal Toronto  
Heavy copper and wire, lb 0.11½ 0.11¼  
Light copper & Bottoms. 0.10½ 0.09½  
Heavy red brass ..... 0.10½ 0.10½  
Heavy yellow brass ..... 0.08½ 0.08½  
Light brass ..... 0.06½ 0.06½  
Tea lead ..... 0.02½ 0.02½  
Heavy lead ..... 0.03 0.02½  
Scrap zinc ..... 0.02½ 0.04  
No. 1 wrought iron. .... 9.00 10.00  
Machinery cast scrap,  
No. 1 ..... 14.00 14.50  
Store plate ..... 12.50 13.00  
Malleable ..... 10.00 9.00  
Miscellaneous steel ..... 6.00 6.00  
Old rubbers ..... 0.08½ 0.08½

## LEAD.

Montreal Toronto  
Domestic (Trail), pig, 110 lbs. 5.50 5.20  
Imported pig, per 100 lbs. 5.50 5.20  
Bar pig, per 100 lbs. 5.75 5.50  
Sheets, 2½ lb. sq. ft. .... 7.50 7.50  
Sheets, 3 lb. sq. ft. .... 6.75 6.75  
Sheets, 3½ lb. sq. ft. .... 6.62½ 6.60  
Sheets, 4 to 6 lb. sq. ft. .... 6.50 6.50  
Cut sheets, ¼ c per lb. extra.  
Cut sheets to size, ¾ c per lb. extra.

## LEAD PIPE.

Lead pipe, 7½ c, 5 per cent. off.  
Lead waste pipe, 9c; 5 per cent. off.  
Traps and bends, 35 per cent.

## SOLDER.

Per lb. Montreal Toronto  
Bar, half-and-half, guarant'd 0.27½ 0.28½  
Wiping ..... 0.25½ 0.28

## SHEET ZINC.

5-cwt. casks ..... 8.00 8.00  
Part casks ..... 8.25 8.50

## SPELTER.

Foreign, per 100 lb. .... 6.75 7.00

## TIN AND TINPLATES.

Lamb and Flag and Straits—  
56 & 28-lb. Ingots, 100 lbs. 47.00 0.43  
Redipped Charcoal Plates—Tinned.  
M L S Famous (equal Bradley)

Per box  
I C, 14x20 base ..... \$7.00  
I C, 14x20 base ..... 8.25  
I X X, 14x20 base ..... 9.50  
Raven and Murex Grades—  
I C, 14x20 base ..... 5.00  
I X, 14x20 base ..... 6.00  
I X X, 14x20 base ..... 7.00  
I X X X, 14x20 base ..... 9.50  
"Dominion Crown Best"—Double.

## COATED, TISSUED.

I C, 14x20 base ..... 7.00 7.00  
I X, 14x20 base ..... 8.25 8.25  
I X X, 14x20 base ..... 9.50 9.50  
"Allaway's Best" Standard Quality.  
I C, 14x20 base ..... 4.65  
I X, 14x20 base ..... 5.65  
I X X, 14x20 base ..... 6.65

## BRIGHT COKES.

Bessemer Steel—  
I C, 14x20 base ..... 4.50  
20x28, double box ..... 9.00

## CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—  
I C, 20x28, 112 sheets. .... 8.25  
I X, Terme Tin ..... 9.75

## CHARCOAL TIN ROILER PLATES.

Cookley Grade—  
XX, 14x56, 50 sheet bxs. ....  
XX, 14x60, 50 sheet bxs. .... 7.50  
XX, 14x65, 50 sheet bxs. ....

## TINNED SHEETS.

72x30 up to 24 gauge, case lots ..... 8.50  
72x30 up to 26 gauge, case lots ..... 8.95  
Less than case, 25c 100 lbs. extra.

## WIRE.

Annealed Cut Hay Binding Wire.  
No. 10, \$3.90; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

## CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, \$2.60; No. 19, \$2.90. F. O. B. Hamilton, Toronto, Montreal, London.

## COILED SPRING WIRE.

High carbon, No. 9, \$2.40 in cars.

## FINE STEEL WIRE.

Discount 25 per cent. List of extras.  
In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire. Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 38c; in ½-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

## FENCE STAPLES.

Galvanized ..... 2.85  
Plain ..... 2.55

## HAY WIRE IN COILS.

No. 13, \$2.35; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

## GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, \$2.90; 8, 7, 8, \$2.75; 9, \$2.25; 10, \$2.80; 11, \$2.85; 12, \$2.40; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

## POULTRY NETTING.

2-in. mesh, 19 w.g., 50 per cent. off.  
Other sizes, 50 per cent. off.  
Poultry netting staples, 55 per cent.

## SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.  
Extra net per 100 lb.—Oiled wire 10c, spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks, 75c, in ½-lb. hanks, \$1.

## WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.  
Rustless screen cloth, 7c sq. foot.  
Cut lengths, 8c sq. ft.

## WIRE FENCING.

Galvanized barb ..... 2.42½  
Galvanized, plain twist ..... 2.95  
Car lots and less.  
F.O.B., Montreal.

## WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$5; 1 inch, \$16.80.  
Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

## PAINTS, OILS AND GLASS.

## BARN PAINT.

In barrels, 5-gal. tins ..... 0.80 0.90  
In barrels, 5-gal. tins ..... 0.80 0.85

## BEESEWAX.

Per lb. .... 0.40

## CHEMICALS.

## (ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots ..... \$17.50  
2 lb. pkgs., per 100 lbs. .... 15.00  
5 lb. pkgs., per 100 lbs. .... 12.00  
25 lb. pkgs., per 100 lbs. .... 11.00  
50 lb. pkgs., per 100 lbs. .... 9.75  
100 lb. pkgs., per 100 lbs. .... 9.50  
300 lb. pkgs., per 100 lbs. .... 9.50  
600 lb. casks, per 100 lbs. .... 8.00

In casks per lb.  
Sulphate of copper (bluestone) ..... 0.07  
Litharge, ground ..... 0.07  
" flaked ..... 0.07½  
Green copperas (green vitrol) ..... 0.01  
Sugar of Lead ..... 0.00





## ARE YOU SELLING QUALITY and QUANTITY?

By featuring the famous British Brand of

# MINERVA

## Paints and Paint Specialties

this is assured.

Every can contains the very best that skill, selected materials and untiring care can produce, and FULL IMPERIAL MEASURE.

Ask any "Minerva" Agent what splendid direct selling support we give him.

WRITE FOR DETAILS.

Toronto Winnipeg Vancouver  
London, England

Established in England 1834

# PINCHIN, JOHNSON & CO.

((CANADA), LIMITED.

(U-72)

# PAINTISMS

**What does it matter** to you if a factory is twenty acres big—so long as it's equipped to turn out the best paint?

**What difference does it make** whether a maker grinds out a million gallons of paint a day, or earnestly makes just enough of the kinds you need?

**What do you care** about a sample room paint test on prepared paper or panel, when your customer can only be convinced by a time exposure test on buildings?

**What is the use** of your wasting time arguing cohesion, paint blocking and a lot of other technicalities to people who are more interested in 100 per cent. Pure White Lead, Zinc and Linseed Oil Paint?

**Why not investigate** the advantages of selling "the line of least resistance"—100 per cent. Pure Paint.

## The Martin-Senour Co., Limited

CHICAGO  
HALIFAX

Montreal  
TORONTO

LINCOLN  
WINNIPEG



# HARDWARE AND METAL

## COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure .....	0 18
Golden ochre, pure .....	0 13
French ochre, pure .....	0 12
Chrome green, pure .....	0 13
French permanent green, pure.....	0 15
Signwriters' black, pure .....	0 19
Marine black, 25 lb. irons.....	0 36 1/2
Combs, graining, set .....	0 65

## ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C.	1 80
Co. ....	1 80
Cee Pee Co. enamel .....	4 50
Sterling Enamels .....	3 20
Anchor Floorlustr .....	1 80

## Glue.

French medal .....	0 14
German common sheet .....	0 10
German prima .....	0 17
White pigfoot .....	0 21
Brantford medal .....	0 19
" golden medal .....	0 11
" brown sheet .....	0 10
" Golden sheet .....	0 13
" Gelatine .....	0 22
" white gelatine .....	0 22
" white glue .....	0 12
" 100 flake .....	0 10

Perfection amber ground, No. 1230	0 11
Ground glues at same prices.	
Brantford all-round glue, 1/4-lb. pack-	
ages, 10c; 1/2-lb., 15c; 1-lb., 25c. Dis-	
count.	
XXL .....	0 13
XL .....	0 11 1/2
CL .....	0 12
C .....	0 11

## PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.....	0 19 1/4
In Arsenic kegs, 250 lbs., per lb .....	0 19 1/4
In 50 & 100 lb. drums, per lb.....	0 20 1/2
In 25 lb. drums, per lb.....	0 20 1/2
In 1 lb. pkts., 100 lb. in cs., lb.....	0 22 1/2
In 1 lb. pkts., 50 lb. in cs., lb.....	0 23 1/2
In 1/2 lb. pkts., 100 lb. cs., lb.....	0 24 1/2
In 1 lb. tins, per lb.....	0 23 1/2

## PARIS WHITE.

In bbls. ....	0 90
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## PIGMENTS.

Orange Mineral, casks .....	0 08 1/2
" 100-lb. kegs.....	0 08 1/2

## PREPARED PAINTS. Per gallon

Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....	1 75
Globe house paint (Windsor).....	1 60
"New Era" house paint (Wind-	
sor) .....	1 85
Benj. Moore Co.'s "Egyptian" .....	1 50
Brand .....	1 65
Moore's pure linseed oil, H.C. ....	1 60
Brandram-Henderson's "English" ..	2 00
Ramsay's paints, pure .....	1 80
Ramsay's paints, Thistle .....	1 60
Martin-Senour, 100 p.c. pure.....	2 00
Senour's floor paints .....	1 60
Sterling Pure .....	1 60
Maple Leaf Paint (Imp. V. & C. Co.) .....	1 60
Jamieson's Crown and Anchor	
brand .....	1 60
High Standard .....	2 00

## PLASTER OF PARIS.

Per barrel .....	2 50
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## PINE TAR.

Half-pint tins, per dozen .....	0 80
Pint tins, dozen .....	1 10

## PUTTY.

Bulk, in casks .....	2 30
Bulk, 100 lb. drums.....	2 50
Bladders, in bbls.....	2 80
Pure Putty, 70c hd advance.	

## RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.6 15	6 00
Genuine, 100 lb. kegs, per cwt. 6 25	6 25
No. 1 casks, per 100 lbs.....	5 90
No. 1 kegs, per 100 lbs.....	6 15

## SHINGLE STAINS.

In 5-gallon buckets .....	0 75
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## (TURPENTINE AND OILS, ETC.

Canadian Prime White Petrol-	
eum, single bbls. ....	15
U. S. Water White .....	17 1/2
U. S. Pratt's Astral .....	21 1/2
Castor Oil, per lb. in bbls.....	8 1/2
Black Oil, Summer .....	12c
Black Oil, Winter .....	14
Cylinder Oil, Green .....	35
Paraffine Oil .....	22
XXXX Machine .....	22 1/2
Benzine .....	24 1/2
Motor Gasoline, in drums.....	24 1/2
Motor gasoline .....	25
Pure turpentine, single bbls.....	56
Linseed Oil, raw, single bar-	
rels .....	61
Linseed Oil, 3 .....	60
Linseed Oil, 6 to 9 bbls.....	59

Linseed Oil, boiled—	
single bbls. ....	63
3 to 5 bbls.....	62
6 to 9 bbls.....	61
Alcohol, 5 gal. lots, per gal. 1.25	1 00
Resin Grade G, bbl. lots .....	8 00

## VARNISHES.

Per gal. cans	
Carriage, No. 1 .....	1 50
Pale durable body .....	3 50
" hard rubbing .....	3 00
Finest elastic gearing .....	3 00
Elastic Oak .....	1 50
Furniture, polishing .....	2 00
Furniture, extra .....	1 20
" No. 1 .....	0 95
" Union .....	0 90
Light oil finish .....	1 25
Gold size Japan .....	2 00
Turps, brown japan .....	1 00
No. 1 brown japan .....	0 90
Backing black japan .....	1 35
No. 1 black japan .....	0 75
Benzine black japan .....	0 40
Crystal Damar .....	2 50
No. 1 .....	2 25
Pure asphaltum .....	1 40
Oilcloth .....	1 50
Lightning dryer .....	1 50
Elastilite varnish .....	0 95
Copalline varnish .....	2 25
Granitine floor finish .....	2 25
Jamieson's floor enamel .....	1 75
Sherwin-Williams kopal varnish ..	2 50
Canada Paint Co.'s sun varnish ..	2 25
"Kyanize" interior finish .....	2 40
"Flint-Lac," coach .....	3 30
B.H. Ltd. "Gold Medal," cases ..	2 25
Dependon Lt. H. Oil Finish.....	1 65
Everlastic Floor .....	2 65
Flatline floor finish .....	3 00
Elastica exterior finish .....	4 25
Stovepipe varnish, 1/2 pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 45
No. 1 orange shellac varnish, bbls	1 65

## WINDOW GLASS.

Size United	Double	
Inches.	Star	Diamond
Under 26 .....	\$ 4 25	\$ 6 25
26 to 40 .....	4 65	6 75
41 to 50 .....	5 10	7 50
51 to 60 .....	5 35	8 50
61 to 70 .....	5 75	9 75
71 to 80 .....	6 25	11 00
81 to 85 .....	7 00	12 50
86 to 90 .....	15 00	
91 to 95 .....	17 50	
96 to 100 .....	20 50	

Toronto, 15 per cent.  
Montreal prices, no discount.

Size United	Double	
Inches.	Star	Diamond
Under 26 .....	3 40	5 00
26 to 40 .....	3 60	5 45
41 to 50 .....	4 00	6 25
51 to 60 .....	4 25	6 75
61 to 70 .....	4 50	7 25
71 to 80 .....	4 75	7 75
81 to 85 .....	5 50	8 50
86 to 90 .....	10 00	
91 to 95 .....	11 00	

## WHITE LEAD GROUND IN OIL.

Montreal Toronto	
Ton Lots.	Per 100 lbs.
"Anchor," pure .....	8 25
Brandram's B.B. Genuine .....	9 25
C.P.C. decorators, pure.....	8 25
Crown and Anchor, pure.....	8 25
Elephant, Genuine .....	8 55
Essex, Genuine (Windsor) .....	8 00
Island City Decorators' .....	8 00
Lily Pure .....	8 25
Moore's Pure White Lead .....	8 00
Monarch (Windsor) .....	8 50
Munro's Select Flake White .....	8 50
Purity C.O. Co.'s, Ltd.....	7 90
Ramsay's Pure Lead .....	8 25
Ramsay's Exterior .....	8 15
Sterling's Pure .....	8 25
Tiger Pure .....	8 25
"James Genuine" .....	8 25

## WHITE ZINC (DRY).

Extra Red Seal, V.M. ....	0 07 1/2
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## WHITE ZINC IN OIL.

Pure, in 25-lb. irons .....	0 10
No. 1, " .....	0 07
No. 2, " .....	0 05 1/2

## WHITING.

Plain, in bbls. ....	0 70
Gilders bolted, in barrels .....	1 00

## HARDWARE.

### ADZES.

Carpenters', per doz. ....	12 50
Plain ship .....	18 00

## AXLES AND HATCHETS.

Single bit, per doz. ....	6 75
Double bit .....	10 50
Bench Axes .....	6 75
Broad Axes .....	22 75
"Hunters" Axes .....	5 00
"Boys" Axes .....	5 75

Lathing hatchets .....	4 70
Shingle hatchets .....	1 45
Claw hatchets .....	1 70
Barrell hatchets .....	5 50

## ANVILS.

Buckworth, per lb. ....	0 10 1/4
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## AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2 1/2 p.c.; "22 cartridge smokeless," 50, 20 p.c.; B. B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 12 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15.00, 47 1/2 p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1.20 per 100 lbs.; and seals less than 25 lbs., 1/4c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

## AUGERS AND BITS.

Ford's auger bits .....	30 and 10
Irwin's auger .....	45
Gilmour's auger .....	70
Rockford auger .....	50 and 10
Gilmour's car .....	47 1/2
Clark's expansive .....	40
Jennings' Gen auger, net list.	
Tobin High Speed Bits, 50 and 5.	
Tobin Never Choke, 50 and 5.	

## BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trol-	
ley, pr. ....	0 80
Richards Wilcox No. 117 P.D.	
Hanger, full set .....	2 75
Stearns wood track .....	Special
Zenith .....	9 00
Atlas, steel covered .....	5 25
Perfect, No. 1 .....	8 50
Perfect, No. 1 1/2 .....	9 50
Perfect, No. 2 .....	10 00
New Milo, flexible .....	6 00
Double strap hangers, dozen	
sets .....	6 50
Standard jointed hangers .....	6 45
dozen sets .....	6 45
Steel King hangers, doz. sets .....	6 40
Storm King and safety hang-	
ers .....	6 25
Storm King rail .....	4 25
Crown .....	6 50
Crescent .....	7 25
Sovereign .....	7 25
Chicago Friction, Oscillating and Big	
Twin augers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1 1/4 in. ....	4 75

## BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
Lace leather, per side, 85c; cut laces, 95c.

## BIRD CAGES.

Brass and Japanned, 40 p.c.	
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## BOLTS AND NUTS.

Carriage Bolts, common, new, \$1	
list.	
Carriage Bolts, 1/2 and smaller.....	60 & 15
Carriage Bolts, 7-16 and up.....	55
Carriage Bolts, Norway Iron (\$3	
list) .....	55 & 15
Machine Bolts, 1/2 and less.....	65 & 5
Machine Bolts, 7-16 and up.....	57 1/2 & 5
Plough Bolts .....	55 & 5
Blank Bolts .....	57 1/2
Bolt ends .....	57 1/2
Sleigh Shoe Bolts, 1/2 and less.....	55 & 10
Sleigh Shoe Bolts, 7-16 and larger.....	50 & 5
Coach screw .....	70 & 10
Nuts, square, all sizes .....	4c per lb. off
Nuts, Hexagon, all sizes.....	4 1/4c per lb. off
Stove rids, per lb., 5 1/2 to 6c.	
Stove Bolts, 80, 7 1/2 per cent.	

## BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.....	0 95
O.K. Paper, No. 1, per roll.....	0 95
O.K. Paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll.	0 62
Tarred Fibre, No. 2, 400 ft. roll.	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs. ....	0 50
Plain Surprise, per roll .....	0 42
Resin sized Fibre, per roll.....	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred,	
per ton .....	36 00

Carpet felt, per cwt. ....	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.....	0 85
Heavy fibre, 32 ft. x 60 ft.	
per 100 lbs. ....	2 60
2 Ply Ready Roofing, per sq.....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bbls., per	
gallon .....	0 17
Grade tins cement, 55 .....	0 19
Grade coal tar, per bbl.....	4 60
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Caps, per lb. ....	0 05
Rails, per lb. ....	0 05
Mop Cotton, per lb. ....	0 17

## BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.  
Wrought brass, 45 p.c. off revised list.  
Cast iron loose pin, 60 p.c.  
Wrought steel fast joint and loose pin, 70 p.c.  
Crescent brands, 70 p.c.

## CEMENT AND FIREBRICK.

Canadian Portland, bags, per	
bbl. ....	1 55
White Bros. English .....	2 00
"Lafarge" cement, in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
" English .....	17 00
" American, low .....	23 00
" high.....	27 50
Fire clay (Scotch), net ton .....	5 50
Fire clay (American), net ton .....	5 00

## CHALK AND PENCILS.

Carpenters Colored, per gross 0 65	0 80
" lead pencils, p. gr. 2 40	6 75
Crayons, per gross .....	0 20

## CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

## CHAIN.

Proof coil, per 100 lbs., 1/4, \$6.00; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.60; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1, \$3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jack-chain, brass, 50; cow ties, 40; halter chains, 5



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Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

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**RED  
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BRAND  
WINDOW  
GLASS**



**GLASS  
BENDERS  
TO  
THE  
TRADE**

## THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR  
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

## HEINISCH TAILOR SHEARS

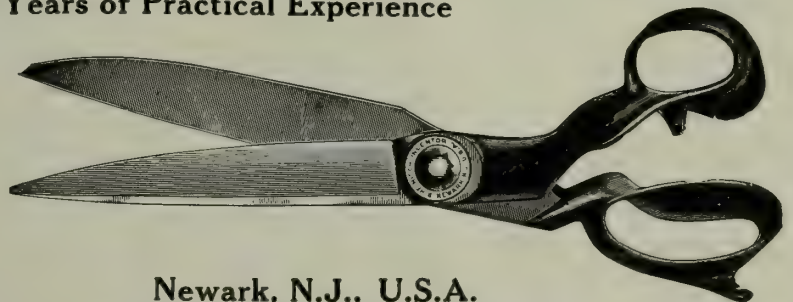
*Are Reliable  
And Profitable*

They Are the Result of 85 Years of Practical Experience

Every dealer should stock this brand of shears. They are made by methods developed during the 85 years of their manufacture. The quality of material used, and the workmen employed are the very best procurable.

We also manufacture Scissors, Trimmers, Tinners' Snips, etc., of the same quality.

Order from your jobber. We guarantee them to give you the highest satisfaction.



R. Heinisch's Sons Co.,

Newark, N.J., U.S.A.

## RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

**The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.**







# BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

**MURESCO**, The best Wall Finish.

**SANI-FLAT**, The best Flat Oil Paint, Washable and non-poisonous.

**MIXED PAINT**, Moore's House Colors, second to none.

**YOU**

Should know our proposition. It's worth while.

Should write us to-day for full particulars.

Should sell, the MOORE Line and make more money with less investment.



## Stephens



### STRUCTURAL IRON PAINT

Is Not Affected by the Greatest Extremes of the Weather.

It is generally known that iron expands and contracts according to temperature. In Western Canada the temperature reaches such an extreme that, in order to resist cracking and pulling off, the paint has to have the right elasticity as well as moisture resisting qualities. Stephen's Structural Iron Paint is especially adapted to such conditions—it has resisted these tremendous extremes for years. Stock this paint now—it assures satisfaction.

Ask for agency proposition.

**G. F. STEPHENS & CO., LTD.,** WINNIPEG, CANADA  
Branch at Calgary, Alta.

## Humpty Dumpty Folding Egg Crates



### Strong and Well Made Crates Which Pay A Good Profit

When you have a call for good, strong egg crates be able to supply the "Humpty Dumpty"—it always gives splendid service, and satisfies everybody.

We handle a high grade line of Wooden Ware, Brooms, Brushes, Wrapping Paper, Paper Bags, Cordage and Twines.

Write for complete catalog.

**WALTER WOODS & CO.**  
HAMILTON and WINNIPEG

## PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that **QUALITY** is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the **SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.**

	Name of Brand
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solve"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED  
UNDER CANADIAN PATENT NO. 78,586."

**Chadeloid Chemical Company**  
100 William Street, New York, N.Y.



# HARDWARE AND METAL

## SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.  
Phillister head, iron, 30; brass, 35 p.c.

## SCREW DRIVERS.

Sargent's, per dozen ..... 0 65 1 00  
North Bros., No. 30, per doz. .... 16 50

## SCISSORS AND SHEARS.

Clausen, nickel scissors and shears, 60;  
Japan, 65; tailors, 40; pruning, 70.  
Seymour's, 50 and 10 per cent.  
Acme Shear Co., nickel-plated and  
Japanned, 40 per cent.

## SHELF BRACKETS.

No. 140, 65 and 10 per cent.

## SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.  
Baker, hockey, 30c upwards; spring.  
Empire hockey sticks, \$3.00, \$3.50.  
Micmac and Rex sticks, \$4.25, \$5.25.  
Pucks, net, \$1.50.

## SHOVELS AND SPADES.

	1st	2nd	4th
	grade	grade	grade
	p.c.	p.c.	p.c.
Shovels	60	55	45
Draining tools	60	60	45
Scoops	50	50	45
Hollow backs and			
sand shovels	60	55	45
Riveted back scoops, 1st, 2nd and 3rd			
grades, 50 per cent.			
Above discounts on Black Goods only.			
Full Polished Goods, 50c per Doz. net			
extra. Half Polished Goods, 25c per			
Doz. net extra.			

## SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

## SQUARES.

Disston's, 60 and 10 per cent.  
Stanley Try Squares, size 7 1/2, doz.  
net ..... \$2 35

## SNAPS.

Harness, 25 per cent.

## SOLDERING IRONS.

Base, per lb., 28 cents.

## STAMPED WARE.

Plain, 72 1/2 and 15.  
Retinned, 72 1/2 and 5.  
Tinner's trimmings, 72 1/2 and 5.

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50  
Eureka tinned steel, hooks, per  
1,000 ..... 8 00

## STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12
Coopers' staples, 45 per cent.	0 12
Bright spear point, 75 per cent.	

## STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

## STOVE BOARDS.

Lithographed, 60 and 10.

## STOVEPIPES.

5 and 6 inch, per 100 lengths	7 52
7 inch, per 100 lengths	8 18
Nestable, 40 per cent.	

## STOVEPIPE ELBOWS.

and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35
Polished, 15c per dozen extra.	
Thimbles, Empire, 70 per cent.	

## STOCKS AND DIES.

No. 20 Beaver Die Stock. .... 18 75

## STONES—OIL AND SCYTHE.

	Dozen
Washita Oil, No. 1, 6 in.	5 10
7 in., 8 in.	3 50
No. 2, 6 in., 7 in., 8 in.	3 10
Hindostan ..... per lb.	0 06
" alip ..... "	0 18
" Axe ..... "	0 16
Deer Creek ..... "	0 10
Deerlick ..... "	0 25
White ..... "	0 18
Ally Axe, 6 in., 7 in.	
8 in., doz.	6 00
Arkansas ..... "	1 50
Water-of-Ayr ..... "	0 10
Scythe ..... per gross	5 50

## TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.;  
tinned, 80, 15; (in kegs), 40; cut tacks,  
blued, in dozens only, 80 and 10; 1/4  
weights, 60; Swedes cut tacks, blued and  
tinned, bulk, 85 and 5, in dozens, 75  
and 10; Swedes, upholsterers', bulk, 90;  
brush, blued and tinned, bulk, 70 and

10; Swedes, gimp, blued, tinned and  
Japanned, 82 1/2; zinc tacks, 35; leather  
carpet tacks, 35; copper tacks, 45; cop-  
per nails, 50; trunk nails, black, 65  
and 10; trunk nails, tinned and blued,  
65 and 10; clout nails, blued and tinned,  
65 and 10; chair nails, 35 and 10;  
patent brads, 40 and 10; fine finishing,  
40 and 10; lining tacks, in papers, net;  
lining tacks, in bulk, 15; lining tacks,  
solid heads, in bulk, 75; saddle nails, in  
papers, 10; saddle nails, in bulk, 15;  
tufting buttons, 22 line in dozens only,  
60; zinc glaziers' points, 5; double point-  
ed tacks, papers, 90 and 10; double  
pointed tacks, bulk, 55; clinch point  
shoe rivets, 45 and 10; cheese box tacks,  
87 1/2; trunk tacks, 80 and 20; strawberry  
box tacks, 80 and 10.

## TAPE LINES.

Universal, ass skin, No. 714, 66 ft.	3 00
Lufkins, linen, No. 404, 66 ft.	0 94
" steel, No. 264, 66 ft.	3 50
Chesterman's linen, No. 1822, 66 ft.	1 10
Chesterman's Metallic, No. 1821..	1 35
" Steel, No. 1840, 50 ft.	1 00

## TROWELS.

Disston's, 10 per cent.

## THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

## TINNERS' TRIMMINGS.

Discount, 45 per cent.  
Plain and retinned, 75 and 12 1/2.

## TRAPS (STEEL GAME).

Newhouse, 30 per cent.  
Hawley & Norton, 40, 10 and 5 p. c.  
Victor, 60 and 5 per cent.  
Oneida Jump (Star), 50, 10 and 5 p. c.

## TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse Traps	0 65
" Rat Traps	0 85
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse	0 25
Traps	
Hold-Fast (formerly Devil) Rat	0 80
Trap	
6-Hole Tin Chokers	0 80

## VACUUM CLEANERS.

Eureka Electric, each ..... 35 00

## VISES.

Per pound	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.	3 55	
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

## WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	62 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3.	85 00
20 per cent.	

## WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50
20 per cent.	

## WHEELBARROWS.

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

## WHIFFLETREES.

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 25
" " doubletrees, 40 in.	0 95
" " lumbermans, 44 in.	0 95

## WOOD HANDLES.

Second growth ash fork, hoe, rake and  
shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel  
handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and  
shovel handles, 50 per cent.  
Carriage neckyokes, oval and whiffles, h  
Carriage neckyokes and whiffletrees, ash  
35, hickory, 40 per cent.

Team neckyokes oval and round whiffle-  
trees, hickory and ash, 35 per cent.  
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35  
per cent. Wrenches.

Agricultural, 67 1/2 per cent.

## WROUGHT IRON WASHERS.

Canadian, 40 per cent.

## WOODENWARE.

### BAKE BOARDS.

With rim, 18x24, per doz.	4 50
With rim, 18x28, per doz.	5 00
With rim, 20x30, per doz.	5 50
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

### IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

### SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

### WASH BOARDS.

Glass, doz.	
Enamelled, doz.	

### CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

### CLOTHES DRIERS.

4 sides, 16 bars, folding, doz. .... 12 00

### CLOTHES PINS.

Common, 5 gross in box, per box 0 65  
Spring clothes pins, per box. ....

### WOOD WASH TUBS.

Standard size, doz. ....

### TUB AND WRINGER STANDS.

Folding frame, doz. ....

## (WINNIPEW HARDWARE QUOTA- TIONS)

(Ax Handles)—Oval and octagon, s.g.  
hickory, \$3.50; No. 1, \$2.40; 2, \$1.50;  
p.g. oak, \$2.90.

(Auger Bits)—"Irwin" bits, 47 1/2; other  
lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., \$2.06 f.o.b.  
Fort William, \$2.41 Winnipeg; Glidden  
2 pt., \$1.94 Fort William, \$2.27 Winni-  
peg; Baker 2 pt., \$1.93 Fort William,  
\$2.25 Winnipeg; Waukegan 2 pt., \$1.94  
Fort William, \$2.25 Winnipeg; Alberta  
2 pt., \$1.90 Fort William, \$2.18 Winni-  
peg; American special 2 pt., \$1.58 Fort  
William, \$1.81 Winnipeg; Plain twist,  
\$2.90 Fort William, \$3.38 Fort William;  
Coil spring, No. 9, per 100 lbs., Fort  
William, \$2.32; Winnipeg, \$2.72. Prices  
quoted for barbed wire are for spools  
of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60;  
7-16 and larger, 50; machine, 1/2  
and under, 60 and 5; 7-16 and over, 50; ma-  
chine set screws, 65; plough bolts, 45;  
square and hexagon nuts, cases, 2;  
small lots, 2 1/2; stove bolts, 77 1/2; sleigh  
shoe bolts to 1/2, 50 1/2; 7-16 and up,  
40 1/2.

(Bar Iron)—Bar iron, \$2.75; Swedish  
iron, \$4.75; sleigh shoe steel, \$2.85;  
spring steel, \$3.40; machinery steel,  
\$3.50; tool steel, Black Diamond, 100  
lbs., \$5.50; Jessop, \$15.

(Blocks)—Steel, 50 per cent.; wood, 60  
per cent.

(Cut Nails)—\$3.35 per keg base. Wire  
nails, base, \$2.90 Winnipeg.. \$2.50 Fort  
William.

(Copper)—Sheet and planished copper,  
30c per lb. Tinned, 24c. Copper wire,  
3-inch gage, 24c to 20-inch gage, 29c.  
Crowbars—4 1/2c per lb.

(Corrugated Iron)—28 gauge, \$4.60; 26  
gage, \$5. Pressed standing seamed  
roofing, 28 gauge, \$5.85; 26 gauge, \$6.20.

(Canada Plates)—Half polish, 6-7 inch,  
\$3.65; 8 inch, \$3.90; full polish, 6-7 inch,  
\$4.50; 8 inch, \$4.75.

(Clevices)—7 1/2c per lb.

(Enamelware)—Canada, 50; Imperial,  
60; Premier, 50; Colonial 60; white, 70  
and 5; diamond, 60; granite, 60 per  
cent.

(Files)—American, 75 p.c.; Black Dia-  
mond, 60 p.c.; Nicholson's, 65 p.c.  
(Galvanized Iron)—Apollo, 15 gauge,  
\$1.20; 18 gauge, \$1.20; 20 gauge, \$1.30; 22  
and 24, \$1.40; 26, \$1.60; 28, \$1.85; 30 or  
10 1/2 oz., \$5.10.

	de-Lia.	Head.
28G (equal 10 1/2 oz.)	5 10	5 35
26G (equal 28 Amer.)	4 85	5 10
24G	4 40	4 55
22G	4 40	4 55
20G	4 40	4 55
18G	4 20	4 45
16G	4 20	4 45

(Galvanized Ware)—37 1/2 per cent.

Grindstones—Per 100 lb., \$1.65.

(Glass, Window)—single, first break up  
to 25 united inches, \$4.25; 26 to 40, \$4.50;  
41 to 50, \$5.00; 51 to 60, \$5.50; 61 to 70,  
\$6.00; in 100 foot boxes. Double glass,  
up to 25 united inches, \$5.75; 26 to 40,  
\$6.25; 41 to 50, \$7.00; 51 to 60, \$7.25;  
71 to 80, \$7.75; 81 to 90, \$9.75, in 100 foot  
boxes.

(Horseshoes)—"M.R.M." and "Bell"  
iron, No. 0 to 1, \$4.90; No. 2 and larger,  
\$4.65; snowshoes, No. 0 to No. 1,  
\$5.15; No. 2 and larger, \$4.90; steel No.  
0 to 1, \$5.35; No. 2 and larger, \$5.10;  
leatherweight, \$6.50.

(Horse Nails)—"M.R.M." cold process  
—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6,  
\$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11  
and 12, \$2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per  
cent.

(Hinges)—Light T and strap, 65 per  
grass, \$1.70.

(Iron Washers)—Full box, 40 per cent.;  
smaller lots, 35 per cent.

(Iron Pipe)—Black, 1/2 inch, \$2.65; 3-8  
inch, \$2.80; 1/2 inch, \$3.35; 1/2 inch, \$4.10;  
1 inch, \$6.10; 1 1/4 inch, \$8.20; 1 1/2 inch,  
\$9.75; 2 inch, \$13.20; 2 1/2 inch, \$20.25; 3  
inch, \$27.35; 3 1/2 inch, \$32.75; 4 inch,  
\$38.75; 4 1/2 inch, \$43.75; 5 inch, \$50.60; 6  
inch, \$65.65; 7 inch, \$91.40; 8 inch, light,  
\$96.00; 8 inch, heavy, \$116.60.

(Galvanized Pipe)—1/2 inch, \$3.75; 3-8  
inch, \$3.90; 1/2 inch, \$4.30; 1/2 inch, \$5.30;  
1 inch, \$7.90; 1 1/4 inch, \$10.65; 1 1/2 inch,  
\$12.65; 2 inch, \$17.10; 2 1/2 inch, \$27.20; 3  
inch, \$35.70; 3 1/2 inch, \$44.35; 4 inch,  
\$52.00; 4 1/2 inch, \$57.15; 5 inch, \$66.60;  
6 inch, \$86.50.

(Logging Chain)—1/4 in., \$8.00; 5-16 in.,  
\$6.50; 3/8 in., \$5.75.

(Lanterns)—Cold blast, per doz., \$7.25;  
coppered, \$9; dash, \$9.

Poultry Netting—50 per cent.

(Plaster of Paris)—Barrel, \$6.50; hard  
wall, ton, \$11.50; wood fibre, ton, \$12.00.

1/2 lead—\$5.25. Lead pipe—Full



# Jamieson's Paints

are the product of a business built up by always considering  
"Consumer Satisfaction."

*YOU can't pay too much attention to "Consumer Satisfaction" in YOUR business. A Stock of Jamieson's Paints in your store would be a good part of this right attention.*

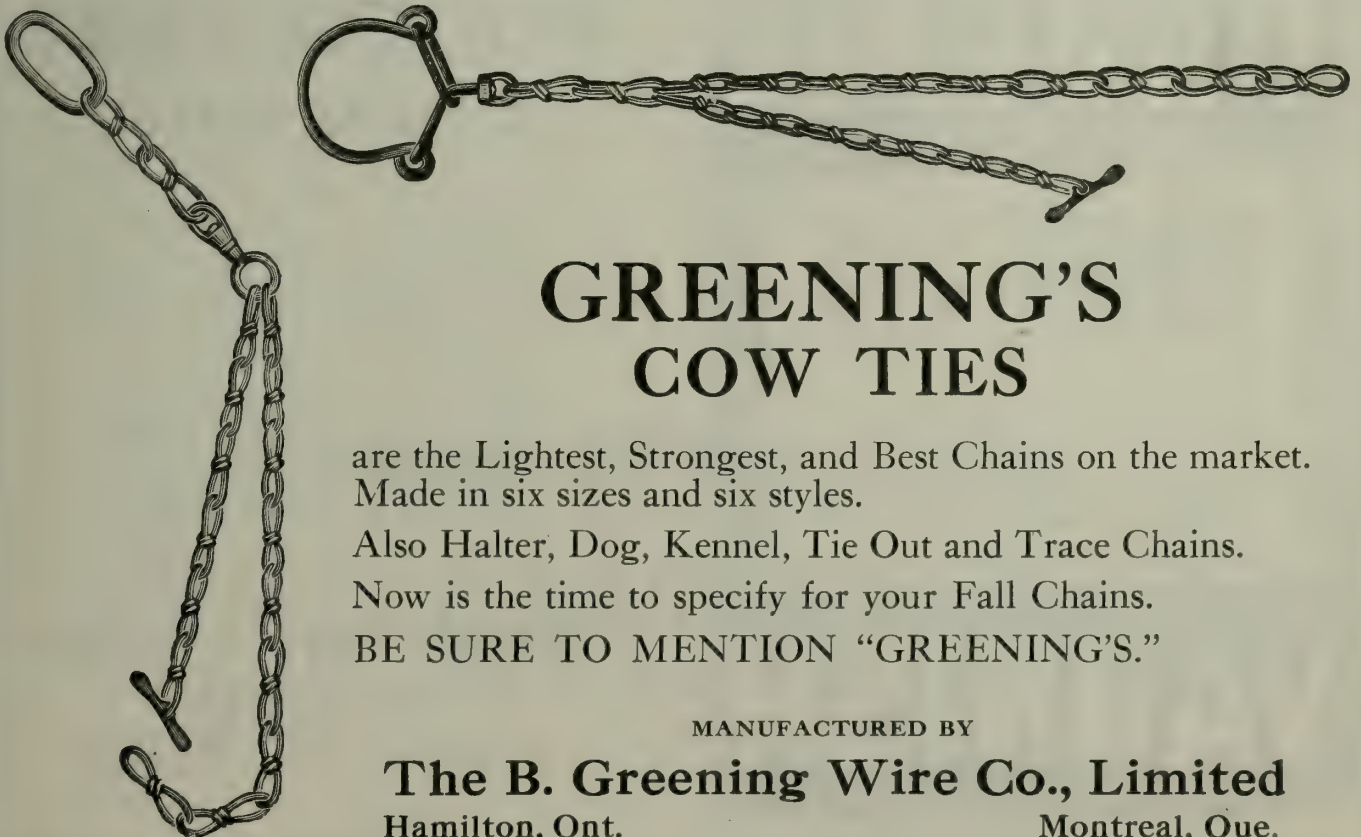
## R. C. Jamieson & Co., Limited

Montreal

ESTABLISHED  
1858

Vancouver

16 



## GREENING'S COW TIES

are the Lightest, Strongest, and Best Chains on the market.  
Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.  
Now is the time to specify for your Fall Chains.  
BE SURE TO MENTION "GREENING'S."

MANUFACTURED BY

**The B. Greening Wire Co., Limited**  
Hamilton, Ont. Montreal, Que.





# RAMSAY'S DUL-TONE

is a line of which you should carry a complete stock. It is a paint in liquid form, producing a soft, beautiful and durable finish which is permanent, sanitary and washable.

It also may be used as an undercoat for enamels.

The colors are attractive and unfading, and are manufactured by the most modern color producing methods.

*Send for Color Card.*

**A. Ramsay & Son, - - Montreal**

# DOUGALL

**SELL FIRST CLASS  
VARNISHES to build a  
FIRST CLASS TRADE**

Send for 60 page book of selling points  
of the "Varnish That Lasts Longest."

**The Dougall Varnish Company, Limited  
MONTREAL**

Associated with the Murphy Varnish Co., U.S.A.

# VARNISH

## NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

**STANDARD PAINT & VARNISH  
CO., LIMITED**

**WINDSOR - ONTARIO**

**I**N the late summer and fall months, new residences, offices and public buildings are in the last stages of completion and many people brighten up their homes for the winter with paints and varnishes. This offers the aggressive paint dealer splendid opportunity for profitable sales of

## **SHERWIN-WILLIAMS FLAT-TONE**

Artistic, sanitary and durable; S-W Flat-Tone is the ideal finish for interior walls and ceilings.

Flat-Tone is an oil paint that dries with the flat velvety effect which is both pleasing and restful to the eyes. It is made in twenty-four artistic shades, which permit a choice to suit individual taste and be in harmony with the room and its furnishings.

Flat-Tone is absolutely sanitary and very durable. It does not fade or rub off like water paints, nor does it require refinishing every year or two. It can be washed with soap and water without injury.

Ask us for our plan of assisting the dealer in pushing the sale of Flat-Tone this fall. Descriptive folder showing 24 shades mailed on request.

**SHERWIN-WILLIAMS  
PAINTS & VARNISHES**  
**A FINISH FOR EVERY PURPOSE**

*The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.*





HARDWARE AND METAL

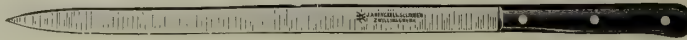
J. A. HENCKELS

# Twinworks Cutlery



Fine  
Cutlery  
of all  
Kinds

None are genuine without  
this trade mark



Sole Agents for Canada, F. W. LAMPOUGH & CO.

Unity Building, MONTREAL



## Stanley Tools

### "BAILEY" IRON SPOKE SHAVES

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, CONN. U.S.A.

## B.B. Co. Presses Embody STRENGTH and RIGIDITY

MINIMIZING maintenance cost  
of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

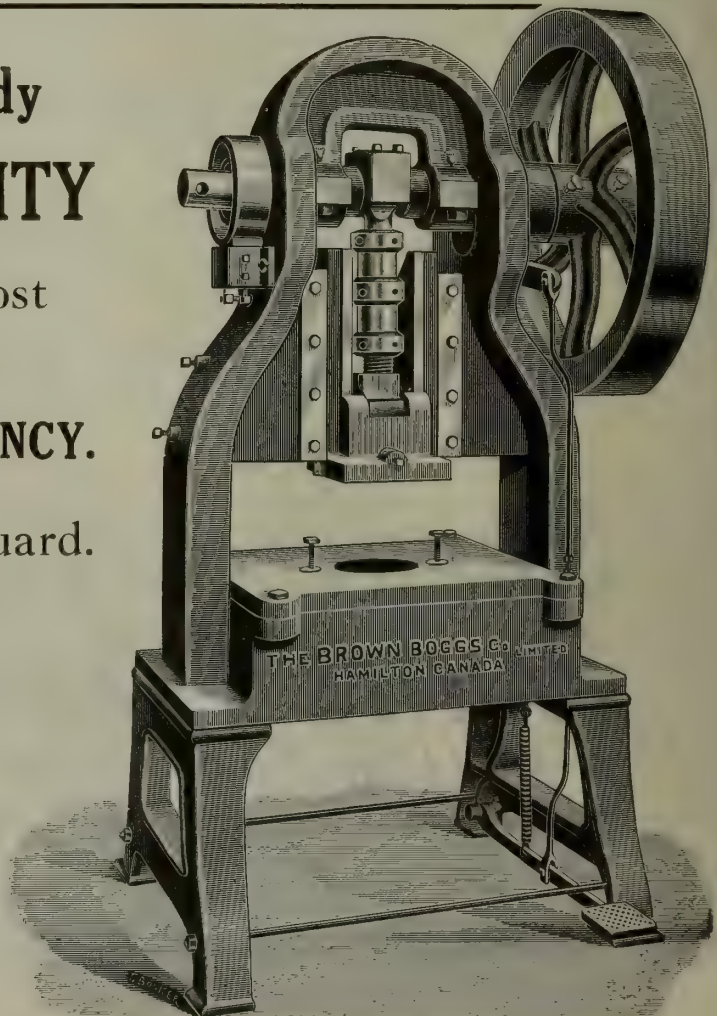
LET US QUOTE ON  
YOUR PRESS REQUIREMENTS.

## The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

Presses, Dies, Tinsmiths' and Sheet Metal  
Workers' Tools, Canning Machinery





**J. H. Connor & Son,**  
Limited  
Ottawa, Canada

## "Down-to-the-minute"

The above phrase describes exactly, popular opinion among the dealers handling the Connor line of Washing Machines. Particularly, is this true of the

## Connor Ball-Bearing Washer

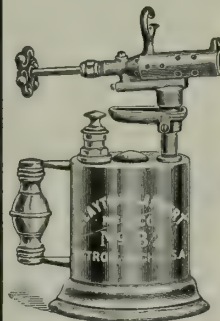
This washer is a real "winner." It simply bristles with strong, convincing talking points, which make the Connor Ball Bearing Washer an easy machine for your clerks to sell. There is a good margin of profit, too, on every sale—and your sales will increase.

Our catalog, completely describing the Connor line of Washers and Wringers, etc., will be mailed to you Free. Write for it NOW.

# BIG

**RESULTS**  
from small investments. Read  
Hardware & Metal's Want  
Ad. Page.

## POWERFUL BURNERS



No. 32 Torch  
Price each \$5.20 Net.

Are used on C. & L. Fire Pots and Torches. These burners are made of special generator metal, which lasts longer, and the burners produce intensely hot blue flames. All our burners are easily cleaned in the event that they become clogged from impurities in the fuel. Our torch tanks are made of heavy, seamless drawn brass, and the air pressure is produced by our patented automatic brass pump, with double spring check valve.

Your nearest jobber will be pleased to supply at factory price.

**CLAYTON & LAMBERT MFG. CO.**  
DETROIT, MICH., U.S.A.

## D. PERES Barrel Brand Razors, Pocket Knives and Scissors

is a Dependable and Very Profitable  
Line to Handle

Be sure that your stock for the coming season contains a large assortment of Barrel Brand Cutlery. The demand is increasing rapidly, which is a result of the unexcelled quality of our goods. This line will give you satisfied customers and a big margin of profit.

Write us now.



Canadian Agents: **GREEFF-BREDT & CO., TORONTO**

Western Office: Feilman & Jardine,  
222 Portage Ave., Winnipeg



## New Idea in Account Register System

A Register that can grow as you grow.

One that can expand as your business expands.

The Expansion Type Register is the New Idea and is the latest and exclusive feature of

With Only **The McCASKEY SYSTEM** The End of One Writing Drudgery

Write for further information. We will gladly have our nearest salesman call on you and explain the Expansion Type Register features without any obligation on your part to purchase.

Unless you need System he will not urge you to buy. Write to-day to

**THE Dominion Register Co. Limited**

**TORONTO, ONTARIO**

Trafford Park, Manchester, Eng.. Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World



Showing Electric Recorder and Cash Till

**FIRST AND STILL THE BEST**

We carry a complete stock of Stevens, Winchester, Marlin, Remington, Savage, Tobin, Mauser and Flobert

## RIFLES

Stevens, Winchester, Marlin, Remington, Hopkins & Allen, Tobin, Fox and German

## SHOT GUNS

We can supply any sporting goods at the lowest wholesale prices.

Our service is quick, efficient and reliable.

It will be to your interest to get price list at once.

## Whites Limited

Wholesale Hardware and Metals  
COLLINGWOOD, ONT.

SELL

## STILL'S

**Pick, Sledge and Hammer Handles**

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial profit

**J. H. STILL MFG. CO., Ltd.**

**ST. THOMAS, ONT.**

## Mr. Live Dealer— **MENDETS** A PATENT PATCH



will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.  
Collingwood Ontario

## A Way To Keep Your Tools In A Bright and Saleable Condition

If you are one of the many dealers who have to keep oiling and cleaning tools to keep them in good condition you should not hesitate about asking your jobber or manufacturer to wrap tools in our wax paper.

This paper keeps tools in first-class condition, and will save you considerable bother and time in cleaning.

Ask your jobber or manufacturer to do it now.

THE  
**British American Wax Paper Co.**  
LIMITED  
Darling Building, Toronto

## CARRIAGE SPRINGS & AXLES

**ANCHOR  
BRAND**



THE GUELPH SPRING & AXLE CO.  
LIMITED  
GUELPH, ONT.

## MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN-DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MEYERS."

**F. E. MYERS & BRO.**  
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.  
Winnipeg, Calgary and Branch Houses

**NOVA SCOTIA STEEL  
& COAL CO., Limited,**  
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA  
PIG IRON**

and SIEMENS-MARTIN  
OPEN HEARTH STEEL



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving.

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

**Cameron and Campbell, - Toronto**



# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of  
Award at

INTERNATIONAL  
Expositions.



INCORPORATED 1895

Special Grand  
Prize

GOLD MEDAL  
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

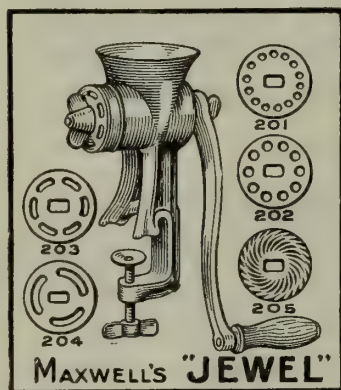
Owned and operated by Nicholson File Co.

## THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

## COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



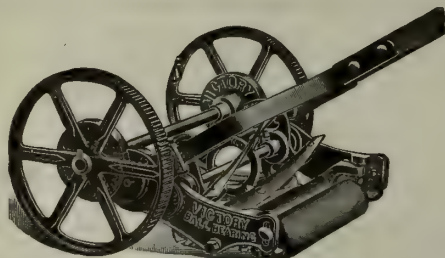
## MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.



## TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

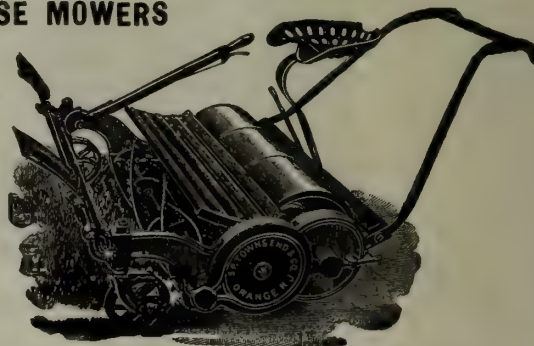
All Our Hand Mowers  
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



# "Blasters' Friend"

And

# "Dominite"

## FARMERS

Will find them invaluable

Because stumping, breaking up land; excavating of every kind; draining swamps; felling trees; log splitting, etc., can be done with a great saving of time and labor.

A window display will bring you many buyers.

Two kinds of high explosives possessing many decided advantages over nitro-glycerin dynamite or other blasting agents.

**Dominite and Blasters' Friend** will do all kinds of blasting work possible with other high explosives, and they will do it cheaper, more conveniently and with much less danger.

These explosives are **non-freezing and fumeless** and may be stored indefinitely without deterioration. A No. 6 cap or electric exploder will develop their full power.

Let us get you in touch with users.

Write for our booklet "Explosives and Accessories."

**Dominion Explosives Limited,  
Ottawa, Ont.**

## NICKEL

The Canadian Copper Co.

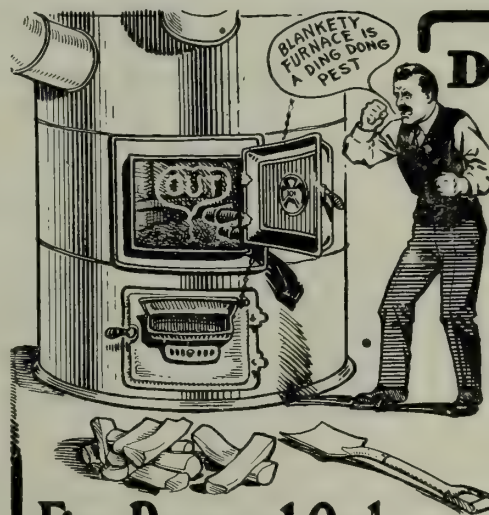
## NICKEL FOR NICKEL STEEL

The International  
Nickel Company

WRITE US FOR  
PARTICULARS AND PRICES

General Offices

**43 EXCHANGE PLACE  
NEW YORK CITY**



## Don't Worry!

Fire is the hungriest thing in the world. Give it too much draught and it will burn your house down; give it too little and it will sulk and go out. Forget your worries. Follow the example of those wise ones who are using an

## Arnold Damper

Automatic

Nothing could be more perfect or more efficient—yet nothing could be more simple. Saves fuel—prevents over-heating—maintains an even fire and even temperature day and night. Eliminates all danger of fires from defective flues. Takes care of itself. Easily adjusted—Fits any pipe.

**Sold under a Binding guarantee to save at least 25% of your coal bill or money refunded after 60 days trial. Order from your dealer.**

**Interesting Booklet Free**

**Fire Burned Out  
Over Night—  
Cold House  
and Cussing**

Sold exclusively through dealers by

W. H. THORNE & CO., LTD., St. John.  
In Maritime Provinces.

MARSHALL-WELLS CO., LTD., Winnipeg.  
In Western Canada.

LEWIS BROS., LTD., Montreal.  
In Quebec and Eastern Ontario.

WOOD-VALLANCE & CO., Hamilton  
In Western Ontario.





In 14-qt. size only.

## ELY'S AUTOMATIC

### Mop, Wringer and Bucket Combined

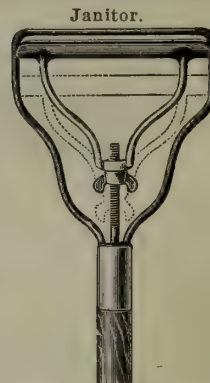
This is the most popular outfit on the market. The wringer is the only one made with automatic rollers which adjust themselves and wring mop dry. No noise. No friction. Galvanized Buckets. More sanitary. Will not absorb dirt or grease.

### ELY'S MOP STICKS

are well made and very durable. OUR CATALOG of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, etc., will be mailed you upon request.

**Theo. J. Ely Mfg. Co., Erie, Pa.**

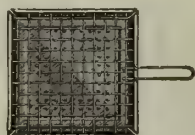
For Sale by Lyons & Marks, Toronto



No. 21 for Women.  
No. 8 for Men.



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

## Your NOTION COUNTER Will Bring Better Results

If You Sell Our

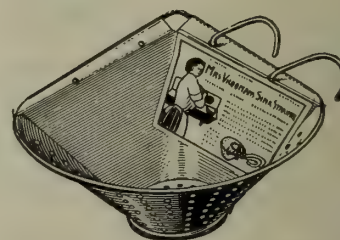
### HIGH GRADE GOODS

If you are not selling them send us a trial order at once.

They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

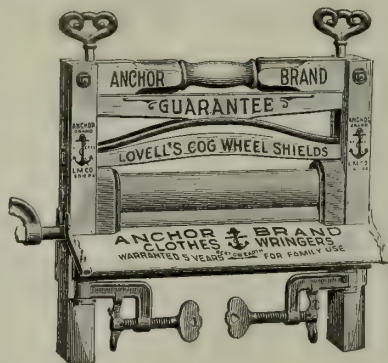
Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



**Andrews Wire Works of Canada, Ltd.,**

WATFORD, ONT.  
ROCKFORD, ILL.



## No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

### "ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

**Lovell Mfg. Co.**

Erie, Pennsylvania

## Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom."

¶ "He must know before he begins it that he must spend money—lots of it."

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game."

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

# STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.**

**EVERYTHING IN WELDED CHAIN.**

**Write for prices**

**Prompt shipment.**

**ELECTRIC WELDED TRACES A SPECIALTY**

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

## This High Grade Wheelbarrow

**Satisfies All Buyers**

It is conceded to be the Easiest Running and Most Durable Barrow in the Dominion.

Has iron wheel, iron shoes and braces.

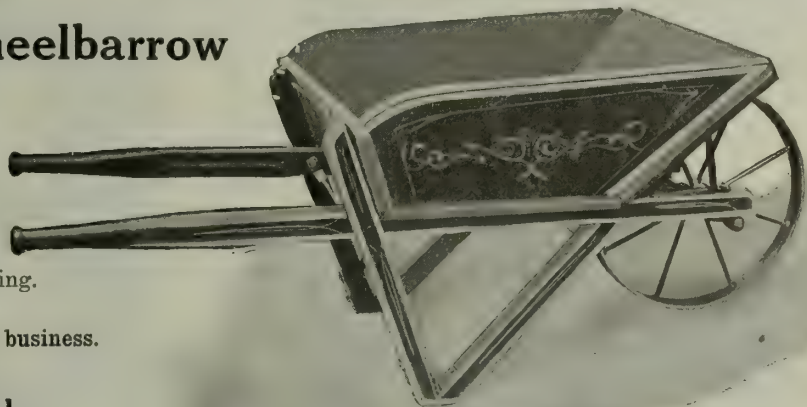
Load is well over the wheel when running.

Hardwood box and frame.

Give it a trial—the quality will build your business.

Write to Dept. K.

**The Schultz Bros. Co., Limited**  
BRANTFORD, ONTARIO



The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are

## The "BAYARD" Selfloading Pistol

**9 m/m Bore. (.38 cal.)**

unsurpassed. A bullet from the Bayard Pistol falls instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

**ADOPTED BY THE SPANISH ARMY**

Write for our free descriptive Booklet

**McGILL CUTLERY CO., REG'D**

P.O. BOX 580

**Montreal, Canada**



## We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

**THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario**

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man





# CHAIN

**The James McKay Company**  
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

**B. & S. H. THOMPSON & CO.**  
Limited

SALES AGENTS FOR CANADA

MONTREAL TORONTO WINNIPEG

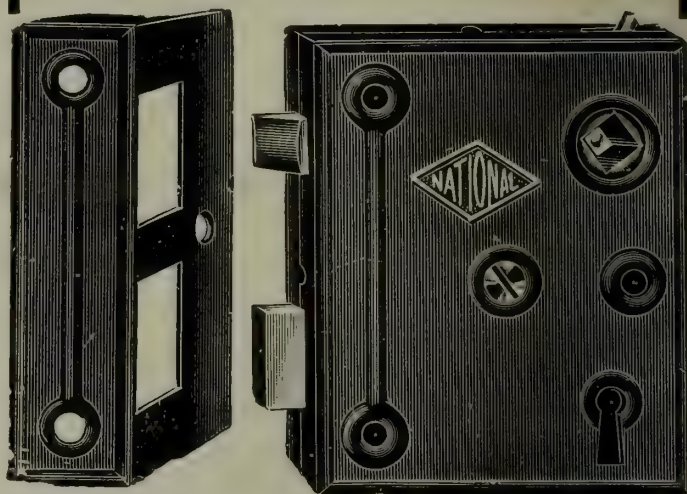
## The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

**ORDER FROM YOUR JOBBER**

**National Hardware Company, Limited**  
ORILLIA ONTARIO CANADA



## "QUALITY" HACK SAW BLADES

"Cut Everything, Even Expenses"

Made in Canada



These saws are made of the finest alloy tool steel, teeth accurately milled and set by machinery of our own design, tempered by special electric barometer tests, perfected point by point until they are in a class by themselves.



Memorize the Name



Insist on "Quality"

Our line is a complete one. We make blades from 8 in. to 24 in., also "EXPERT" hack saw blades, loop eye and filed tooth coping saw blades, hack saw machines and frames. Prompt service. Immediate shipments.

Send for Catalogue.

**CANADIAN QUALITY SAW & TOOL WORKS, - Factory: 4 St. Antoine Street, Montreal, P.Q.**



## "Unedda" WONDER Dustless Mop

For Hardwood Floors, Linoleums, Walls and Ceilings. Treated by a special chemical process, making the brush **Absolutely Dustless** and Hygienic. The brush will **absorb** dust without scattering it. Has patent connector, which can easily be removed from the handle, and by reversing brush you can turn clean side out and have practically a fresh brush. This gives double wearing quality. When both sides have absorbed all the dust they can hold, the brush can be removed from the handle, washed and in a few minutes made like new. **Washing does not injure the Duster.** Retail price only \$1.65. Write for prices to the trade. Our Dustless Duster is built on the same principle.

**The Wonder Dustless-Duster 75c.**

**Write for Prices. The Wonder Dustless-Cloth 25c.**

**"Unedda" Specialty Manufacturing Company**  
236 Gladstone Ave., TORONTO



## "More Lamp Sales"

That's not an opinion by any means. It's a fact—demonstrated to the complete satisfaction of every retail merchant who has ever handled the Pilabrago Line.

They sell better because they are better. You need them, no matter how good or how bad your lamp trade may be. They'll put your lamp department on a far more profitable basis. Write for photos.

The Pittsburgh Lamp, Brass & Glass Co.  
of Canada, Limited

113 Wortley Road,  
London Ontario.



R. E. Davis,  
Representative.

## MAYMORE

### CREMORNE BOLTS

IN

GREAT VARIETY

WRITE FOR  
COMPLETE LINE

TO

THOMAS. W. KIRBY

YONGE ST ARCADE

TORONTO

MANUFACTURED BY

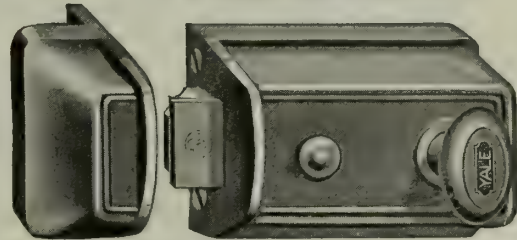
MAY & PADMORE LTD BIRMINGHAM ENG.

57635

57633

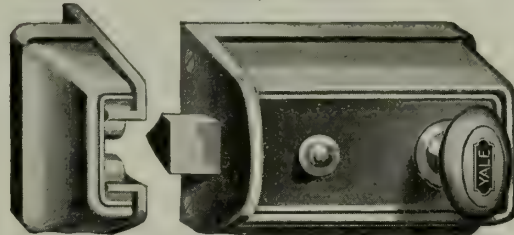
## "There's Safety in numbers."

### No. 44



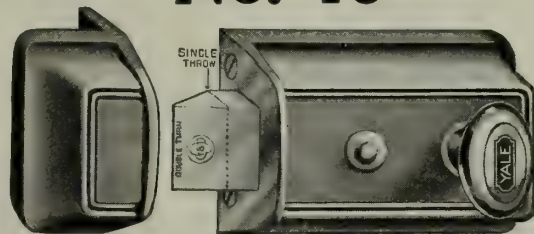
A Yale Night-latch with an automatic dead-locking bolt, giving the convenience of a spring bolt with the security of a dead bolt.

### No. 45



A Yale Night-latch with a bolt that cannot be pried back. When the door closes two pivoted hooks in the strike are forced apart by the bolt and automatically close over it, thus securely locking the door.

### No. 46



A Yale Night-latch that dead-locks by a double throw of the bolt. This second throw, given by either the key or the inside knob, makes the bolt proof against end pressure.

The safety in *these* numbers for you is the safety they provide for your trade. There is a responsibility in selling locks bought to protect lives and property. You are safe when that responsibility is passed along to the makers of locks marked

**YALE**

Canadian Yale & Towne Ltd.

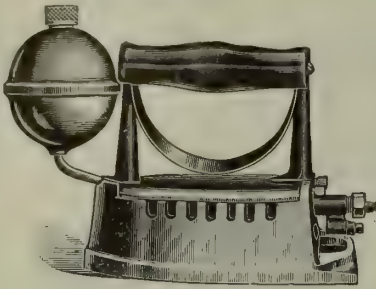
Makers of YALE Products in Canada: Locks, Padlocks,  
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.



### The Ideal Self-Heating Sad Iron

This is the iron that has met with such success in the States; it is being manufactured in Hamilton, Ont., from which place orders will be filled on and after April 1st.



**"IDEAL"**

The Iron That  
Heats Itself

In the spring and summer, when the stove isn't running with all flues open, and ironing day comes round, the housewife is ready to listen to the story of the iron that heats itself.

There's no better ironer than the "Ideal." There is no cheaper heat-getting method than that of the "Ideal" gasoline fuel and generator.

"Ideal" will sell—it's the best thing the housewife can buy.

You can guarantee it.

Write us for prices or ask your jobber.

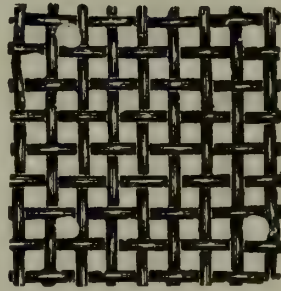
We have been delayed 10 or 15 days in filling orders from our Hamilton plant, for the following reason: The manufacturers from whom we purchase our Brass Tubing connecting the Tank and Generator (which is of a special kind and cannot be bought in stock) have failed to deliver our orders on agreed time.

We wish to thank our patrons for their leniency, and to assure them that we are taking every precaution to prevent a recurrence of this in future.

**THE IDEAL SAD IRON MFG. CO.**  
Hamilton, Ont.

### Canada Wire & Iron Goods Co.

HAMILTON, CANADA



Manufacturers of  
Double Crimped  
Wire Cloth and  
Wire Screening  
for all purposes  
of Iron, Brass,  
Copper, Bronze,  
Galvanized and  
Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles  
and Ornamental Iron Work in all Finishes.

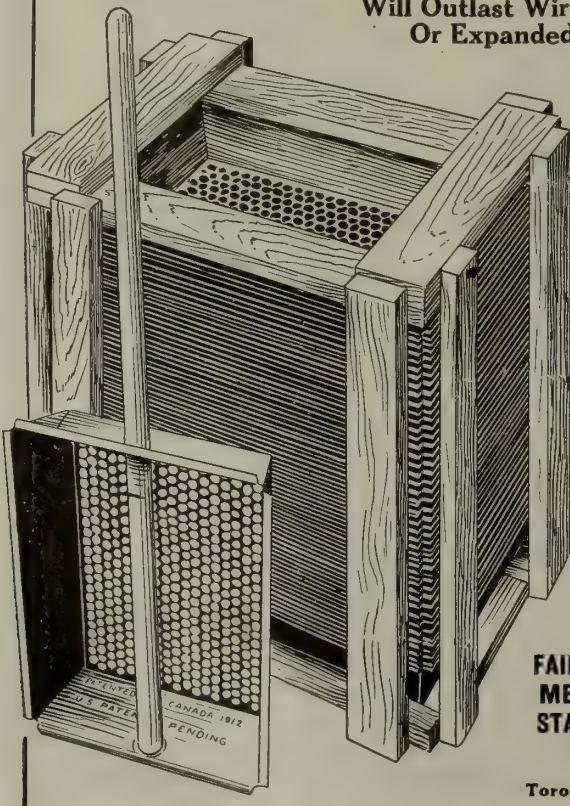
Wire Guards for Factory Windows, Moulders'  
Riddles, Garden Wire Work, Steel Factory  
Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

**ENQUIRIES SOLICITED.**

### Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh  
Or Expanded Metal



All  
Metal.

One  
Piece.

See  
your  
Jobber.

Good  
Profit.

**FAIRGRIEVE  
METAL &  
STAMPING  
CO.**

Toronto, Ont.

### Those Who Know Cane's Washboards Always Specify Them

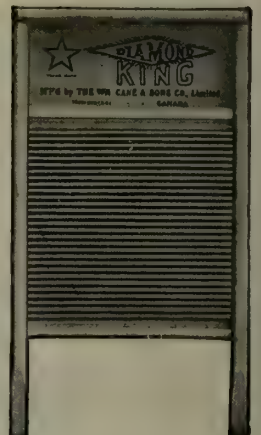
Because They are Right in Price and  
Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on  
"Cane's" Wash-day wooden-  
ware, we will be pleased to  
send you one.

**WM. CANE & SONS CO.**  
LIMITED  
NEWMARKET, ONT.





**Tools Stamped with the Buck's Head**  
**Admitted duty free when**  
**used for educational**  
**work in Manual**  
**Training**  
**Schools**

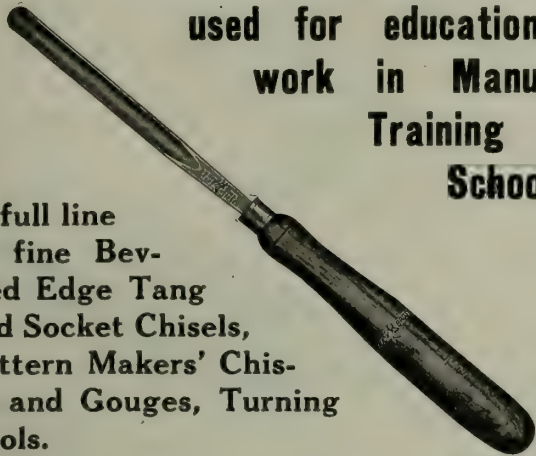
A full line  
of fine Bev-  
eled Edge Tang  
and Socket Chisels,  
Pattern Makers' Chis-  
els and Gouges, Turning  
Tools.

The most complete assortment  
of Carving Tools to be found in the  
United States.

Send for our Catalogue.

**BUCK BROTHERS**

Millbury, - - Mass., U.S.A.



Old Standard. Eagle, Pyramid and Globe

**GERMANTOWN**  
**LAMPBLACKS**

**Are Recognized Everywhere**  
**AS THE BEST**

When we originated Germantown Lamp  
Black at our factory at Germantown,  
Philadelphia, we little realized that it  
would become the STANDARD of the  
trade and in order to market their blacks  
every other manufacturer would have to  
use that name or make something better.  
Special Blacks for Paint, Varnish, Rub-  
ber Oilcloth, Paper, Fertilizer, etc.  
Look for the red seal on every package.  
Why buy the "Near Brand" when the  
best is procurable?

ASK YOUR DEALER.

**L. MARTIN CO**  
**81 FULTON STREET**  
**NEW YORK U.S.A.**

ESTABLISHED 1849



**Pumps that Carry**  
**Good Will**

Dealers that sell McDougall's "Areinacdee"  
Hand or Motor Metal Force or Lift Pumps give  
their customers lasting satisfaction.

Every pump sold stays  
sold — gives the dealer no  
trouble.

They are metal—hand  
fitted valves — air-tight—  
strong—lasting.

The big catalogue tells  
you exactly what the line  
is—get it for the asking.

Write



The  
**R. McDougall Co., LIMITED**  
**GALT, CANADA**

**JAMES CARTLAND & SON**

**BIRMINGHAM, England LIMITED**

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

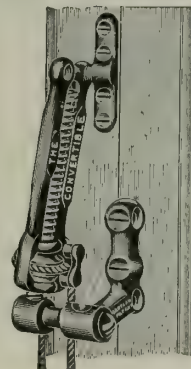
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

**Simple**

**Effective**

**Compact**



**1796 IRON**

$\frac{3}{8}$  screw ..... 4/-  
 $\frac{1}{2}$  " ..... 6/6

**1795 BRASS**

$\frac{3}{8}$  screw ..... 5/6  
 $\frac{1}{2}$  " ..... 8/6

**1797 GUN METAL**

$\frac{3}{8}$  screw ..... 6/6  
 $\frac{1}{2}$  " ..... 10/6  
each.

Manufacturers of every description of  
**BUILDERS' CABINET, FANCY AND**  
**NAVAL BRASS FOUNDRY**

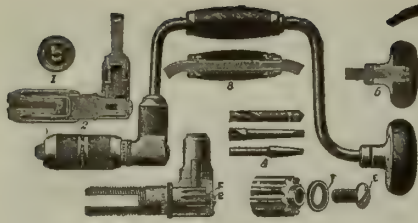
Original Patentees and Manufacturers of  
**Cartland Patent Helical, Climax, Adjustable,**  
**and Reliable Door Springs**

**FANLIGHT OPENERS AND GEARINGS OF EVERY KIND**

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on  
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## This Is It The Master Ratchet Brace



Preferred by mechanics everywhere because it is known to be the most dependable tool of its class made.

Has ball bearing head and thrust bearing; dust covered ratchet; unbreakable jaw socket, and the most reliable and serviceable chuck known, with lip reinforced to stand the heavy strain at that part; jaws that open on parallel lines and grip the shank of the bit securely, centering all round shanks from  $\frac{1}{8}$  in. to  $\frac{1}{2}$  in., No. 1 Morse

Taper and all sizes of Bit Stock and Expansion Bit Shanks.

This is one of the most popular tools in our line, and deservedly so, as no tool we make is better suited to the work it is intended to perform than this one.

Send for Catalogue.

**Millers Falls Company**  
28 Warren Street, New York

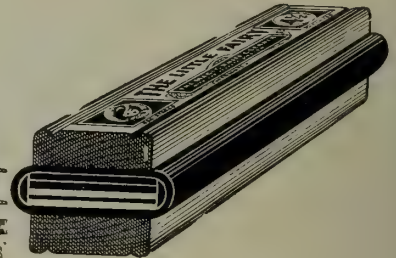


## THE KNIFE CLEANER

with the largest demand and sale  
of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, Patented, for 8 dollars per gross, cash on delivery.



Felt for Polishing

Cork for Cleaning

A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

**WILLIAM MACKAY**

104 RENFREW STREET,

GLASGOW

## THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout  
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR  
BIG FREE CATALOGUE

**The Aylmer Pump  
& Scale Co., Limited**  
AYLMER, ONTARIO



Something Different  
in

**GALVANIZED  
STEEL TANKS**

**No Hoops or Bands**

By the introduction of an expensive machine we are able to produce this tank without a hoop or a band. We put two large beads in body which give it great strength. The top edge is folded over twice, making a very strong top.

On tanks 5 ft. dia. and 6 ft. high and larger we put an angle steel around top and one band in center between the two beads. These large beads increase the strength 3 times over, and make the tank very rigid.

Be able to supply your trade with this make of Steel Tank and you'll reap a good profit and give satisfaction.

Our prices to dealers will surprise you.

Write us to-day—our guarantee is your protection.

**The Steel Trough & Machine Co.**

Limited

TWEED, ONTARIO

GORDON & SON  
Eburne, B.C.

J. H. ASHDOWN CO.  
Winnipeg

# RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade



Dust Oil Sweeping Compound (Barrels or Cases.)

Ruby Furniture Preservative.

Ruby Hardwood Finish Cleanser.

Ruby Auto Body Polish.

Ruby Silver Polish Powder.

Ruby Floor Oil.

Ruby Spray Oil.

Ruby Disinfectants.

Ruby Liquid Soaps.

Ruby Metal Polish.

Ruby Vermin Exterminator.

Sole Canadian Agents for J. Adams, Sheffield,

Eng., Manufacturers of—

Furniture Polish.

Floor Polish.

Plate Powder.

Liquid Soap Dispensers.

Floor Oilers.

Spraying Pumps.

Janitors' Supplies.

*Write for Samples.*

## THE CANADIAN RUBY CHEMICAL COMPANY, Limited

207 Carlton Block

WINNIPEG, MAN.

Factory Queen's Street, St. James, Man.

**LOOK ON THE BOTTOM**

**FOR THIS**

**“OAKVILLE”**

**PURE ALUMINIUM**

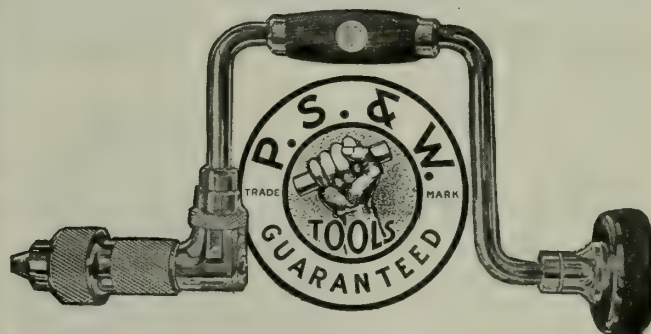
**COOKING UTENSILS**

Quality in the goods means satisfaction for the customer and profit for the dealer. “OAKVILLE” PURE ALUMINIUM WARE has quality. Write us to-day.

**The Ware Manufacturing Co., Limited**  
**OAKVILLE ONT.**

**Western Distributors:**  
**Moncrieff & Endress, Ltd., Scott Bldg.**  
**Winnipeg, Man.**

**“WILL OUTWEAR ANY WARE”**  
**THE WARE MFG. CO. LTD. OAKVILLE ONT**



**Every Hardware Dealer Should Have this P. S. & W. Brace in Stock**

**I**TS Ball-bearing Chuck grips any type of drill-shank like a vise, and can be tightened or released by a turn of the wrist. Forged-steel alligator jaw, steel sweep, coco-bolo center and steel-capped lignum-vitæ head with dust-proof ball-bearings.

Write for catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

**Calgary**—J. H. Ashdown Hdw. Co., Ltd.; Wood, Vallance & Adams, Ltd. **Hamilton**—Wood-Vallance, Ltd. **London**—D. H. Howden & Co., Ltd.; Hobbs Hdw. Co., Ltd. **Montreal**—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Hebert & Cie, Ltd.; Lewis Bros. Ltd. **Saskatoon**—J. H. Ashdown Hdw. Co., Ltd. **Toronto**—H. S. Howland Sons & Co.; Kennedy Hdw. Co., Ltd.; Rice, Lewis & Son, Ltd. **Winnipeg**—J. H. Ashdown Hdw. Co.; Merrick-Anderson Co.; Miller-Morse Hdw. Co., Ltd.; Wood, Vallance Co., Ltd.

**The Peck, Stow & Wilcox Co.**

**MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware**  
Established 1819

Address 29 Murray St., New York, N. Y., U.S.A.



# JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

## CUTLERY

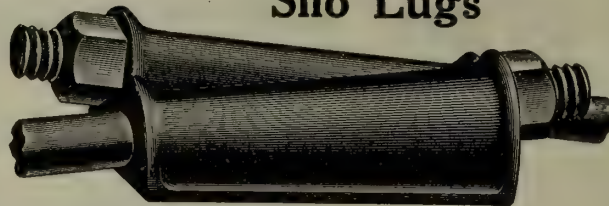
By seeing that this exact  
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company  
MONTREAL

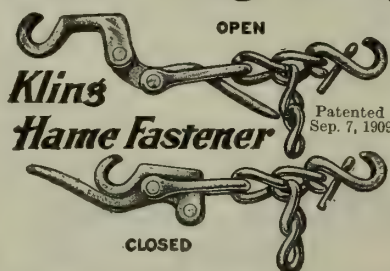
# Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods  $\frac{3}{8}$  to  $1\frac{1}{2}$ —flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited  
OTTERVILLE, ONTARIO

# No Getting Away From It!



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Retails at 25 cents and lasts longer than the harness. Costs the dealer \$2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.  
Sole manufacturers of the Klingsnap and Kling Hame Fastener  
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.,  
Canadian Distributing Agents.



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## ARCTIC METAL

It will save you extra work and extra worry.  
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.  
HAMILTON, ONT.

# AUTOMATIC FEEDER FOUNTAINS

Patents Pending.

35c will bring you a  
Sample

## CHI-KEN

It's a Practical Poultry Necessity. Get ONE—Try it — Then you'll Buy.

Manufactured by  
WILL. H. COTTON  
SALEM, NEW YORK



# CEMENT SIDEWALK TOOLS OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

## T. Slack & Co.

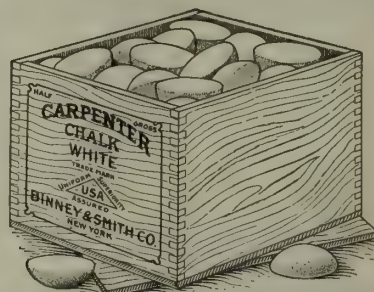
5 Berti St. or 145 Brock Ave.  
TORONTO

Telephone Adelaide 3599

Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.



# CRAYONS FOR EVERY USE



Mill Crayon,  
School Chalk,  
Lumber  
Crayon,  
Railroad  
Crayon,  
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Chalk,  
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street

NEW YORK

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ALIVE

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.  
2c. per word first insertion.  
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Hardware and Metal  
TORONTO - MONTREAL - WINNIPEG



**THE CHAPIN-STEPHENS CO.,**  
UNION FACTORY  
PINE MEADOW, CONN., U.S.A.

All kinds of  
**WOOD Planes**

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

**BEAR BRAND LAMP BLACKS**

The Bear Brand is  
the only Germantown Lampblack  
We are the Largest Producers and  
Shippers in the United States.  
This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.  
**Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.**  
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**CHICAGO STEEL BENDING BRAKES**  
(Made in 200 sizes)

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.  
Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. Work quickly and easily.

**THE STEEL BENDING BRAKE WORKS, LTD.**  
CHATHAM, ONT.

**SILO RODS**  
COUPLINGS, DOWEL PINS,  
CONSTRUCTION BOLTS, and  
DRIFT SPIKES

Prompt Shipments

**LONDON BOLT & HINGE WORKS**

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**Natural Gas Goods**  
of every description  
at  
**T. F. BERMINGHAM'S**  
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**Scythes & Company, Limited**  
DEALERS IN  
Cordage, Twines, Cotton Duck,  
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Sole Selling Agents  
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Jute and Cotton Bags, Tents, Tarpaulins and Flags  
and  
**THE DOMINION WASTE MFG. CO., Limited**  
Cotton and Wool Waste  
An inquiry will bring our salesman

**SCYTHES & COMPANY, LIMITED**  
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**Jonathan Crookes & Son**  
Corporate Mark  
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Granted 1780.

**SUPREME CUTLERY**

For Sale by Leading Wholesale Houses

**ED. BRAND Machinery for**  
Specialist in the Wire Trade for 15 years  
36, Victoria Street, Westminster S.W. London, Eng. (Late of Manchester.)

Wire Drawing Wire Netting  
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**AUTOMATIC MACHINES**  
For making all kinds of articles from wire, such as:  
Barb Wire, Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, Etc., Etc.

Cable Wyrellous, London.  
Code Used A.B.C.  
5th Edition

Wire Nail Machine



# DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

## BATTERY ZINCS.

### Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.  
Fraser Avenue, Toronto.

## COAT HOOKS.



Ask your dealer for  
**GOLD COIN  
WIRE HAT and  
COAT HOOKS**  
Made only by  
**JAMES & REID, Perth, Ont.**

## RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCH CO., Ltd.**  
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

## BABBITT METAL.



## HOUSE NUMBERS.

**STEEL STAMPS  
LETTERS  
FIGURES**  
HAMILTON STAMP & STENCIL WORKS, LTD.,  
HAMILTON, ONT.

## BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

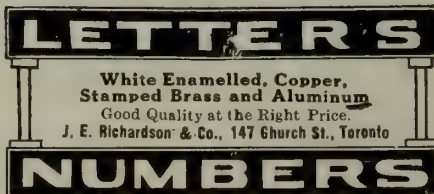
**THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.**

## HINGES.



### ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.  
Japan finish. Large profit for you.  
Write for Samples and Prices.  
Atlas Mfg Co., 121 Water St., New Haven, Conn.



White Enamelled, Copper,  
Stamped Brass and Aluminum  
Good Quality at the Right Price.  
J. E. Richardson & Co., 147 Church St., Toronto

## TENTS.

### TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

**Raymond Bros.**

London, .. .. Ontario

## CLIPPERS.

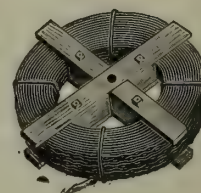
**PRIEST'S CLIPPERS**  
**THAT'S SUFFICIENT.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.  
Wiebusch & Hilger, Ltd., special New York  
Representatives, 106-110 Lafayette Street.

J. H. BUTLER, Limited.



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Manufacturers of  
Chest Handles,  
Spout Brackets,  
Steel Rakes, Kettle  
Ears, Rivets, and all  
kinds of fittings for  
Iron and Tin-plate  
workers' use.  
Wedges, Clips and  
Wire Strainers for  
illustrated list on  
Fencing.  
application.  
all kinds of Wire



### Soft Flat Wire For Strapping.

Prices from

**J.E. Beauchamp & Co.**  
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## MANUFACTURERS' AGENT.

### H. E. JOHNSON

Factory Representative  
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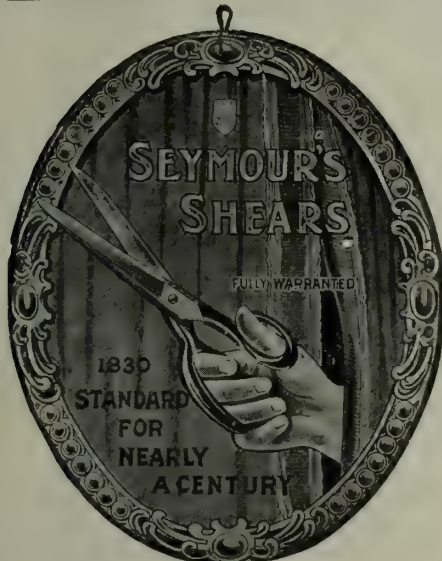
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Manufactured by

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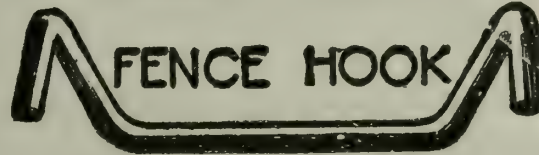
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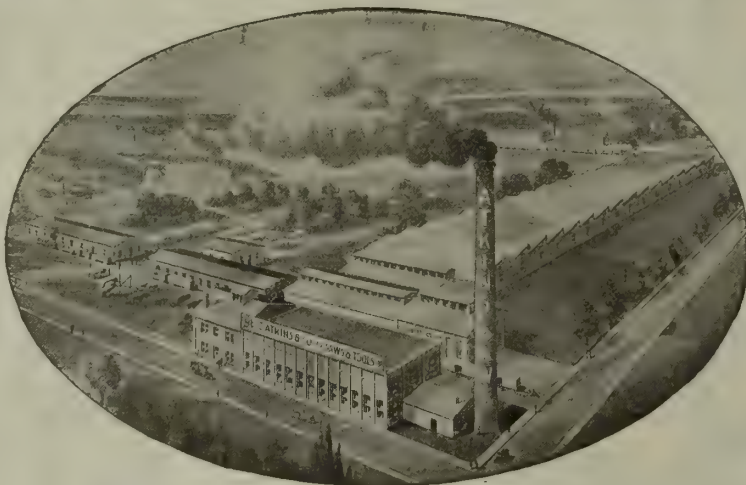
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Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

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a good turn by giving us his  
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Canada's Only Weekly Hardware Paper  
**MONTREAL TORONTO WINNIPEG**



# Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

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**HARDWARE BUSINESS — ESTABLISHED** over 30 years. Located in a thriving city. Excellent opportunity. Owner wishes to retire. Apply to Box 806, Hardware & Metal, Toronto. (31)

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**HARDWARE BUSINESS FOR SALE IN EX-**cellent territory, on main line C.P.R., between Moose Jaw and Swift Current; stock about \$5,000. Can be handled on half cash, balance four, eight and twelve months. Incompetent management reason of desire to sell. Opportunity good for aggressive party. For particulars write Pearl Bros. Hardware Company, Ltd., Regina. (31)

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**TRAVELLERS WITH FIRST-CLASS CON-**nection could handle lighting fixtures and supplies as side line. Box 823, Hardware and Metal, Toronto. (31)

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In Securing Shelf Boxes

## Then Use

## A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

**HARDWARE AND METAL** reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

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Branches: Vancouver, Winnipeg, Hamilton, Montreal.

**PEASE IDEAL STEAM BOILERS**

# a thought for manufacturers and jobbers of hardware

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We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

## write us for advertising rates

# HARDWARE & METAL

Canada's Only Weekly Hardware Paper  
MONTREAL      TORONTO      WINNIPEG



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Superior Quality**

**6,000 tons of standard sizes  
carried in Mill Ware-  
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Canadian Sales Agents:

**WITTINGBROS., LIMITED**

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**Condensed Ad.**

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**will interest you**

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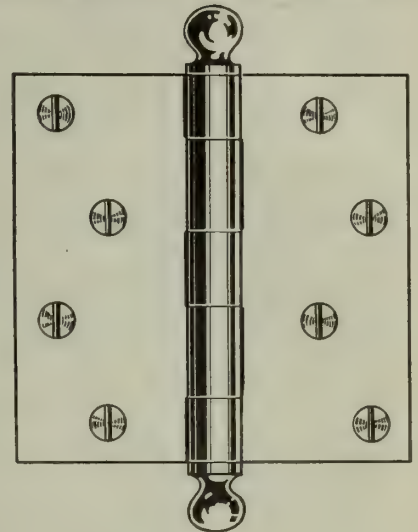
Hardware and Metal is in a position to secure information on new lines in the Hardware trade, and of novelties occasionally asked for in the Hardware store.

Don't hesitate to write us. As a subscriber of Hardware and Metal you are entitled to this service.



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Distinguishes the  
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The Stanley No. 241 Butt, is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide — that's enough.

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Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
McClary Mfg. Co., Toronto.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

**Carriers, Cash and Parcel.**  
Gipe-Hazard Store Service Co., Toronto.

**Carpet Sweepers.**  
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

**Carriage Springs and Axles.**  
Guelph Spring and Axle Co., Guelph.

**Cartridges.**  
Dominion Cartridge Co., Montreal.  
Eley Bros., N. Transcona, Man.

**Cash Registers.**  
National Cash Register Co., Toronto.

**Cattle and Trace Chains.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines.  
Onesida Community, Limited, Niagara Falls, Ont.

**Cement.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Canada Cement Co., Montreal, P.Q.  
Saskatchewan Glass & Supply Co., Moose Jaw.

**B. & S. H. Thompson & Co., Montreal.**  
Chain, Trace, Logging, Halter, Dog Leads, Agricultural.  
B. Greening Wire Co., Hamilton, Ont.  
McKinnon Chain Co., St. Catharines, Ont.  
Peck, Stow & Wilcox Co., Cleveland.

**Chisels.**  
Buck Bros., Milbury, Mass.  
Goodell-Pratt Co., Greenfield.  
Peck Stow & Wilcox, Cleveland.  
Stanley Rule & Level Co., New Britain.



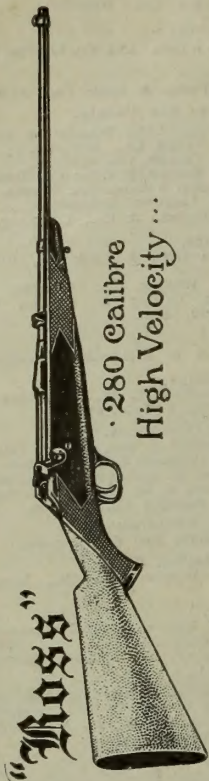
# HARDWARE AND METAL

- Churns.**  
Connor, J. H., & Sons, Ottawa, Ont.  
Cummer-Dowwell Ltd., Hamilton, Ont.  
Maxwell, David, & Sons, St. Mary's, Ont.
- Chippers, all Kinds.**  
American Shearer Mfg. Co., Nashua, N.H.  
Chicago Flexible Shaft Co., Chicago.
- Clocks.**  
The Western Clock Co., La Salle, Ill.  
**Clothes Reels and Lines.**  
Cummer-Dowwell Ltd., Hamilton, Ont.  
Hamilton Cotton Co., Hamilton.
- Clothes Wringers.**  
Cummer-Dowwell Ltd., Hamilton, Ont.  
J. H. Connor & Son, Ottawa.  
David Maxwell & Sons, St. Mary's.  
American Winger Co., New York City.  
Lovell Mfg. Co., Erie, Pa.
- Cold Rolled Strip Steel.**  
The Morris & Bailey Steel Co., Pittsburgh, Pa.
- Cordage.**  
Hamilton Cotton Co., Hamilton.  
Plymouth Cordage Co., N. Plymouth, Mass.  
Consumers Cordage Co., Ltd.
- Cow Ties.**  
Greening, B., Wire Co., Hamilton.  
McKinnon Chain Co., St. Catharines, Ont.  
Oneida Community, Ltd., Niagara Falls.
- Cream Separators.**  
Simonds Hardware Co., St. Louis.
- Cuspidors.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London, Ont.  
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Cutlery, Razors, Scissors, etc.**  
Caverhill, Learmont & Co., Montreal.  
Crooks, Jonathan & Son.  
Dorcen Bros. & Co., Montreal.  
Greiff, Fredt Co., Toronto.  
Henderson & Richardson, Montreal.  
Heinisch, R., Sons Co., Newark, N.J.  
Howland, H. S., Sons & Co., Toronto.  
Hutton, Jas., & Co., Montreal.  
F. W. Lamplough & Co., Montreal.  
McGlashan, Clarke Co., Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.  
Smith Hdw. Co., Montreal.
- Disinfectant.**  
Soclean, Limited, Toronto.
- Door Bolts.**  
Montreal Hdw. Mfg. Co., Montreal.
- Door Checks.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.
- Door Hangers.**  
Canada Steel Goods Co., Hamilton.  
F. E. Myers & Bro., Ashland, Ohio.  
National Mfg. Co., Sterling, Ill.  
Richard Wilcox Mfg. Co., London, Ont.
- Drawer Pulls.**  
P. & F. Corbin, New Britain, Conn.
- Drills, Brick and Stone.**  
Star Expansion Bolt Co., New York.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Dry Batteries.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Dry Colors.**  
G. F. Stephens & Co., Winnipeg.  
Dustless Sweeping Compound.  
Soclean, Limited, Toronto.
- Eavestroughs.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright & Co., Hamilton.  
Metal Shingle & Siding Co., Preston.  
Wheeler & Bain, Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Emery or Corundum Wheels.**  
The Carborundum Co., Niagara Falls, N.Y.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Electric Fixtures.**  
The Barton-Netting Co., Ltd., Windsor.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Electric Irons**  
Chicago Flexible Shaft Co., Chicago.
- Emery Cloth.**  
Jno. Oakey & Sons, Ltd., London, Eng.  
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Enamels.**  
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
McClary's, London, Ont.
- Escutcheon Pins.**  
The Parmenter & Bulloch Co., Gananogue, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Expansion Bolts.**  
Star Expansion Bolt Co., New York.
- Fasteners, Storm Sash & Screen.**  
Cowan & Britton, Limited, Gananogue.
- Fencing, Woven Wire.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Delta File Works, Philadelphia, Pa.  
Diston, Henry, & Sons, Philadelphia, Pa.  
Nicholson File Co., Port Hope.  
Simonds Canada Saw Co., Ltd., Montreal.  
Spear & Jackson, Brantford, Eng.
- Firearms and Ammunition.**  
Harrington & Richardson Sons Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Fire Escapes.**  
Dennis Wire & Iron Co., London.
- Fire Door Fixtures.**  
Richard Wilcox Can. Co., London, Ont.
- Fire Place Furnishings.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Flint Paper.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Food Choppers.**  
Enterprise Mfg. Co., Philadelphia.  
D. Maxwell & Sons, St. Mary's.  
Smith Hdw. Co., Montreal.
- Forgings.**  
Steel Co. of Canada, Ltd., Hamilton.
- Furnaces, see Stoves.**
- Galvanizing.**  
Canada Metal Co., Toronto.  
Thos. Davidson Mfg. Co., Montreal.  
The Steel Co. of Canada, Ltd., Hamilton.
- Galvanized Iron.**  
Henderson & Richardson, Montreal.  
John Lynght Ltd., Bristol, Newport and Montreal.  
B. & S. H. Thompson & Co., Montreal.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Galvanized Sheets.**  
DeForest Sheet & Tinsplate Co., Niles, O.
- Galvanized Ware**  
H. S. Howland Sons & Co., Toronto.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Garden Tools.**  
Simmons Hdw. Co., St. Louis, Mo.
- Gas Fixtures.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Jas. Morrison Brass Mfg. Co., Toronto.
- Glass.**  
Toronto Plate Glass Imp. Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto.  
A. Ramsay & Son, Montreal.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- G. F. Stephens & Co., Winnipeg.**  
B. & S. H. Thompson & Co., Montreal.
- Glass, Ornamental.**  
Consolidated Plate Glass Co., Toronto.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glass Paper.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Glass, Wired.**  
Saskatchewan Glass & Supply Co., Moose Jaw.  
G. F. Stephens & Co., Winnipeg.  
Toronto Plate Glass Importing Co., Toronto.  
Winnipeg Paint & Glass Co., Winnipeg.  
Consolidated Plate Glass Co., Toronto.
- Glaziers' Diamonds.**  
Pelton, Godfrey B.  
Arthur Rudd & Co., St. Helen's.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Sharratt & Newth, London, Eng.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Glue.**  
The Canada Glue Co., Ltd., Brantford.  
Henderson & Richardson, Montreal.  
G. F. Stephens & Co., Winnipeg.
- Gauges.**  
Buck Bros., Milbury, Mass.
- Grindstones.**  
Cleveland Stone Co., Cleveland.  
Richards-Wilcox Mfg. Co., London, Ont.
- Guns.**  
Harrington & Richardson Arms Co., Worcester, Mass.  
C. J. Hamilton & Son, Plymouth, Mich.
- Hammers.**  
Double Claw Hammer Co., New York.  
Jas. Smart Mfg. Co., Brockville.  
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**  
Still, J. H., Mfg. Co., St. Thomas.  
The Stanley Works, New Britain, Conn.
- Hangers, Storm Sash and Screen.**  
Cowan & Britton, Limited, Gananogue.
- Hardware, Metal Window.**  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
The Stanley Works, New Britain, Conn.
- Harvest Tools.**  
H. S. Howland Sons & Co., Toronto.
- Hay Unloading Tools.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hinges.**  
Canada Steel Goods Co., Hamilton.  
Cowan & Britton, Limited, Gananogue.  
Montreal Hardware Co., Montreal.  
The Stanley Works, New Britain, Conn.
- Hinges, Spring.**  
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**  
Still, J. H. Mfg. Co., St. Thomas.
- Hooks.**  
P. & F. Corbin, New Britain, Conn.  
Cowan & Britton, Limited, Gananogue.  
Henderson & Richardson, Montreal.  
Archibald Kenrick & Sons, Winnipeg.  
Steel Co. of Canada, Ltd., Hamilton.
- Hoop Iron.**  
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**  
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**  
Steel Co. of Canada, Ltd., Hamilton.  
Hose, Garden and Lawn.  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.  
Gutta Percha & Rubber Mfg. Co., Toronto.
- Household Cleaners.**  
Soclean, Limited, Toronto.
- Ice Cream Freezers.**  
McClary's, London.  
North Bros. Mfg. Co., Philadelphia.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Simmons Hardware Co., St. Louis.
- Ice Cutting Tools.**  
North Bros. Mfg. Co., Philadelphia.
- Iron and Steel Bars.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
London Rolling Mill Co., London.
- Iron Pipe.**  
Canada Tube & Iron Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**  
Aylmer Pump & Saws Co., Aylmer.  
R. McDougall Co., Galt.  
F. E. Myers & Bro., Ashland, Ohio.
- Jack Screws.**  
Jas. Smart Mfg. Co., Brockville.
- Knife Polish.**  
Jno. Oakey & Sons, Ltd., London, Eng.
- Ladders, Step.**  
Otterville Mfg. Co., Otterville, Ont.  
G. F. Stephens & Co., Winnipeg.  
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**  
F. E. Myers & Bro., Ashland, Ohio.  
Richards-Wilcox Mfg. Co., London, Ont.
- Lampblack.**  
The L. Martin Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Wilkes Martin Wilkes Co., New York.
- Lanterns.**  
Thos. Davidson Mfg. Co., Montreal.  
McClary's, London.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Latches.**  
The Stanley Works, New Britain, Conn.
- Lawn Fencing.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Lawn Mowers.**  
D. Maxwell & Sons, St. Mary's, Ont.  
Supplies Hardware Co., Philadelphia.  
S. P. Townsend & Co., Orange, N.J.  
Whitman & Barnes Mfg. Co., St. Catharines.  
Jas. Smart Mfg. Co., Brockville.
- Lawn Settees.**  
Can. Buffalo Sled Co., Preston.  
Stratford Mfg. Co., Stratford.
- Lawn Swings.**  
J. E. Beauchamp & Co., Montreal.  
Can. Buffalo Sled Co., Preston.  
F. E. Myers & Bro., Ashland, Ohio.  
Stratford Mfg. Co., Stratford, Ont.
- Locks.**  
Hamilton Stove & Heater Co., Hamilton.
- Locks, Knobs, Escutcheons, etc.**  
Belleville Hdw. and Lock Mfg. Company, Belleville.  
Canadian Yale & Towne, St. Catharines.  
P. & F. Corbin, New Britain, Conn.  
Archibald Kenrick & Sons, Winnipeg.  
May & Padmore, Birmingham, Eng.  
National Hardware Co., Orillia.  
Peterborough Lock Mfg. Co., Peterborough, Ont.
- Lumbering Tools.**  
Pink, Thos., & Co., Pembroke, Ont.
- Mail Boxes.**  
J. E. Beauchamp & Co., Montreal.
- Manufacturers' Agents.**  
H. E. Johnson, Toronto.  
McIntosh, H. F., & Co., Toronto.
- Mantels and Grates.**  
The Barton-Netting Co., Ltd., Windsor, Ont.  
Saskatchewan Glass & Supply Co., Moose Jaw.
- Mats & Mattings—Flexible Steel.**  
Wire and Wood.  
Kuhns Apderton Co., Port Hope, Ont.
- Metals.**  
Canada Metal Co., Toronto.  
Caverhill, Learmont & Co., Montreal.  
Henderson & Richardson, Montreal.



- Leslie, A. O., & Co., Montreal.  
Magnolia Metal Co., Montreal.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Alonso W. Spooner, Ltd., Port Hope.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Tallman Brass & Metal Co., Hamilton  
Thompson, B. S. H. & Co., Montreal
- Metal Lockers.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Metal Shingles, Sidings, Etc.**  
Deforest Sheet & Tinplate Co., Niles, O.  
Metallic Roofing Co., Toronto.  
Metal Shingle and Siding Co., Preston.  
Saskatchewan Glass & Supply Co., Moose Jaw.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Metal Polish.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Metal Polish, Emery Cloth, Etc.**  
Oakey, John, & Sons, London, Eng.
- Mop Wringers.**  
White Mop Wringer Co., Fultonville, N.Y.
- Nail Pullers.**  
The Bridgeport Hdw. Corp., Bridgeport, Conn.  
Cowan & Britton, Limited, Gananoque.  
Smith Hardware Co., Montreal.
- Nails.**  
Dominion Iron & Steel Co., Sydney, N.S.  
P. L. Robertson Co., Milton.
- Nails, Wire.**  
Cowan & Britton, Limited, Gananoque.  
Dominion Iron & Steel Co., Sydney, N.S.  
H. S. Howland, Sons & Co., Toronto.  
Laidlaw Bale Tie Co., Hamilton, Ont.  
Parmenter & Bulloch Co., Gananoque.  
Steel Co. of Canada, Ltd., Hamilton.
- Oil Stones.**  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
Wright, E. T. Co., Ltd., Hamilton.
- Oil Stoves.**  
McClary Mfg. Co., London.  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowler, S. F., & Co., Toronto.
- Ornamental Iron and Wire.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Dennis Wire & Iron Co., London, Ont.
- Paints, Oils, Varnishes.**  
Berry Bros., Limited, Walkerville, Ont.  
Brandram Henderson, Montreal.  
Canada Paint Co., Montreal.  
Canadian Oil Companies, Ltd., Toronto.  
Dougall Varnish Co., Montreal.  
Glidden Varnish Co., Toronto.  
Imperial Varnish and Color Co., Toronto.  
International Varnish Co., Toronto.  
R. C. Jamieson & Co., Ltd., Montreal.  
Martin-Senour Co., Montreal.  
Moore, Benjamin & Co., Toronto.  
Pinchin, Johnson Co., Toronto.  
Pratt & Lambert Inc., Bridgeburg.  
A. Ramsay & Son Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Simmons Hardware Co., St. Louis.  
Standard Paint and Varnish Co., Windsor, Ont.  
G. F. Stephens & Co., Winnipeg.  
Winnipeg Paint & Glass Co., Winnipeg.
- Paint and Varnish Remover.**  
Dougall Varnish Co., Montreal.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pinchin Johnson Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Perforated Sheet Metals.**  
Canada Wire and Iron Goods Mfg. Co., Hamilton.  
Greening, B., Wire Co., Hamilton.
- Pig Iron.**  
Henderson & Richardson, Montreal.  
Steel Co. of Canada, Limited, Hamilton.  
A. C. Leslie & Co., Montreal.
- Pipe, Wrought Lead and Galvanized.**  
Steel Co. of Canada, Limited, Hamilton.  
Canadian Tube & Iron Co., Montreal.
- Plane Irons.**  
Buck Bros., Milbury, Mass.
- Pliers.**  
Henderson & Richardson, Montreal.  
Peck, Stow & Wilcox Co., Cleveland.  
Smith Hardware Co., Montreal.
- Pocket Knives.**  
Simonds Hardware Co., St. Louis.
- Portable Bake Ovens.**  
Brandford Oven & Rack Co., Brandford.
- Poultry Netting.**  
Greening, B., Wire Co., Hamilton.  
John Lyasht, Ltd., Bristol, Newport and Montreal.
- Pulleys (Sash, etc.)**  
P. & F. Corbin, New Britain, Conn.
- Pumps.**  
Dominion Well Supply Co., Cargill.  
R. McDougall Co., Galt, Ont.  
F. E. Myers & Bro., Ashland, Ohio.  
Jas. Smart Mfg. Co., Brockville.
- Pumps, Power.**  
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Putty.**  
Brandram-Henderson Co., Montreal.  
Canada Paint Co., Montreal.  
Sherwin-Williams Co., Montreal.  
Pinchin-Johnson & Co., Toronto.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Radiators.**  
Hamilton Stove & Heater Co., Hamilton.
- Rat Traps.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
Lovell Mfg. Co., Erie, Pa.  
Oneida Community, Ltd., Niagara Falls.  
Simmons Hdw. Co., St. Louis, Mo.
- Razors.**  
Gillette Safety Razor Co., Montreal.  
Greiff-Bredt & Co., Toronto.  
Jonathan Crookes & Son, Sheffield, Eng.  
Dorken Bros. & Co., Montreal.  
Jas. Hutton & Co., Montreal.  
Simmons Hardware Co., St. Louis.
- Razor Blades.**  
Gillette Safety Razor Co., Montreal.  
Razor Hones.  
Carborundum Co., Niagara Falls, N.Y.
- Refrigerators.**  
McClary's, London.
- Registers, Cash, Credit.**  
Dominion Register Co., Toronto.
- Registers.**  
Hamilton Stove & Heater Co., Hamilton.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Reinforcing Concrete.**  
Dominion Iron & Steel Co., Sydney, N.S.
- Rivets.**  
P. L. Robertson Co., Milton.  
Steel Co. of Canada, Hamilton.  
Parmenter & Bulloch Co., Gananoque.  
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.
- Roofing.**  
Canadian Supply & Con. Co., Toronto.  
General Roofing Co., Winnipeg, Man.  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.  
Alex. McArthur & Co., Montreal.
- Roofing Supplies.**  
Barber Asphalt Co., Philadelphia.  
General Roofing Co., Winnipeg, Man.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston.  
Metallic Roofing Co., Toronto.  
United Roofing & Mfg. Co., Philadelphia, Pa.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.  
Winnipeg Paint & Glass Co., Winnipeg.
- Rope.**  
Independent Cordage Co., Toronto.
- Rules and Gauges.**  
Jas. Chesterman & Co., Ltd., Sheffield, England.  
Lufkin Rule Co., Windsor.
- Sad Irons.**  
Jas. Smart Mfg. Co., Brockville.
- Saws.**  
Atkins, E. C., & Co., Hamilton.  
Can. Quality Saw & Tool Works, Montreal.  
Diston, Henry, & Sons, Philadelphia.  
Shurly Dietrich Co., Galt.  
Simonds Canada Saw Co., Montreal.  
Spear & Jackson, Sheffield, Eng.
- Scales.**  
Aymer Pump & Scale Co., Aymer.
- School Desks.**  
Jas. Smart Mfg. Co., Brockville.
- Screen Door Sets.**  
P. & F. Corbin, New Britain, Conn.
- Screw Driver Bits.**  
Buck Bros., Milbury, Mass.
- Screws, Nuts, Bolts.**  
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Hamilton.
- Scythe Stones.**  
The Carborundum Co., Niagara Falls, New York.
- Shears, Scissors.**  
R. Heinrich's Sons Co., Newark, N.J.  
Henry T. Seymour Shear Co., New York.  
G. F. Stephens & Co., Winnipeg.  
Peck-Hamre Mfg. Co., Berlin, Wis.  
Shelf Boxes.  
Cameron & Campbell, Toronto.
- Shells.**  
Berry Bros., Walkerville, Ont.
- Shovels and Spades.**  
Lundy Shovel & Tool Co., Peterboro.  
Spear & Jackson, Sheffield, Eng.
- Sieves and Screens.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co. Ltd., Hamilton.
- Snow Shovels.**  
Can. Buffalo Sled Co., Preston.  
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
- Sleds.**  
Can. Buffalo Sled Co., Preston.
- Snips.**  
Peck, Stow & Wilcox Co., Cleveland.
- Silverware.**  
McGlashan, Clarke Co., Niagara Falls.  
Oneida Community, Ltd., Niagara Falls.  
Standard Silver Co., Toronto.
- Sporting Goods.**  
H. S. Howland Sons & Co., Toronto.  
Lewis Bros., Ltd., Montreal.
- Sprayers.**  
Cavers Bros., Galt, Ont.  
Thos. Davidson Mfg. Co., Montreal.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Spring Hinges, etc.  
Chicago Spring Butt Co., Chicago, Ill.
- Stains, Shingle.**  
Berry Bros., Walkerville.  
The Can. H. W. Johns-Manville Co., Ltd., Toronto.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Stains, Wood.**  
Berry Bros., Walkerville.  
International Varnish Co., Toronto.  
G. F. Stephens & Co., Winnipeg.
- Staples.**  
Cowan & Britton, Limited, Gananoque.  
B. Greening Wire Co., Ltd., Hamilton.  
Steel Co. of Canada, Ltd., Hamilton.
- Steel, High Speed.**  
Henderson & Richardson, Montreal.
- Steel, Cold Rolled Strip.**  
Morris & Bailey Steel Co., Pittsburg.
- Steel Wire Hoops.**  
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**  
Hamilton Stamp & Stencil Co., Hamilton, Ont.  
McClary's, London, Ont.  
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.  
E. T. Wright Co., Ltd., Hamilton.
- Store Ladders.**  
F. E. Myers & Bro., Ashland, Ohio.
- Stoves, Furnaces.**  
Clare Bros. & Co., Preston.  
Galt Stove & Furnace Co., Galt.  
Gurney Foundry Co., Toronto.  
Findlay Bros., Carleton Place.  
Thos. Davidson Mfg. Co., Montreal.  
Hamilton Stove & Heater Co., Hamilton.  
McClary's, London, Ont.  
Pease Foundry Co., Toronto.  
Jas. Smart Mfg. Co., Brockville.  
Jas. Stewart Mfg. Co., Woodstock.
- Stoves, Gas.**  
McClary Mfg. Co., London, Ont.
- Sweeping Compound.**  
Soclean Limited, Toronto.
- Tacks.**  
Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**  
Jas. Chesterman & Co., Sheffield, Eng.  
Lufkin Rule Co., Windsor, Ont.
- Technical Books.**  
Maclean Publishing Co., Toronto.
- Tiling, Wall and Floor.**  
The Barton-Netting Co., Ltd., Windsor, Ont.
- Tin Plate.**  
Henderson & Richardson, Montreal.  
A. C. Leslie & Co., Montreal.  
B. & S. H. Thompson & Co., Montreal.
- Tools.**  
The Chapin Stephens Co., Pine Meadow, Conn.  
The Goodell-Pratt Co., Greenfield, Mass.  
Spear & Jackson, Sheffield, Eng.  
Allan Hills Edge Tool Co., Galt.  
Millers Falls Co., New York.
- Tools, Metal Workers'.**  
Brown-Boggs Co., Hamilton.
- Tool Grinders.**  
Richards-Wilcox Mfg. Co., London, Ont.
- Trucks.**  
Aymer Pump & Scale Co., Aymer.
- Varnishes: See Paints.**  
Berry Bros., Ltd., Walkerville, Ont.  
Dougall Varnish Co., Montreal.  
Glidden Varnish Co., Toronto.  
Imperial Varnish & Color Co., Toronto.  
International Varnish Co., Toronto.  
Pratt & Lambert, Bridgeburg.  
G. F. Stephens & Co., Winnipeg.
- Ventilators.**  
Brandford Oven & Rack Co., Brandford.  
Metallic Roofing Co., Toronto.  
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- Vises.**  
Henderson & Richardson, Montreal.
- Wall Plaster.**  
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
- Washing Machines, Etc.**  
J. H. Connor & Son, Ottawa, Ont.  
Cummer-Dowdell Ltd., Hamilton, Ont.  
Henderson & Richardson, Montreal.  
D. Maxwell & Son, St. Mary's, Ont.  
London Foundry Co., London.
- Wagons, Children's.**  
Can. Buffalo Sled Co., Preston.
- Wagon Jacks.**  
Richard Wilcox Can. Co., London, Ont.
- Washers.**  
Cowan & Britton, Limited, Gananoque.  
P. L. Robertson Mfg. Co., Milton.  
Steel Co. of Canada, Ltd., Hamilton.
- White Lead.**  
Brandram-Henderson Co., Montreal.  
Steel Co. of Canada, Ltd., Hamilton.  
G. F. Stephens & Co., Winnipeg.
- Wholesale Hardware.**  
Caverhill, Learmont & Co., Montreal.  
Howland, H. S., Sons & Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Simmons Hdw. Co., St. Louis, Mo.
- Windmills.**  
Dominion Well Supply Co., Cargill.
- Windshields.**  
Kinsinger Bruce & Co., Niagara Falls.
- Window Guards.**  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.
- Wire Guards.**  
B. Greening Wire Co., Ltd., Hamilton.
- Wire Door Guards.**  
B. Greening Wire Co., Ltd., Hamilton.
- Wire, Iron, Steel, Brass and Copper.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.  
Laidlaw Bale-Tie Co., Hamilton, Ont.  
P. L. Robertson Mfg. Co., Milton, Ont.  
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**  
P. L. Robertson Co., Milton.
- Wire Mats.**  
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.  
B. Greening Wire Co., Ltd., Hamilton.  
Kuhne-Anderson Co., Port Hope.
- Wire Goods, Bright.**  
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**  
J. E. Beauchamp & Co., Montreal.  
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Machinery.**  
Ed. Brand, London, Eng.
- Wire Products.**  
Andrew Wire Works, Watford, Ont.
- Wire Rope.**  
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**  
B. Greening Wire Co., Ltd., Hamilton.  
Henderson & Richardson, Montreal.
- Wire Stretchers.**  
Richard Wilcox Can. Co., London, Ont.
- Wood Finishes.**  
Berry Bros., Walkerville.  
G. F. Stephens & Co., Winnipeg.
- Wrenches.**  
Whitman & Barnes Mfg. Co., St. Catharines.  
Bemis & Call Hdw. & Tool Co., Springfield, Mass.





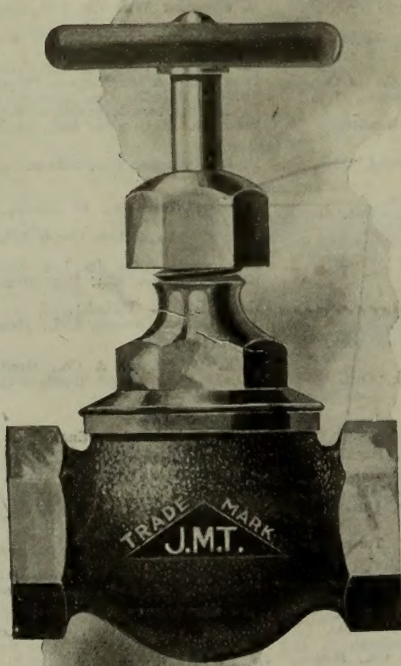
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the work of the Bisley team. They all use Ross Rifles, the .280 Match Rifle, used in all long range competitions, being similar to the .280 High Velocity, only the Sights and the Stock being different.

A window display of the .280 Ross will help focus attention to your store and secure more trade.

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You'll Draw Trade If You  
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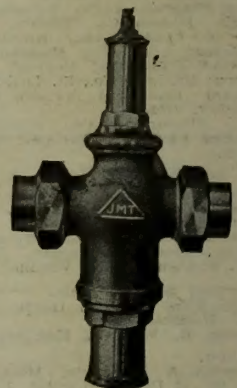
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should be familiar.

Our guarantee stands back of every  
article that leaves our plant.

Send us your inquiries. We will  
give them our immediate attention.

Catalog to the trade.



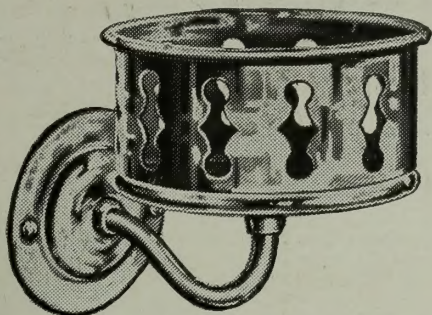
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J.M.T. Improved

**The James Morrison Brass Mfg. Co., Ltd.**  
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This cut illustrates one of our lower priced Tumbler Holders. Twenty other Tumbler Holders shown in our catalogue.

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**Kinzinger, Bruce & Co., Ltd.**

Niagara Falls, Canada

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## THE PERFECT FRUIT STEP LADDER

This ladder has been met with marked approval of fruit growers throughout the country, having been found to be the most perfect and convenient ladder ever devised for the purpose of fruit gathering.

It is also an excellent general purpose ladder for the reason that it can be used on uneven ground without danger of upsetting.

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Write for particulars to-day.

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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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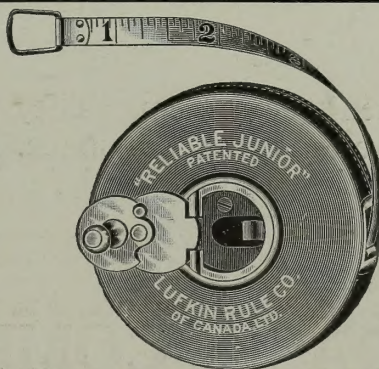
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RECOGNIZED LEADERS OF  
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That's why practically every hardware house handles them.

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THE LUFKIN RULE CO. OF CANADA, LTD.  
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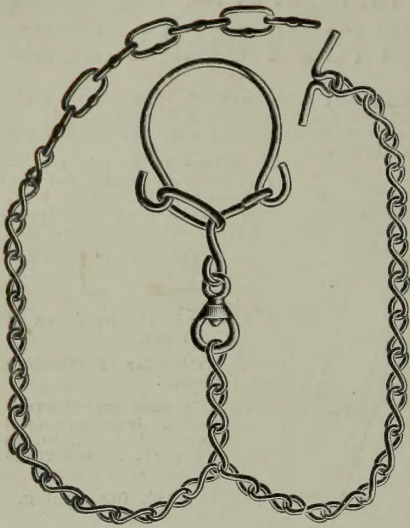
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HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

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Lightest, Strongest, Longest Wearing, Most Humane. Made in Canada. Fully Guaranteed. Widely advertised.

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Any one of the above features would be ample reason for your insisting on your jobber giving you the best cow tie on the market. Known everywhere by the swell weld, an exclusive McKinnon feature.

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Supply the growing demand from autoists, yachtmen, campers for increased seating capacity. Help them make room for children or friends without crowding or sacrificing the comfort or appearance of their outfit. The season is at hand. Get a stock of

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